RI Call Script

Opening: Setting the Tone

Hey, good evening!

I appreciate you taking the time to jump on this call. I want to keep this simple and straight to the point. I'll share a little about my story, what I'm working on right now, and why I think this could be a great fit for the right person. Then, we'll open it up for any questions. Sound good?

My Story & Why This Caught My Attention

I wasn't looking for financial services—I didn't grow up around this, and I don't have a fancy background in money. But what I did know is that I wanted more. I wanted control over my income, my time, and my future. And I knew that the only way to do that was to be in business for myself.

That's when I found PHP. What stood out to me was that you don't need a financial background or a college degree to succeed. **They have a system, and if you follow it, you can build something big.** There are

people here making six and seven figures—many of them started part-time, just like I'm doing now.

The Industry is Changing—And That's an Opportunity

Right now, there's a massive shift happening. The financial industry is **shrinking** because the average agent is **61 years old**. These companies—AIG, Allianz, National Life Group, Mutual of Omaha—need new agents to serve younger generations, women, minorities, and people who think differently about money.

This is where PHP comes in. We're **not your typical insurance company**—we're building a movement of people who actually look like and understand the communities they serve.

Why I'm Reaching Out to You

This isn't just about making money—it's about making an impact. The more people we help, the more we earn. That's the beauty of this business—you get paid for educating, serving, and leading others to better financial decisions.

So let me ask you—can you see yourself being that person? Someone who helps others while building their own future at the same time?

So let me ask you:

- **If you could be anywhere in life in 5 years—best-case scenario—where do you see yourself?** (Pause, wait for an answer.)
- **What's your plan to get there?**

Here's what I know—**I can't guarantee you anything, but I know for a fact that PHP has the system and mentorship to help you get there.**

The Commitment & How We Get Paid

- We start part-time, just **5-10 hours a week**
- Licensing costs **$100-$200** through the state (one-time fee)
- **$200 platform fee** (gives access to training, backend systems, and all carrier contracts)
- Training is available through Zoom & in person. Zoom training is available Monday, Tuesday, Wednesday, and Thursday. In person Monday, Tuesday, & Saturday Is a proven system to help you learn the business while still working your current job.

Could you commit 5-10 hours a week.

Next Steps

If this makes sense to you, let’s get you set up today. The platform fee is **$200**, and we can take care of it right now on a quick video call.

Or—if you need more info, I’ll send over a couple of short videos, and we’ll set up a follow-up call.