

*SPEAKER:
JUSTIN
ELLINGSON*

Monday Call

*TRAINMORE
EDITION*

ADVANCED ENROLLMENTS

- There is a need! Not a matter of IF– it's WHEN.
- No payroll! We pay clients DIRECTLY.
- No admin cost
- We handle all the billing, claims, paperwork
- Learn how to personalize enrollments
- Industry leading benefits
- ROP feature– allows them to save while having incredible coverage.
- Show business cards, tell them about the folks we work with
- GIVEN YOUR SITUATION,
“why would making this available make sense to your crew?”
- Give the choice of 2 positives
- Get an objection, read a claim
- Create that sense of urgency



*"It's not failure in any situation, it's a chance to learn and do it better the next time. "
-Justin Ellingson*