



Warm Market Script

“Hi _____, I’m not sure if you are aware but I am a licensed life insurance agent. I have partnered with a new agency, Summit Life Group. We are a broker with access to the top-rated life insurance companies.

As part of my training, I am required to give at least 10 presentations with people I know and trust. I thought of you.

Would you mind if I practice on you so I can count you as 1 of my 10? It only takes a few minutes, and I would value your feedback.”

WAIT FOR RESPONSE

“Great, do you have 10 minutes now?” (If not, schedule a time either in person, phone, or zoom.)

Use the “SLG 10 Questions” presentation next.