

Sales Script - Flood as part of Property Quote

Opening:

As part of your recommended property insurance plan, I've included a quote for flood insurance. We find it's one of the most common coverage gaps and repairs from flood damage can be very expensive since flooring is the first thing damaged.

I've done a flood risk analysis on your property, would you like to see what I found?

[Use Battlecard for objection responses]

Closing:

Seeing what your potential risk is from flood, does it make sense to get this in place for you?

If yes...

Great, we'll get it in place for you

If no...

No problem, just sign here to decline this coverage. I'd also like to give you an information sheet that tells you a bit more about flood risk. If you decide later you'd like to add it, please let me know and we'll take care of it for you.