

Rebuttals

I'm not interested.

I understand that you might not be interested but that doesn't make this conversation any less important. I have access to all the top plans and carriers and this information will only take a moment to review. What do you currently have for coverage?

I'm already covered.

That's great news that you already have a plan. I'd be worried if you didn't. My job is to review your benefits with you and make sure your coverage fits your exact needs. I have access to all the top plans and carriers, and this will only take a moment to review. What do you currently have for coverage?

I'm working with a local agent.

That's great that you have already started your search for Medicare coverage with a local agent. Keep in mind that most local agents are only contracted with one or a handful of carriers, where I have access to all the top plans and carriers available to you. My job is to make sure you know all your options and make your selection a little bit easier. What do you currently have for coverage?

I just wanted quotes.

I understand that you were expecting to receive rates immediately. My job is to ensure that you are receiving correct information and accurate rates. I just need to ask you a couple of questions so I can provide these to you. What do you currently have for coverage?