

# RECREATIONAL VEHICLES



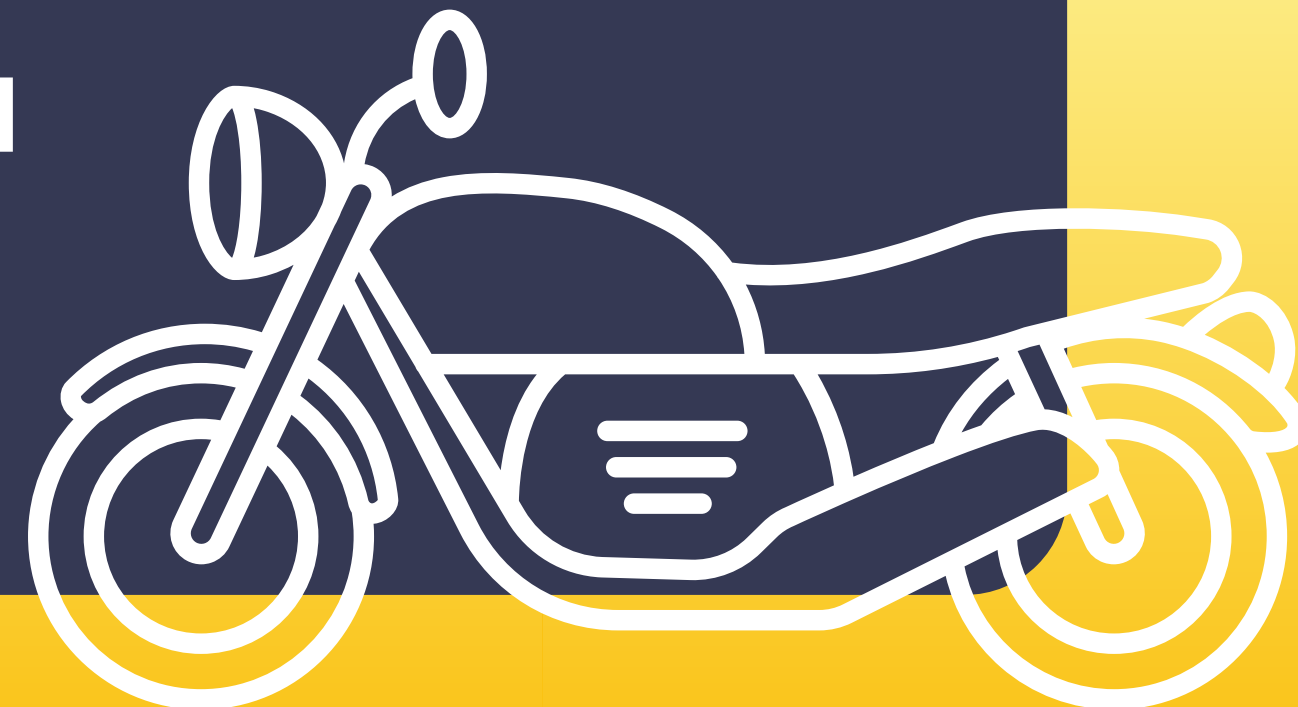
## **RECREATIONAL VEHICLES -BUILDING RAPPORT-**

- **HOW MANY INSURANCE POLICIES DO YOU CURRENTLY PAY FOR?**
- **WHAT DO YOU LIKE TO DO ON THE WEEKEND?**
- **DO YOU OWN ANY RECREATIONAL VEHICLES?**
- **ASK OPEN ENDED QUESTIONS**
- **MASTER YOUR PRODUCT KNOWLEDGE**
- **BUNDLE!**



## RECREATIONAL VEHICLES -MOTORCYCLES-

- DO THEY TAKE LONG TRIPS ON THEIR MOTORCYCLE?
- TALK ABOUT LIFE INSURANCE TO ANY CLIENT WHO OWNS A MOTORCYCLE
- EDUCATE ON COVERAGES
  - A LOT OF ACCIDENTS HAPPEN ON MOTORCYCLES
  - UNINSURED MOTORIST



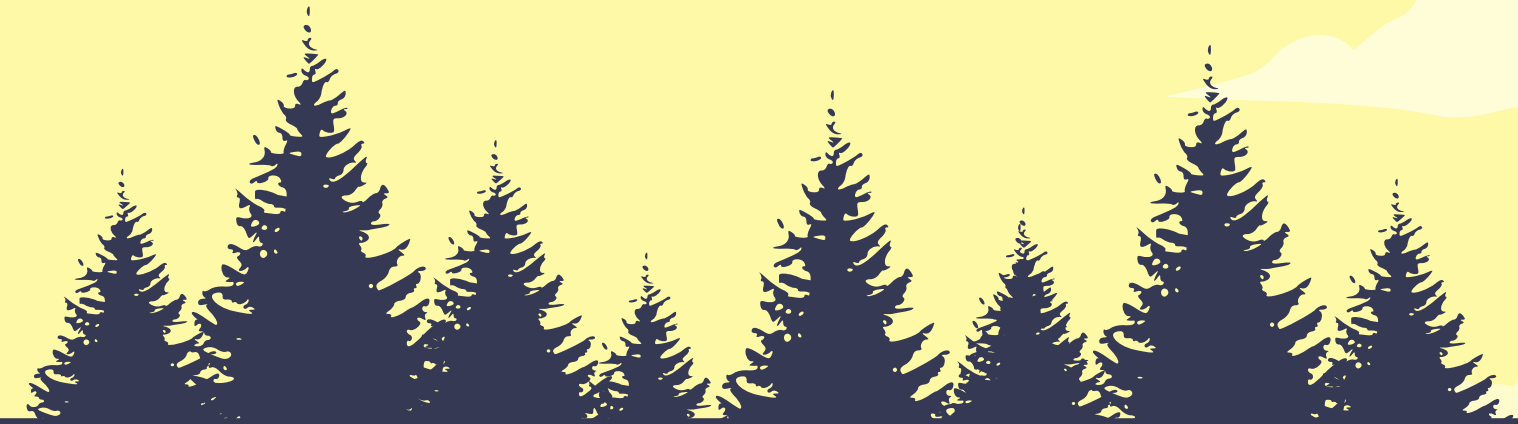
## **RECREATIONAL VEHICLES -TRAVEL TRAILERS-**

