

5 STEPS

in Converting Real Estate Agents and Loan Officers to Clients

1. What would it take to get your business?

- I can talk about my service
- I can talk about my company
- I can even talk about my rates
- I can talk about my baby needing shoes (get a lol)
- You can stop right here and ask for the quoting information! Or continue...

2. What does your insurance agent do now to earn your loyalty?

3. What does your insurance agent do now to help you grow your business?

4. What if I said, I will give you great service - as good or better than what your receiving, top-rated insurance company that's nationally recognized, tremendous value in your insurance, **AND help you grow your business?**

- MAKE IT EASY FOR THEM! Watch this to learn how...
- "Turn a handshake into an appointment" <https://lifeinsurancetrainers.com/free-coaching-webinars/>
- JUST GET AN ADDRESS TO START THE PROCESS!
- You have a SECRET WEAPON with MAC, use it at the right time!
- I have found, if we try and push MAC right away, they are confused, skeptic and turned off.
- **Just state that you want to help GROW their business by *driving local buyer leads to them.***
- **KEY!!!!** SAY, I will do this FOR you and SHOW you how, don't worry about that!
- Real Estate agents and Loan Officers get hung up on thinking it's more work. Ease their mind.

5. I will deliver on what it takes to earn your business! In the meantime, I can start my quoting research by simply getting your home address.

LEARN HOW TO DO THIS AT www.MyAgentConnector.com and watch or show the RA/LO the "overview video / how it works" <http://www.myagentconnector.com/real-estate-agent-tutorials.php>