

Quoted Stage | Follow Up Example 3

S: What's holding you back?

Hi {Lead's First Name},

I feel as though we've failed you these last few weeks. It's our priority to ensure that each and every person we reach gets the coverage they need.

If you have just one minute to respond I'd like to know, what's holding you back?

Maybe you just signed with someone else, or perhaps you don't need coverage just yet. No matter the reason, if you let me know, I'll be sure to respond personally to your email within 24 hours.

Even if it won't end in a policy, we want to know if there's any way we can help you. Is it ok if we connect for 5 minutes this week?

Thank you,

{Agent Name}

