# Referral Script

## This only works if you say it every time!

One thing I take pride in is making sure you both fully understand and are comfortable with the coverage we have chosen to protect your family. Do either of you have any questions? Ok, good.

Now I know this may be uncomfortable, but the number 1 reason people say that they haven't taken the step to protect their family and purchase insurance is because they were never approached or crossed paths with and agent. At Asurea we are passionate about making sure that doesn't happen to people that you care about and love. Now we are not in the business or ruining relationships so we promise if they are not interested we will never call them again.

Who do you know that bought a home in the last two years? (Put your head down and put your pen on your pad) and what is the phone number? Who else?

Who do you know that had a baby in the last two years? *(Put your head down and your pen on your pad)* and what is the phone number? Who else?

Who do you know that had a death in the family in the last two years?? (Put your head down and your pen on your pad) and what's the phone number? Who else?

Get name and name of spouse, phone number, city and number of kids and occupation and relationship to the person you got the referral from.

## OBJECTIONS

I don't know anyone

***GO GET YOUR CELL PHONE; YOU HAVE TO KNOW ONE PERSON.***

I want to talk to them first

***I understand, I would actually like for you to do that as well. How about I call them next week so that it gives you a week to talk to them and I can assure you I'm not in the business of harassment. If they don't want anything then as your agent I promise I will never call them again.***

Let me think about it

***Let's think together, go grab your cell phones***