



## Call-in Lead Script

Hey \_\_\_\_\_, this is Emily Woolfork. How are you doing today?

Listen, I'm calling you about your \_\_\_\_\_ (lender) mortgage over there on \_\_\_\_\_ (street). It looks like you received a letter a few days ago that had you call an automated line to verify some of your information, do you recall doing that?

I'm the field underwriter who is in charge of going over these protection options that weren't provided for you at closing. My company is sending me out \_\_\_\_\_ (day) or \_\_\_\_\_ (day) to go over this with you and I just needed to see which day is better.

(Is there a co-Borrower or spouse? Verify they will be there.)

(Verify address.)

### **OBJECTION:**

Because this is a State Regulated program, I am required to go over this information with you, but you are not obligated to do anything. Does \_\_\_\_\_(day) or \_\_\_\_\_(day) work better for you?