

# BUYING ATMOSPHERE



TRANSPARENT  
—FINANCIAL—

-I still have to catch up with all the families here in \_\_\_ and \_\_\_ I also have an open enrollment I'm doing with \_\_\_ and \_\_\_ so I ask everyone.....

-I tell everyone my job is really easy. I read upside down and it makes sense or it doesn't :-)

-I am assuming you're like every spouse I run into if it makes sense and fits the budget they're going to trust your opinion

-(Name) what I will do for you today is show you how to cover you and your income and if you want to add your spouse later it's just a quick call

-because all the maybes and in betweens are just no anyway and that's just time I could spend with folks that really need this so if it makes sense will get you covered today if not I'll just cross you off the list that fair enough?

-It's never bring your spouse to work day

-Unfortunately, it's not your income that qualifies you. It's your health

-People only think about this twice. Once, when I'm sitting down with you and when do you think the other time is?