

We know for a fact that most agents out there only prospect by telephone, but Door Knocking is also an excellent prospecting method in the Final Expense Market.

But what do you do if no one is home when you knock on a prospect's door?

The answer is **Delivery Notification**.

You can create a "Delivery Notice" similar to those used by the post office, UPS or FedEx. This little "sticky" notice (just like a post-it note) can be easily affixed to a prospect's door when they are not home.

You just put down the client's information and your contact info, so they pick up the phone and call you when they arrive back home. You will typically want to use your cell phone number so that if they call while you're still in the area, you can go right over and meet with them if they are available, or set an appointment for the following day.

The other way to do Delivery Notification is by taking your leads and photocopying them each onto a brightly colored piece of paper.

Across the top of this colored paper lead, hand write "I have the personal information you have requested, call me ASAP" along with your name and cell phone number.

Fold the lead on colored paper in half, and slide it as far into the door as you can and then move on.

Whether you use the Delivery Notice (sticky note) or the lead on colored paper, you'll get a phone call approximately 60% of the time. Many times it will be that same day.

When they call, remember attitude and control! Simply go into your phone script and set the appointment.