

## Magnos Beckett's Survey Phone Script (Prospecting Members and IBOs)

Hi, may I speak to THEIR NAME. THEIR NAME, this is YOUR NAME, do you remember me? You had filled out a survey for me recently, and I wanted to take time out to personally thank you. THEIR NAME, "I noticed that you had checked off that: **"SAVING** on your health benefits" interest you most **or**, **"MAKING** several extra hundred dollars a week interest you most." THEIR NAME do you mind telling me what you had in mind when you checked that off so I can better serve you? Great! In order to provide more information, I'll need about 10-15 minutes to give you a brief overview of the AmeriPlan benefit program. In person or over the phone -- which works best for you?

**(IN PERSON)** Would you like to meet at 2:00pm on Saturday or, would Sunday at 3:00pm be more convenient for you? Great, I'll see you Sunday at 3:00 pm. Once I show you the plan, and assuming you're interested, you will need only two things to qualify: (1) that you are a US Resident, and (2) do you have a credit or debit card, checking or savings account? Good, I look forward to seeing you then. **(IF YOU'RE NOT ABLE TO GET A TIME TO MEET WITH YOUR PROSPECT, INVITE THEM TO GET ON YOUR NEXT CONFERENCE CALL)**

**(OVER THE PHONE)** Do you have access to a computer? Great! Please go to [www.deliveringonthepromise.com/xxxx](http://www.deliveringonthepromise.com/xxxx) **(OR WHATEVER AMERIPLAN WEBSITE ADDRESSES YOU CHOOSE). IF THEY DO NOT HAVE ACCESS TO A COMPUTER, USE THE 80% BROCHURE TO GO OVER THE SUPPLEMENTAL HEALTH CARE OPTIONS. GET THEIR PERSONAL INFORMATION; OBTAIN A VOIDED CHECK (IF IN PERSON) OR THE APPROPRIATE CREDIT OR DEBIT CARD OR CHECKING/SAVINGS ACCOUNT INFORMATION WITH ROUTING NUMBER.**

*All the Best,*

*Magnos Beckett, NSD*