



## Bank Verification Script

“ \_\_\_\_\_, for every sale, I am required to call the bank to verify the account information is accurate so we can make sure your premiums draft successfully. It is best to do that with you on the line, would it be OK if we do that that real quick?”

(Google bank name and city/state to find their local branch phone number. Then do a 3-way call with customer and the bank.)

### BANK ANSWERS

“Hi \_\_\_\_\_ this is \_\_\_\_\_ and I’m a licensed Insurance Agent. And I have a mutual customer on the phone, \_\_\_\_\_. And he/she is attempting to set up his/her life insurance premiums with his/her checking account with you, I am calling to verify that his/her account is open, active and ACH transactional. Can you help me with that?”

(Yes)

BANK WILL VERIFY AND GET PERMISSION FROM ACCOUNT HOLDER FIRST.

Ok, great! I have the routing number as \_\_\_\_\_ and the account number as \_\_\_\_\_, is that correct? And it is a checking/savings account, correct? Do I need to add any zeros before or after the account for transaction? Ok, you have been very helpful. Thank you so much. Have a great day.

Disconnect the bank

Do the app, a solid tie down, REPEAT

