

Medicare Supplement Script from HBW Leads

Script:

Hi, this is **[Telemarketer Name]** calling on behalf of your local Medicare Supplement Specialist on a recorded line. What we do is specialize in making sure new Medicare beneficiaries maximize the benefits they are entitled to. I would like to ask a few questions to make sure we can help you maximize your entitled benefits

1. Are you Retired or are you still working?
2. Do you currently have health insurance? Who is it with?
3. If still working: Is your current insurance with your employer?
4. If still working: Do you have a date that you are planning on retiring?
5. If Retired: Do you already have Medicare part B? What is your effective date?
6. Do you have Medicaid?
7. Do you receive your healthcare through veterans' benefits? [VA, Champ VA, TriCare]
8. How often are you getting health services like doctor appointments, treatments, therapies, surgeries, etc.? [Weekly, Monthly, Quarterly, Yearly]
9. How often do you travel?
10. What is your estimated annual household income during retirement?
11. Are there any surgery's you have been putting off until you get your Medicare?
12. Confirm their first and last name.
13. Are you still living at **[Insert Address]**? [Verify the complete address including zip code]
14. What is your date of birth? If not comfortable ask for month and year.
15. What is your email address?
16. What is the best phone number to reach you at?

That is all the information we need right now. To make sure you maximize the Medicare benefits you are entitled to as a new Medicare beneficiary, would it be okay to have one of our experts reach out to you? **Y/N [If yes, the lead qualifies]** When would be the best time for the agent to give you a call back?

We are looking forward to getting back in touch to make sure that you have a solid path when you retire for both your health and wealth. Thank you very much for your time and have a great rest of your day.