# **AEP/66+ Script**

1.  Hey Mr / Miss _____ (First name if you have it). How are you today?

    *Pause for response

2.  My name is _____, and I work for Senior Resources in downtown Fayetteville.

    * pause for response

3.  It's time to bring you the 2025 updates. Are you still on _____(street name _only_)?

    * pause for response

4.  Excellent,  I'm going to be out your way _____(day of week you're working that area) , around _____(time of day such as lunch time etc) will _____(time 1) or _____ (time #2) be better for you?

    * Pause for response

5.  Okay great. I've added you to my calendar for _____(day) at about _____(time). Go ahead and add me to your calendar please, and I will see you _____(day) at about _____(time). Have a great day.

**\*\*\*\*\*Answer all rebuttals with "that's why I'm calling _____(rephrase their concern) " and go back to the script**

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