What will prospects ask their insurance agent?

Description

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What will your customers ask when you meet with them? Think of the possible questions that prospects ask their insurance agent. Itâ??s important to prepare for the various objections and questions that your customers will have. Be prepared to close more businesses and build trust with your customers.

- ## Why should I pick/trust you?

You could answer that you have experience for many years in insurance and you focus on long-term service and not a quick buck! You arenâ??t obligated to sign up with me, Iâ??m only here to give you the most current and best information and plans. Also, you or your loved ones can call me anytime with questions, concerns, or issuesâ?•

- **Are you in touch with your clients and how often?**

This question that prospects ask their insurance agent is also something for you to think about. How often is a good time to check in? You should check in at least once a year, but make sure the client knows your door is open if they run into problems with claims or coverage

- **Have you worked with similar clients to mine?**

Yes, my clients vary in background, health, and age but I love them all the same!

- **How do we calculate premiums?**

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Great question! Iâ??ll ask you some basic health questions on your quote â?? things like age, health history, regular habits

- **Do you have plans for me?**

Yes! I work with all the top carriers and my job is to make sure you are HAPPY with your plan and coverage. We will work together to find something affordable that gives you peace of mind and ensures youâ??re covered!

- **Why should I work with you over a competitor?**

Youâ??re welcome to shop around, but I will go above and beyond and be a continuous resource and give you personalized service. You could call a carrier directly but the carrier will not come to your house to present your plans. And I will fight the carrier in a boxing match if they donâ??t live up to their end of the coverage!

Questions YOU should ask!

1. **How can I make you feel secure in signing up with me?**
2. **What are the qualities you look for in an insurance agent?**
3. **What made you take my call?**

Itâ??s great to find out where your strengths lie, maybe you have an amazing high-pitched voice, or maybe youâ??re devilishly good-looking!

1. Are there any concerns you have that you would like me to address?

You may find a hidden objection you didnâ??t hear about ahead of time! Ask if they have other concerns with the options you presented.

2. Do you have any other questions for me?

This is super important, some people are afraid to ask questions and this shows you will listen to their concerns.

Summary

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While youâ??re prepared to answer possible questions that prospects ask their insurance agent, you can never be too prepared. You donâ??t want to sound unconfident or unsure â?? youâ??ll make clients nervous! Do your research. The good news is seniors donâ??t usually hold back questions, use every question as a learning opportunity to sharpen your skills! What other questions did you ask frequently your insurance clients? Write them down!

Also, make sure you have high-quality prospects to target!

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