

Door Knocking Script with Referrals

(Warm up for several minutes... Use Names!!!)

Well John, I know you're wondering what I am doing here, first let me ask one more question... back to warm up topic again...

My name is (First Name) ... (Full Name)... Did (Nominator/Client) mention that I was going to be stopping by? (No...) Oh, that's ok. Ya, I met your brother Bill and Nancy last week (keep it recent) and oh my I can't take my eyes off your greenery/dog he is so cute....

Going back to your brother, I visited with Bill last week, and I provided him with a plan for mortgage protection, and Bill and Nancy were both very impressed, and they mentioned that I should come over and show you what they got. (spark curiosity) I have already seen your other brother Paul, and his dog Pongo, and will meet with them tomorrow (short facts, fresh facts). I just need to visit with you and Mary for a few minutes. Is daytime or evening better for you both?

(What is this about?)

Well, John, Bill got a program that in the event of a disability it would help pay for his home. Also, there is a big concern on the high number of cases of cancer, heart attack, and stroke in the area, you know this right? (nodding). If he is diagnosed with that, there is a big pay out, so they don't lose everything. And God forbid, should he pass away, the home would be paid off. And there would be money left over for the family. (nodding)

I just need to visit with you and Mary for a few minutes, John. Is daytime or evening better?

(Not interested)

I promise you John, I'm going to show you something that you and Mary have not seen before. Is daytime or evening better?