Hello Mr. \_\_\_\_\_\_\_\_? Hey this is \_(Agents First and Last name)\_ with \_(company name) \_\_\_ and I just wanted to give you a quick call today regarding the rates on Medicare supplement plans in \_\_\_\_\_\_\_\_\_\_\_\_\_\_ county this year.

You do have a Medicare supplement plan, correct?

Ok, great! I just wanted to let you know that different insurance companies charge different premiums for the exact same policy. So if you have a minute, I can give you a quote right now, just to make sure you're paying the lowest possible premium for your plan. Do you remember which supplement plan you have now? F, G, or N?

Ok great, can I ask, what is your current zip code?

And is your current age?

And do you use tobacco? Ok great, my system is pulling up the most competitive rates in your area as we speak.

(Give Quote) Is that about how much you're paying for your supplement now?

Ok, well, good news is that we can offer a lower rate for the same exact insurance but save you a good amount of money. But we do have to answer a set of underwriting questions to make sure you would qualify.

Would you mind if I went through those questions with you?