

Sample Phone Script #2

Hi this is _____ with Ameriplan Dental. May I please speak to _____. You left your name and number on our voice mail for more information about our excellent dental coverage? **I wanted to thank you for responding. My call is to give you the highlights of our plan. Now if you are serious about having excellent coverage for you or your family, this is going to be pretty hard to pass up. We are the nation's largest provider of Dental, Vision, Prescription, and Chiropractic care.**

Do you have any other dental coverage right now ? ok.

How many people are in your household ? ok.

GREAT, I've got some good news and today, I also have some great news!

(customer name) I can cover you with our premium plan for every dental procedure you can think of for **ONLY 19.95** a month. Its 60% off right now! NOW, You save up to 80% on every dental procedure you can think of, Its immediate coverage, no waiting period

All specialists are included and...

All pre-existing conditions are covered.

Plus!! We cover braces for children and adults AND all Cosmetic dentistry, like the new laser Whitening processes. NOW there's no cap limits, no age limits and... NO deductible.

That was the good news...are you ready for the great news? (pause)

First, let me ask, have you ever been a customer for AmeriPlan before?

Excellent! As a first time customer and an incentive for you to start saving money TODAY, the company will allow me to include, AT NO EXTRA CHARGE our VISION, PRESCRIPTION, and CHIROPRACTIC coverage, free for the ENTIRE LIFE of your dental coverage. Not only is your premium 60% off right now, but you qualified for our other 3 plans at no extra charge. Now (customer's name) I have to have you in the computer by 9 tonight in order to apply both of these promotions. *It's a limited offer!*

Now, let me tell you AmeriPlan will cover up to 60% on all your vision needs including Lasik surgery, and up to 50% on your prescription and Chiropractic needs. Being a member with Ameriplan your coverage is nationwide. The terms are very client friendly. Your coverage is 60% off the regular monthly price and guaranteed to not increase for at least two years. You'll receive your new membership cards with your information guide on how to use the plan within 5-7 business days. (customer's name) There's absolutely no contract, its month to month, so make sure you stay current so you don't lose this promotion. **All I need is a little information.** How do you spell your first name? (FILL OUT THE APP)