

## **Door Knock**

The most important thing is to smile, brush your feet off and ask ***MAY I COME IN***. Do not reach out to shake hands unless they do.

### **Direct Mail**

Hi my name is \_\_\_\_\_ with the “**Senior Care Plan**”, the Company sent me here today to go over the information you requested when you filled out this card (Hold it up and put away). It only takes a few minutes, ***MAY I COME IN?***

### **TV Lead**

Hi my name is \_\_\_\_\_ with the “**Senior Care Plan**”, the Company sent me here today to go over the information you requested when you called our TV commercial. It only takes a few minutes, ***MAY I COME IN?***

### **Yellow Page Lead**

Hi my name is \_\_\_\_\_ with the “**Senior Care Plan**”, the Company sent me here today to go over the information you requested when you called our ad in the Yellow Pages. It only takes a few minutes, ***MAY I COME IN?***

### **Appointment Lead**

Hi my name is \_\_\_\_\_ with the “**Senior Care Plan**”, you spoke to the Home Office and wanted a representative to contact you and the Company sent me here today to go over the information with you. It only takes a few minutes, ***MAY I COME IN?***

### **Follow Up / Recycled Lead**

Hi my name is \_\_\_\_\_ with the “**Senior Care Plan**”, in the past you called of one of our TV commercials and our notes indicate that a representative didn't get you the information yet. The Company sent me here today to go over the information you requested. It only takes a few minutes, ***MAY I COME IN?***