

Medicare Supplement Script (Real-Time)

Hi (Lead Name)? This is (Rep Name) with Medicare Supplement Solutions. We are giving you a call because of the recent rate increases to the Medicare Supplement plans. You do have a Medicare supplement, right?

Great!

We want to make sure that you are not affected of these rate increases so what we will do is have our Medicare supplement specialist give you a callback in the next few hours to make sure you are not overpaying. Would that be okay?

Oh by the way, do you know about how much you are paying for your Medicare supplement?

IF THEY DON'T KNOW IT:

Are you paying more than \$100 per month?

No problem, do you know which company your coverage is with (What's the name of the company on your insurance card you show the doctor)?

- Any history of **heart attack, cancer, or stroke** in the past 2 years?
- (Must answer NO to all 3 to be considered a lead for e-mail campaign)
- (Lead must also contain either company and/or premium info)

That is perfectly fine; we'll have the Medicare supplement specialist give you a call back. Thank you and goodbye for now.

[Confirm notes from the call & E-mail the lead