

Call-In Bonus Lead Script

- Use this script for any lead that says “**MORTGAGE PROTECTION CALL-IN DELIVERY NOTICE**”
- Treat this like any other lead: Double-Dial, Leave Voicemail, Send Text.
- When giving time-windows, only provide options for **SAME DAY APPOINTMENTS**.

Hey _____ this is _____. I'm the field underwriter assigned to you calling you regarding the *(Insert name of lender)* _____, how's it going? *(Usually they say good, or good, how can I help you?)*

You probably don't remember this but *(a couple months ago / a while back)* you received a notice in the mail that you called in about and it was about the mortgage protection insurance options that we haven't gone over with you yet, and it looks like I was assigned to *(you/you guys)* for that since I handle this in *(Insert State)* _____.

So, they have me doing that by phone with *(you/you guys)* either *(insert time-window)* _____ or _____ and just needed to see what works best for *(you/both of you)*?

OK, so I have you down for later today between *(insert time-window)* _____ or _____. Now, I will have another family I have to speak to before you guys and if that runs over it may make me late to calling you, so it'll be somewhere between *(insert time-window)* _____ or _____ when I call you, but once I'm on the phone with *(you/you guys)*, I'll make it quick...

Now, when I call, I'll just need *(you/both of you)* to be on the phone and have access to email OK? OK, awesome!

I'll call you between *(insert time-window)* _____ or _____ today/ tomorrow from this number, ok?

OK and just remember my name is _____... I'll talk to you guys then!