

Where:
Healthy Halo
Insurance Services

2830 N Ontario St
Burbank, CA 91504
2nd Floor



Cost:
\$100 to cover
program materials

In this exclusive **5-day Telesales Bootcamp:**

- ✓ You will know which products are “telesales” friendly and pay the highest commissions
- ✓ You will learn by watching and listening to top telesales agents on the phone making sales
- ✓ How to create a portfolio of supplemental products and present over the phone
- ✓ The “do’s and don’ts” of telesales compliance
- ✓ A perfected sales script that makes customers say “yes”
- ✓ Training on a lead management system and dialer that will increase your productivity by 300%
- ✓ Live on-the-phone sales training while you make your first sales
- ✓ Free leads!
- ✓ Access to some of the industry’s top sales coaches and trainers

Interested? Complete the online application at:
www.surveymonkey.com/r/telesalesincubator



Apply online: www.surveymonkey.com/r/telesalesincubator



Sample Agenda

Monday

8:00 AM - 9:30 AM

Welcome & Orientation

9:30 AM - 10:30 AM

Compliance

10:30 AM - 10:45 AM | BREAK

10:45 AM - 12:30 PM

CLICO, GAC, SASid, IHC, A1, Peterson
Product Training

12:30 PM - 1:15 PM | LUNCH

1:15 PM - 2:30 PM

Product Training

2:30 PM - 4:30 PM

DYL & Phone Training

**HOMEWORK:
Study Products**

Tuesday

8:00 AM - 9:00 AM

Product Quiz & Answers

9:00 AM - 10:30 AM

CLICO, GAC, Alieria, SASid, IHC, Peterson,
A1 Quoting, Enrollment & Verification

10:30 AM - 10:45 AM | BREAK

10:45 AM - 12:30 PM

Enrollment & Verification Continued

12:30 PM - 1:15 PM | LUNCH

1:15 PM - 2:15 PM

Phone Sales Tips, Anatomy of the
Sales Script

2:15 PM - 4:30 PM

Sales Script, Objections & Rebuttals
Decision Tree

ACA, STM-Peterson, STM-IHC,
Healthshare, A1 Limited Medical

**HOMEWORK:
Memorize script with a partner**



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Sample Agenda

Wednesday

8:00 AM - 10:30 AM

Sales Presentations

10:30 AM - 10:45 AM | BREAK

10:45 AM - 12:30 PM

Scenarios

12:30 PM - 1:15 PM | LUNCH

1:15 PM - ?

Shadowing Sales Agents

Thursday

Friday

8:00 AM - 6:00 PM

Get on the phone
and SELL!

Materials You'll Receive:

- Product Information, Cheat Sheets
- Underwriting Questions
- Enrollment Process & Verification Scripts
- Sales Script / Objections & Rebuttals
- Incubator Agreement

What to Bring With You:

- Pens
- Notepads
- Highlighters
- Calculator