**Note: Not to be used for MA/MAPD or PDP sales. Medicare Supplements only.**

**Medicare Insurance Supplement Script – Appointment Setting**

Is \_\_\_\_\_\_\_\_\_\_\_\_  home?”

“Hi \_\_\_\_\_\_\_\_\_\_\_\_ , \_\_\_\_\_\_\_\_\_\_\_\_  here, how are you today?”

“Great, the reason I’m calling is that I am reaching out to all people turning 65 in the next year because of the transition onto Social Security and Medicare for most Americans… \_\_\_\_\_\_\_\_\_\_\_\_ , for whom I am calling, has been educating people nearing 65 for nearly 20 years, and would like to find 15 minutes to introduce himself, give you a card at some point in the next week.”

“I realize that between direct mail and other phone calls, you are more than likely getting bombarded with companies and insurance agents wanting to talk with you.  We are different.  Because we have been doing this a long time, we just want to introduce ourselves, talk a little bit about social security,medicare, and medicare supplements, and that is all.  Its a process, and we know this is a big point in everyone’s life so we approach it different.  If you have 15-20 minutes, it would be worth your time to meet \_\_\_\_\_\_\_\_\_\_\_\_ .”