

## Final Expense RT Live Transfer

Hi (Lead Name)? Hello, this is (Rep Name) with Senior Services for (State). I am calling in regards to the state regulated burial benefits for seniors. Seniors could now qualify for a program that would cover 100% of their final expense. We will have the licensed burial specialist speak with you on the other line to explain the details of this new program, okay?

Great!

(If agree to be transferred, go straight to health question)

(If they don't want to be transferred to specialist, ask for Keyword for callback---- will be considered as WARM Lead)

I would also like to set up a keyword so you know it's my licensed burial insurance specialist contacting you back, the keyword is your favorite hobby/color. What's your favorite hobby/color?

Perfect!

>And one last question before I transfer you to the specialist

- Any history of heart attack, cancer, or stroke in the past 2 years? - (Either Yes or No consider as transfer lead)

Please stay on the line while I transfer you to the licensed burial specialist