Commitments

1st Commitment

The plan I'm going to share with you tonight is a very simple plan, and once I'm done answering all your questions and I want you to feel free to stop and ask me questions, you will know if this plan is for you or not. If you like the plan, let me know you like it, and if you qualify, we can get something started. On the other hand, if you don't like the plan, I don't want you to feel funny to say, "Hey this plan isn't for me." You wouldn't have a problem saying no, would you? Okay good.

Some people think they are going to hurt my feelings and rather than telling me no, they want to tell me a story like they want to sleep on it...., or think about it...., or something, but like I said it will be obvious. So a yes.... or a no tonight, fair enough?

2nd Commitment (if necessary)

Okay, I understand how you feel, a lot of my clients have felt the same way as you, but what they've found is, the plan I'm going to share with you tonight is a very simple plan. I guarantee you will know if it's for you or not. It's like night or day, it's actually the difference between a one-dollar bill and a hundred-dollar bill, and if it's not that obvious, I want you to tell me no. But a yes or a no tonight, fair enough?

3rd Commitment *(if necessary)*

Basically, what I'm saying is, if the plan I share with you, number one: takes care of your needs and what your trying to accomplish, and number two, which is the most important of all: the plan is affordable so that you will be able to keep the coverage, would you have any objection to starting the plan this evening? Yes, meaning this plan does take care of my needs, and yes this plan is affordable. At that point we'd fill out an application for insurance, set up a time for the physical and collect a check for the first month's premium. Thirty days from now, only 1 of 2 things can happen: something came up in your exam and you cannot have this type of coverage, or everything will be exactly as we discussed tonight, and your family will be taken care of. Now does this whole process seem fair enough?