

Medicare Supplement Script

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 day or two to make sure you are not overpaying. Would morning or afternoon be better for you?

Oh by the way, do you know about how much you are paying for your Medicare supplement? Approximate amount (Ball Park? Does not need to be the exact amount.)?

IF THEY DON'T KNOW IT:

Are you paying more than \$100 per month?

IF THEY HAVE NO IDEA:

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)?

STILL NO:

That is perfectly fine, we'll have the Medicare supplement specialist give you a call back in the (morning/afternoon) Thank you and goodbye for now.