- **DO YOU PULL ANYTHING BEHIND YOUR TRUCK?**
- **IS IT A PRIMARY RESIDENCE?**
- **WHERE DO THEY LIKE TO GO TO USE THEIR TRAVEL TRAILER?**
- **YES! IT IS IMPORTANT TO KEEP COVERAGE ACTIVE THE FULL YEAR!**
- **WHERE DO YOU PARK IT WHEN YOU ARE NOT USING IT?**



## **RECREATIONAL VEHICLES -BOATS-**

- **WHAT ACTIVITIES DO YOU DO ON YOUR BOAT?**
- **DO YOU TAKE YOUR BOAT ON LONG TRIPS?**
- **WHERE DO YOU STORE YOUR BOAT WHEN NOT IN USE?**
- **DO YOU HAVE ANY OTHER WATERCRAFTS?**
- **GATHER ALL OF THE INFORMATION**
  - **BOAT MAKE/MODEL**
  - **ENGINE**
  - **TRAILER**



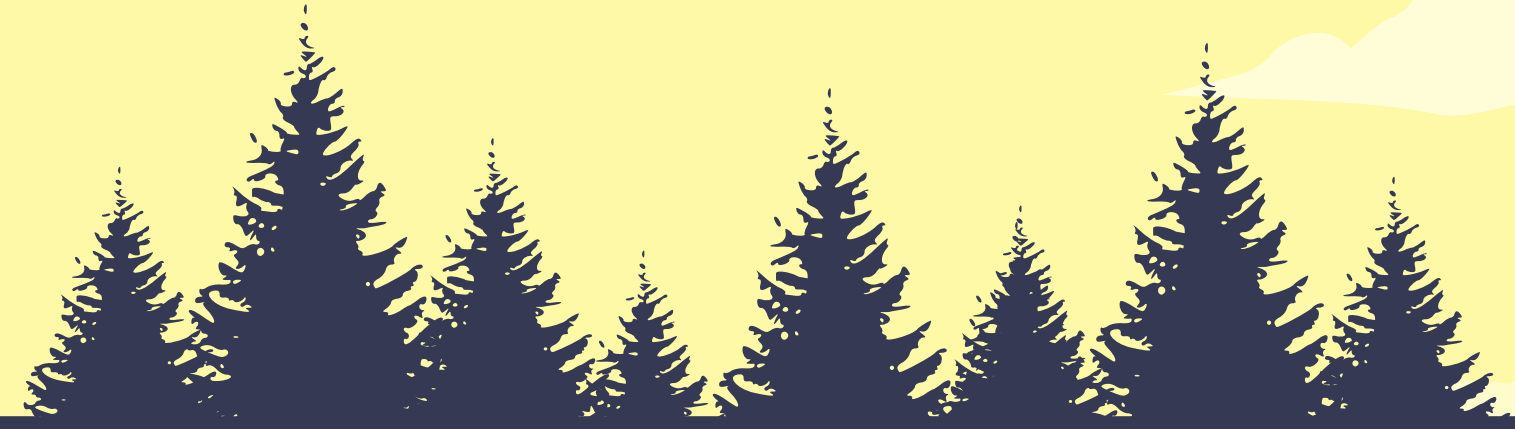
## **RECREATIONAL VEHICLES -CLOSING TIPS-**

- **COVERAGE SAFEGUARDS THEIR INVESTMENT AGAINST ACCIDENTS, THEFT, OR DAMAGE, SAVING FROM COSTLY REPAIRS OR REPLACEMENTS**
- **ROADSIDE ASSISTANCE FOR THE RECREATIONAL VEHICLE**
- **PAINT THE PICTURE - USE STORIES**
- **GIVE THE BUNDLED PRICE**



# **RECREATIONAL VEHICLES**

## **-ROLE PLAY-**



### **PICK A REC VEHICLE**

- **BOAT**
- **TRAVEL TRAILER**
- **MOTORCYCLE**
- **ATV**
- **MOTORHOME**
- **SIDE BY SIDE**

### **PICK A PART OF THE SALES PROCESS**

- **BUILDING RAPPORT**
- **COVERAGE EDUCATION**
- **BUNDLED PRICE**
- **ASKING FOR THE SALE**
- **ASKING ABOUT LIFE INSURANCE**
- **ASKING FOR A REFERRAL**

