

Group Presentation

INTRO- introduce yourself and thank the owner/ manager for caring about their people and wanting them to be aware of what is available to them and allowing them to have you speak to them.

RAPPORT- Break the ice with a joke or quick story. Use something in the room you can visually take note of.

PRESENTATION- AROUSE THE INTEREST

"I am going to give you a brief overview of this new benefit. But before we get started let me ask: by a show of hands, how many of you have ever broken a bone, gotten stitches, been in a car wreck? (raise your own hand) How about spent the night in the hospital? How many of yall know somebody, whether it's a coworker, family member, or friend who has went through something more serious like a heart attack, stroke or even something like cancer?"

The reason I ask is, WE ALL KNOW SOMEONE! And when that stuff happens, most of us could use some extra money coming in, right? That's exactly what this benefit is designed to do, we actually pay yall cash directly when you go through something like rolling your ankle, car wreck, up to big things like heart attack, strokes, and even things like cancer. So why do yall think it would be good for you to have a bunch of extra money when you are going through something like cancer per say?"

Wait for responses

"so, this is actually a letter from one of our clients"

Read a claim that pertains to the job your presenting to or a return of premium with a spousal claim

I'll give you guys a hand out that has some bullet points that explains how this works.

****at this time pass out the group presentation overview handout***

So how this works in a nutshell is major medical, it pays doctors' bills and hospital bills. It's essentially designed to keep doctors and hospitals in business. What we do, is we pay you directly to keep you, your families, and your lives in business, it does work in addition to anything you might have in place, or it can work completely by itself. It will work along with like workmen's' comp. sick pay, short term and long-term disability, tri care, VA benefits, blue cross, etc. Our pay outs are so high about half of our clients actually are able to use this on its own, and I can explain how that works here in just a second.

Its designed to help out with the things yall said previously, like lost income, not being able to work, travel expenses, you can use it to cover your mortgage, car payment. There is a lot of gaps

in major medical (give example). It does work 24 hours per day, so if you got sick or hurt on the job, off the job, on vacation, traveling, hunting, fishing, it doesn't matter, it is always and active policy. It's not like a disability where you have to be completely out of work for this to work for you, so this will work whether you can or cannot work.

Rates are super affordable, just to get your foot in the door they start at like 10 bucks per week, or 40 bucks per month. Once you are locked in at your rates, they never increase. Regardless of claims or age.

One of the very best parts about what we do aside from the super high pay outs, is explained at the very bottom. It says all policies offer a 100% refund of unused premium. So, if you don't actually use this, which is what we hope, because we don't want people to go through anything bad, this is literally just a savings account. You get every dime in premium you have ever paid completely refunded and your coverage stays active there after at a 50% discounted rate, and I will explain how that works.

We have a few big plans, the cancer care plus, the cardiac care plus, and the injury care plus. In today's world unfortunately, our cancer care is the most commonly purchased, because it seems like everyone knows someone who has gone through cancer. Our most commonly used is our injury care. I'll explain how that works, this is just a brief synopsis, but let's say you rolled an ankle, or tweak your back, just by going into any doctor or walk in clinic, we will pay you 400 bucks for having to take that time, now if you have to have a scan, CT, MRI, XRAY, we will pay you another 400 dollars. But let's say it's something more serious though, let's say you are in a car wreck, or a bad accident, just being admitted into the hospital we pay you 3200 dollars plus 800 dollars every day after that, covers ICU stays at 1800 a day, every bone in our bodies has a different dollar amount, so if you like break a leg that's 10 grand, arms 4 grand, wrist and ankles are 2800 bucks. Physical therapy or chiropractic care is 200 bucks every time you go, up to 12 times per covered accident. If you have to take an ambulance we have 1400 bucks for that.

Do yall have any questions for me so far?

I'm going to hand yall out survey sheets, and everyone put your name at the top so that we know you were here today and heard what this is about and had it offered to you. Then fill out the rest of the sheet.

Quick disclaimer, by marking yes on this sheet does not mean "yes sign me up" it just means that I should catch up with you individually and run through rates with you and answer any questions that you might have.

Pass out the survey sheets and a pen to each person.

Have everyone fill out the survey sheets right then and there, and collect them.