

# **EAPP REBUTTALS**

## **SOCIAL SECURITY**

### **“What Do You Need That For?”**

For your application.

### **Social Pushback X2**

Well (John) Insurance is based off of 2 things... your age and your health. These are non medical plans, so luckily they don't require you to do bloodwork or exams but they do look at your medical records. So unfortunately they would have no idea who you were unless there was a social on file to identify you and your medical records. And I'll make sure you get a copy of this application sent over before we get off the phone that way you have it for your records as well. So what's your social?

## **BANKING**

### **“Why Do You Need That”**

For your application.

### **Banking Pushback X2**

This is for your application, you've already been pre-approved so this is the method in which you're going to be paying for the policy. Now like I said before nothing comes out of your account until your effective date, which we just talked about a second ago so what was that account number?

### **Banking Pushback X2 (Option 2)**

Yeah totally so this is the account that you're going to be using to pay for the policy of course (John). Now they also check, the last step, you know just make sure you don't have any sort of fraud going on. Unfortunately you're not allowed to get life insurance with someone else's bank account and no one else is allowed to get life insurance with your bank account. So they do need to have that on file. And I'll make sure you get a copy of this application sent over before we get off the phone that way you have it for your records as well. So what's that account number?

### **Banking Pushback X2 (Option 3)**

(John), I'm sorry I must've confused you. I'm just talking about the routing and account number. You know the numbers on the bottom of the check, the same check that you would give someone for mowing your grass. Routing and account numbers are the safest way to pay. Checks are supposed to be given out, that's why they made them.

I don't need your debit card. Debit card is your personal information and you use that to pay for things. You don't ever want to give that information out to anybody. But the routing and account number that's what's on the bottom of checks. That's meant to be passed around that's how you pay bills and pay people for things as well. So what's that account number?