

BRN Group #3 Bio Sheet

Name(s): Tony Rollins & Charlie Rollins
Company: Rollins Insurance
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Overview of Products/Services

- Personal Auto, Home, Umbrella & Life Insurance in KY and OH
- Free insurance reviews

What makes you different from your competition?

- Family-owned and operated insurance agency
- We write for several top-rated insurance carriers
- 2nd Generation Agents
- Over 15 years of experience in NKY
- We do a complete review of all policies to ensure the appropriate coverage is prepared for each client
- We are involved in every claim (start to finish service)
- We write over 85% of the cases we quote

A good referral/lead for me is...

- New house purchase
- New vehicle purchase
- New driver added to household
- Newly married/divorced/separated couple
- Someone interested in proper protection at a competitive rate
- Someone who wants to find a long-term relationship with their insurance agency
- People with better credit scores usually get the better rates; same with claims/violations.
- Someone who just moved to this area (KY and/or OH)

A qualifying question to pose to prospect?

- * Who is your personal insurance agent for Home and Auto Insurance?
- * When was the last time your agent reviewed your policies?
- * When was the last time you shopped around for Home and Auto Insurance?
- * Have you ever called an Independent Broker to shop your insurance?
- * Do you own a Personal Liability Umbrella Policy for excess liability coverage?

Memory Hook and then Conclude with Name and Company.

- * Rollins Insurance - "Always the Right Fit"
- * Call 781-SAVE or 781-RATE