

Client Focus Connections
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Port Edwards, WI 54469
Office 877-692-3400 Fax 715-887-4039
Email cfc@wctc.net

_____ Insurance
Address _____
City/State/Zip _____
Office _____ Fax _____
Email _____

Hi, my name is _____. I'm calling on behalf of your agent _____
with _____ Insurance.

_____ asked me to call you this evening to let you know about _____
Qualified long-term care insurance.

Are you aware what long-term care is?

YES - _____ is wondering if he/she can sit down with you to discuss the benefits of
this program. May I have _____ contact you to set up an appointment?

When is the best time to reach you? (Try for a daytime phone number)

NO – Long-term care is any type of extended personal care service you may need when
you're not able to take care of yourself. It could include home health care, adult daycare,
and care in an assisted living facility or nursing home. Medicare does not cover long-term
care, it only covers skilled care and Medicaid will pay for long-term care only AFTER
your assets are depleted.

_____ is wondering if he/she can sit down with you to discuss the benefits of this
program. May I have _____ contact you to set up an appointment?

When is the best time to reach you? (Try for a daytime phone number)

NO – Are there any other insurance needs that _____ can help you with at this
time?

Thank you and have a good evening.