



Leading Edge Disability Center

www.DisabilityCenter.com

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DI – SALES IDEAS

- Ask your client: “What’s your most valuable asset?”
Everything rests on income!!!
- Money Machine: “If you had a machine that would give you \$275 everyday, what would you do? “You do have such a machine: It’s you, your ability to earn an income!”
- Two Job Story: Ask your client “If you had a choice, which job would you take:

	HEALTHY	SICK OR HURT
Job “A” -	\$100,000	\$0
Job “B” -	\$ 99,000	\$ 60,000



Current Age	\$50,000	\$100,000	\$150,000
30	1,750,000	3,500,000	5,250,000
40	1,250,000	2,500,000	3,750,000
50	750,000	1,500,000	2,250,000



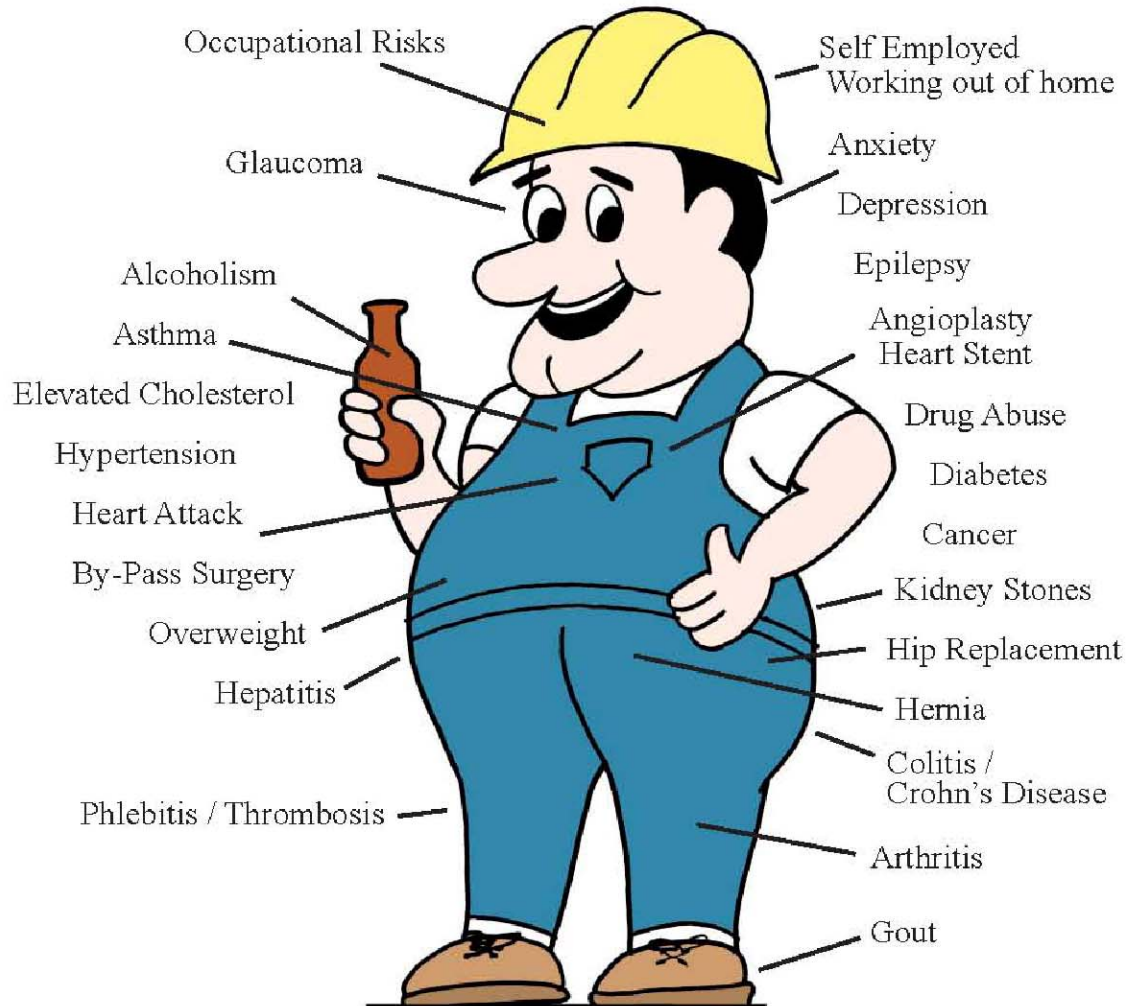
- If you had a goose that laid golden eggs, which would you insure? We all insure our home, our cars, belongings – these are the “eggs”, but how about the “goose” ? Can you afford the same lifestyle without your income? Who will pay your mortgage if you can’t work, due to an illness or accident?



- Do you carry a spare tire in your car at all times? Why? Are you planning on getting a flat today? No, but if you need it, it’s there! **Protect your income NOW while you can, BEFORE you need it!**
- Ask your client: “Do you have Health insurance? Who gets paid?”
 - Doctor? ✓
 - Hospital? ✓
 - Pharmacy? ✓
 - Ambulance driver? ✓
 - **You? ✗**

Income protection plan completes the picture.

THINK YOU CAN'T GET HIM DI COVERAGE THINK AGAIN AND CALL US!



IMPAIRED RISK DI MADE EZ TURN YOUR DECLINES INTO \$'S

For More Information Contact:

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