

# Equity Protection Script

**Agent:** I'm assuming like most veterans you were looking for something to take care of the final expenses, mortgage, or to leave behind for the family. Is that correct?

**Client:** Yes

**Agent:** Got it. What was the top priority you were looking to take care of when this was submitted?

**Client:** Something to cover my mortgage so my wife has a place to stay

**Agent:** Okay perfect, you wanted to make sure the mortgage was covered in case something happened to you correct.

**Client:** Yes

**Agent:** Alright perfect, how much is your mortgage payment every month?

**Client:** \$1700 a month

**Agent:** Okay perfect, so you are going to be eligible for the equity protection program which will make sure your can cover the mortgage if something were to happen to you, do you have high blood pressure?

**\*proceeds through medical questions\***

**Agent:** Alright perfect, what was a comfortable monthly budget you were looking to stay in between for some coverage for the mortgage?

**Client:** Around \$100 a month

**Agent:** Okay perfect, so it does look like you are eligible for the 10 month equity protection plan which would insure that if something were to happen to you, your wife could cover the mortgage for 10 months and during that time decide if she wants to keep the house, move in a roommate, or sell the house. Was this something feasible for you?

**\*transition into e-app\***