

RATE: Risk Assessment Evaluati X +

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A Simplified Risk Assessment Evaluation

IMPRESS YOUR CLIENTS AND ACHIEVE WHAT WAS THOUGHT TO BE IMPOSSIBLE FOR THEM - GETTING APPROVED



Do you have any cases where the client has medical issues? Or, a situation where the client was rated or declined for medical reasons? If you've come across these - likely more times than you want - consider these situations a great opportunity.

A lot times your client has already been told "no" or has been declined. The feeling leaves them frustrated about the circumstance and disappointed with the turnout. They're left with believing they cannot be insured at all.

Imagine if you can walk in and present them with a summary of all of the research done - replies from carriers, proposed illustrations, etc. - and show them that they do have options available when it comes to being insured. Do you think you would be their hero? You will. And it all starts with R.A.T.E.

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