**Phone Scripts to Prospects:**

Hello can I speak to Mr/Mrs Prospect? Hi this is \_\_\_\_\_ with \_\_\_\_\_\_\_.

The reason for my call is that you (pick one)

1. Attended a Retirement 101 class of mine (or)
2. You met with me but didn’t implement your written retirement financial plan.

We never did business, but that isn’t important right now. As I’m sure you are aware, the markets have been in a free fall and people have lost a lot of money!

So much money that they may no longer be able to retire as planned. Have you checked your investments lately?

Even as bad as things are, our clients are doing great and have peace of mind that they are still on track to retire comfortably and achieve all their retirement goals.

We’d like you to have that same peace of mind

We have extended our office hours to include nights and weekends to make sure we can help as many people as possible get out of harm’s way and protect them for the future.

Let’s get you on the schedule as soon as possible so we can stop the bleeding and give you the peace of mind you deserve. Grab your calendar and let’s schedule a time for us to meet.