

MEDICARE ADVANTAGE SEASON IS HERE

POSTSEASON GAME PLAN

**FINAL EXPENSE WILL HELP YOU BECOME
A SENIOR MARKET CHAMPION!**



1

During AEP, go out and see as many Medicare clients as you can!

2

After each appointment, ask yourself:

- Are they 65 years old or older?
- Do they have kids and grandkids?
- Do they seem like people who like to plan ahead?
- Are they a person who wants to be remembered long after they're gone?

3

Write their personal information down - preferably all in one place to be referenced later.

4

When AEP is over, go back and see your Medicare clients using Legacy Safeguard and talk to your clients about Final Expense.

**WE WANT TO SHARE THIS WINNING GAME PLAN WITH YOU.
GIVE US A CALL TO GET STARTED!**



800-777-9322