

# Insurance Broker Qualifying Call

## **Investor**

Hello (Insurance Broker Name), How are you today?

## **Investor**

This is (Your Name), from (Your Company Name). Thank you for speaking with me today to answer my questions.

I want to let you know upfront that I am talking to three insurance brokers in the area to get an idea of who is the best fit for our management style and our goals. Is it ok if I go ahead and ask you a couple of questions?

Great! My first questions is:

1. What is the ratio of property investors to homeowners in your portfolio?
2. Do you insure student rentals?
3. Do you insure 2 and 3 unit homes?
4. Do you offer a loyalty discount for clients with multiple property policies?
5. Do you offer monthly billing?

(Insurance Broker Name), thank you very much for your time. I have a couple more insurance broker to contact. Based on the information you've provided, I will contact you within the next 2 business days if you are the best fit for our company!

Thank you again for your time today. Have a great morning/afternoon/evening.