

Critical Period Coverage Script

"As a broker, keep in mind my job is to get you coverage you will qualify for, not get you declined. There's the mortgage payoff plan, which unfortunately due to your age/health/history will be very expensive and very hard to get. If we can even get it, it will cost more than your mortgage payment. You don't want something that will cost more than your mortgage payment, do you?"

The other options are a lot more affordable and easier to get, call the Equity Protection & Critical Period Coverage. Do you know what the "Critical Period" is?

Well psychologists and bereavement professionals advise a one year wait. They say not to make any major life decisions, moving/relocating, changing jobs, or making major purchases, for at least a year after a major tragedy happens. So, this coverage is designed to cover that critical period when the family is at the most risk of losing their home and gives time for families to grieve properly.

(Name), if you were to pass away tonight, like in a car accident or have a major heart attack, does the bank come to Mary and ask for the full \$150,000 you owe? No, they just want the \$800 mortgage payment. People go into foreclosure not because the bank wants the payoff, but because they want the payment. It would be nice if the bank would call you up and say how sorry they were for your loss and offer to waive your payments for the next six months to year, but that's not how it works, is it? *(Wait for the response)*

But it would be great if it they right? *(Shake head YES & wait for the response)*

This will also give you time to plan if you need to sell the home or refinance. A lot of time the equity in a home is the family's biggest asset and nest egg. If you were to sell the home tomorrow, what would you get for it? *(Wait for answer)* If we minus what you owe, you'd have _____ in equity. Would you rather the bank gets that money, or your family? Well, that's what this is designed to do.

Based on what you just shared with me, let's look at some ideas that can help. I am going to include at least one that is our MOST comprehensive, and I am going to count on you to be honest about your budget. Sometimes people will say things like, 'I need to think about it, sleep on it, etc. I've been doing this long enough to know what that means - the price isn't right. So, if what I'm showing you doesn't fit the budget, can I count on you to tell me? These are just some of the ideas and we will find you something tonight that fits comfortably inside of your budget as a good starting place, and once we do, we will apply for that, OK?

Idea Example: "Based on what you told me earlier *(repeat their situation)*. This idea is designed to give time to figure things out. Decide what to do with the home (sell or stay) or even just time to grieve and get thru the critical period. Do you think it would help to have (6 months to a year) to figure things out if God forbid _____ passed away today?"



WAIT FOR THEM TO AGREE WITH THE IDEA

Options Example: \$800/month mortgage

Miranda Martin Revision

"Ok great, let's look at the options...

OPTION 1: "1 year of mortgage payment is \$100/month" OR

OPTION 2: "Six months of mortgage payments is \$50/month.

Which option do you like best, 1 year for ____ or 6 months for ____?

Go Right INTO Application

I can't make any promises that I can get you the coverage. I can only promise that I will try my best, is that fair?

- ➔ What is the correct spelling of your last name? (START APPLICATION) o And, I have your first name spelled _____
- ➔ Is this also the correct address that I have on file?

CALCULATING MATH

DO NOT PRESENT OPTIONS WITH THE FACE AMOUNT, JUST PRESENT IN TIME

MATH: Take their mortgage payment and multiple by months =

Option #1: *One year of mortgage payments (\$800 x 12 m) Policy \$9600 = \$100/m*

Option #1: *6 months of mortgage payments \$800 x 6 m) policy \$4800 = \$50/m*

FULL PAYOFF WITH ACCIDENT DEATH (under 70 yrs.)

Take the whole life/term policy and whatever else is owed on the mortgage, do on a standalone accidental death policy. ***Heath License Required**

Ex: One year of mortgage payments (\$800 x 12 month) Policy \$9600 = \$100/month

Full Mortgage \$300,000 – Accident Death \$290,000 = \$20/month

Option #1: This option includes (1 year) of mortgage payments. So, when you pass away your family will get (1 year) of mortgage payments. This will give time to grieve and figure things out. Like decide what to do with the home (sell or stay) or even just time to get thru the critical period. This option is \$100 per month.

Option #2: This option includes everything the first one does, (1 year) of mortgage payments but it also includes the entire mortgage getting paid off if the death is by accident, which is the #3 cause of deaths in the USA. So, if the death is a health-related passing like a heart, stroke, cancer or covid they would still get the 1 year of payments, guaranteed. But if it was an accident, like a trip, fall, or car accident your family would get the entire mortgage paid off. This option is \$120/month.

Do you like option 1 or option 2?

RECOMMENDED CARRIERS

*MOO Guaranteed Advantage goes up to \$500K, 70 years old. Ends at age 80

*Assurity Acci-Flex, Goes to age 70, \$350K, Accident Disability Rider up to \$3000/m.

*Foresters Prepared II Accidental Death goes up to \$500k – 70 years old