

Hi, _____ (prospect name) , my name is _____. I'm a mortgage protection specialist here in _____ and it came across my desk that you recently acquired a loan with _____ (Mortgage Co. Name). Is that correct?

The reason I'm here is because any time someone gets a loan with _____ (Mortgage Co. Name). I stop by to share with them about a very important program called Mortgage Protection.

I don't have time to go over the programs today, but I'll be back in the area on _____ (Day) and _____ (Day). It will only take about 20 minutes for me to share with you this important information.

Which of those days work best for you?

_____ (Day)? Great! I have a _____ (Time) o'clock or a _____ (Time).

Which of those times work best for you?

Wonderful. I will see you on _____ (Day) at _____ (Time) o'clock.

Let me write that down for you on the back of my business card.

Here you go. I will see you _____ (Day) at _____ (Time).