



WSB MORTGAGE SERVICES, INC.
“Your Reverse Mortgage Provider”

Call Your “Circle of Influence” Call Script

Hello __Friend____ this is _____

I recently have become associated with WSB Mortgage Services, Inc. and they have a unique program that is designed for people over a 62. Since I am new with the company I need to get some practice and some feedback from people I know and trust will be honest with me.

While I have no reason to believe that you would be interested in this program, I do value your opinion and you may be able to help me determine if this business will be helpful to other people over the age of 62.

My presentation will take less than one hour and when I am done I would like to know how you really feel about this and if you think it may be beneficial to others. Would you allow me to come over and visit with you and share this program with you and get some feedback from you?

Is _____day or _____day better for you? Is morning or afternoon better for you?

Great I will see you _____day at _____time, I look forward to visiting with you.

