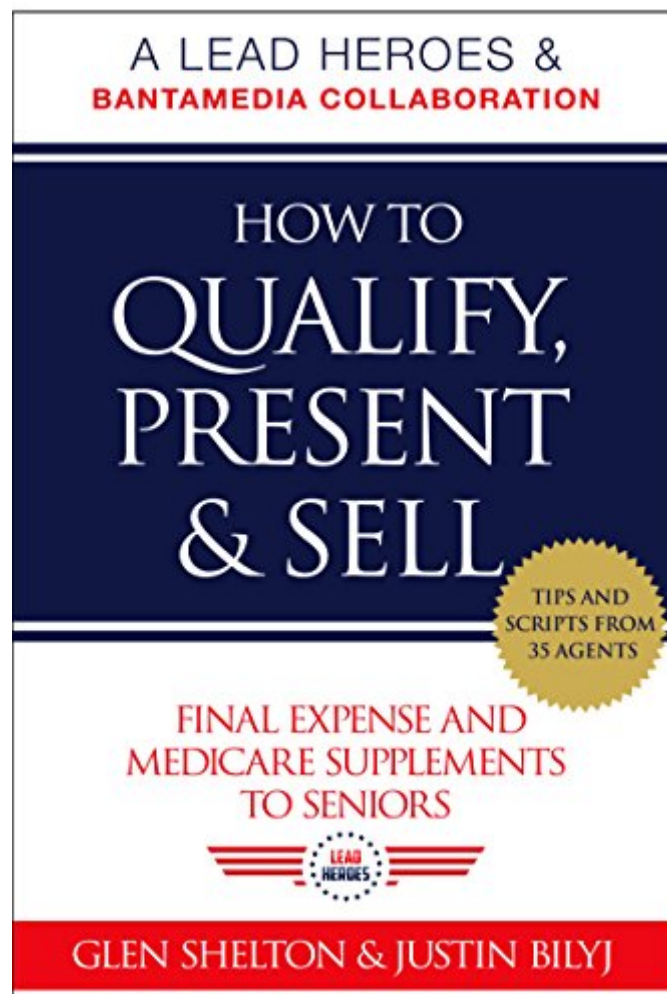




The book was found

How To Qualify, Present & Sell Final Expense And Medicare Supplements To Seniors



Synopsis

A demographic tsunami of baby boomers are retiring and requiring help with their Medicare and life insurance needs. Meanwhile, record numbers of insurance agents are also retiring, leaving the millennial generation of agents untrained. To tackle these problems, 35 expert insurance agents collaborated to create this guide to selling life insurance and Medicare supplements to seniors. Because training often comes at a great cost, requiring you to spend thousands of dollars on conferences or give up contracts in exchange for training, it's never been harder to find no-strings-attached insurance sales training until this book! This guide covers the entire insurance sales process, so you'll learn how to:

- Prospect for Final Expense life insurance leads or Medicare Supplement leads, and which type of leads to use
- Approach leads, and what to say to gain their trust
- Overcome the most common objections and concerns seniors have
- Present & sell Final Expense life insurance and Medigap plans online, on the phone or in person
- Organize your day and motivate yourself to reach your maximum potential
- Grow your client base by cross-selling and generating referrals
- Build an online brand that will foster trust and referrals

Whether you're a new agent seeking a primer on selling life insurance or Medicare Supplements, an experienced agent looking to maximize your online brand with insurance marketing tips and strategies, or an agency/IMO/FMO wanting to teach agents how to sell life insurance or Medicare Supplements at a fraction of the cost, this guide is for you! **LEARN HOW 35+ EXPERIENCED AGENTS ARE SUCCESSFULLY SELLING FINAL EXPENSE LIFE INSURANCE AND MEDICARE SUPPLEMENTS!**

Book Information

File Size: 23846 KB

Print Length: 252 pages

Publication Date: September 8, 2016

Sold by: Digital Services LLC

Language: English

ASIN: B01LW4B5BW

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Enabled

Enhanced Typesetting: Enabled

Best Sellers Rank: #124,324 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #5 in Kindle Store > Kindle eBooks > Business & Money > Industries > Insurance > Life #16 in Books > Business & Money > Insurance > Life #187 in Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Sales & Selling

Customer Reviews

Excellent advice for insurance salespersons who want to maximize their final expense and medicare supplement sales.

This book touches all of the bases on Final Expense and Medicare, I learned a lot.

Pretty Comprehensive, enjoyed seeing what others say in this profession.

Decent I think this would be good for newer agents.

Just started reading, and so far have picked up a couple good ideas.

If you are someone that is looking to get started selling Medicare Supplements/Final Expense, or are looking for new ways to market and sell to baby boomers in general, this book will be an extremely valuable resource.

Makes you slow down and think.

Good job of explaining the business

[Download to continue reading...](#)

How to Qualify, Present & Sell Final Expense and Medicare Supplements to Seniors How To Navigate The Medicare Maze: Quick Start Guide that will take you step-by-step through the Medicare process when you qualify for Medicare Medicare: QuickStart Guide - The Simplified Beginner's Guide to Medicare (Medicare, Social Security, Medicare Billing Book 1) Supplements: The Ultimate Supplement Guide For Men: Health, Fitness, Bodybuilding, Muscle and Strength (Fitness Supplements, Muscle Building, Supplements ... Diet, Supplements Guide, Supplem) Sell & Re-Sell Your Photos: Learn How to Sell Your Photographs Worldwide Exit Bomb: Why Most Entrepreneurs Can't Sell, Don't Sell Or Sell Their Companies For Peanuts The A to Z of Final

Expense: Field and Phone Sales How YOU Can MASTER Final Expense The A to Z of Final Expense: Field & Phone Sales Free Leads "Final Expense": Why agents are flocking to eClick's Free Lead Program Social Security, Medicare and Government Pensions: Get the Most Out of Your Retirement and Medical Benefits (Social Security, Medicare & Government Pensions) Baby Boomers and Seniors Free Yourself from Harm and Danger (Baby Boomers and Seniors - Free Yourself from Harm and Danger Book 1) Medigap vs Medicare Advantage: Follow These 5 Simple Steps and Get the Best Medicare Plan... Guaranteed! Medicare for Beginners 2017: A Guide to Understanding and Enrolling in Medicare Social Security & Medicare Facts 2016: Social Security Coverage, Maximization Strategies for Social Security Benefits, Medicare/Medicaid, Social Security Taxes, Retirement & Disability, Ser Medicare: Simplified: The Complete Guide to Understanding Medicare The Absolute Only Way To Shop for a Part D RX Plan In One Sure Step: Medicare Part D Rx (Understanding & Maximizing Your Medicare & Related Insurance Options Book 2) Exercise For Seniors - Get And Stay Fit For Life At Any Age (Seniors, Low Impact Exercise Book 1) Diabetes Diet And Microwave Cookbook For Seniors Updated & Revised For 2016 Complete With Weight Loss Guide For Seniors MacOS Sierra for Seniors: The perfect computer book for people who want to work with MacOS Sierra (Computer Books for Seniors series)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)