**Express Appointment Options**

With covid-19 looming and the threat of states shutting down it may be wise to deviate from the current appointment timeframes in order to help as many people as possible. It is up to you if you want to use this, but it may help you get a few sales in.

After you go through the commitments give them these 3 options:

1. Get out of harm’s way now – “We normally don’t make this an option but since it may be a while before we are allowed to meet again we can move the money you have at risk out of harms way so that the market can no longer effect it. That way, when we have our next meeting, we can build a plan knowing that your nest egg is safe.
2. Follow normal process – set our 2nd appointment 2 weeks or so from today. Obviously, the problem with this option is we may not be allowed to meet at that time and who knows what the financial markets will look like by then?
3. We can expedite the process – We would meet again in 2 or 3 days and go over your full plan. In order to do this…I need to know you are serious. My staff and I will go to great lengths to get your entire plan prepared in this short period of time…we just need to know you are very serious about getting a plan put in place.

Which of these 3 options works best for you?

1. Move your money out of harms way today
2. Normal process
3. Expedited plan