

# Transition to iPad



When considering ways to help **protect yourself, your family, and your future**, which of these concerns you most?

**Cancer**  
which affects 1 out of every 3 men and women.<sup>1</sup>

**Heart Attack & Stroke**  
where every 40 seconds someone has a heart attack.<sup>2</sup>

**Accidents & Injuries**  
when 90% of injuries happen "off the job"  
— with no Worker's Compensation.<sup>3</sup>

**ICU** | **HIP**

**BOIA** | **Product Matrix**

<sup>1</sup>American Cancer Society, 2019 Facts & Figures  
<sup>2</sup>American Heart Association 2019 Heart & Stroke Statistical Update  
<sup>3</sup>National Safety Council, Injury Facts, 2017 Edition



This is a solicitation for insurance. The benefits described in this presentation are contained in policy series ABPOLR, A9POL, A10POL, I10POLR, I11POL, C15POLR, C17POL, C19POL, H7POLR, H9POL and H11POL. This presentation is not an insurance contract. The policy explains the rights and obligations of both Family Heritage Life and the insured. It is important to read your policy carefully. Please see your Globe Life Family Heritage Division agent for cost and complete details.

## RAPPORT QUESTIONS:

How long have you worked here? (acknowledge response)  
What did you do before this? (acknowledge response) Are you originally from here? (conversational response)

(Name) I don't know where, or if I can help but as I'm talking to everyone here in (name of town) it seems like everybody knows someone who's gone through a cancer battle, heart disease generally runs in families, and accidents can happen to anyone.

Of these, which concerns you personally, the most?

Regardless of which one they choose...!

A ton of people tell me that, what makes you say that? (*LISTEN*)

Who's the closest person to you that's gone through \_\_\_\_\_?

(*policy they picked*)

Ask a few follow up questions; (*respond with empathy.*)

That's exactly what this is for and this will probably make a lot of sense to you.