

# Storyboard

(done with PowerPoint)

Course: Course Name  
Lesson: Topic of lesson

Mock Screen:

Type your name here.

Submit



Narration Script:

Hello there and thank you for joining us.  
Could you please tell us your name?  
We would like to know with whom we  
have the pleasure.

Notes:

The user's name enters the system as a variable **%name%** to be used throughout this module

Popup appears after user submitted his/ her name.

Continue to next slide when user closes the popup.

\*\* popup \*\*



Happy to have you with us **%name%**

- Images are copyrighted – Shown here only
- to deliver the concept of some slides



Mock Screen:



www.shutterstock.com · 106645070

Please select your preferred shoes to take you to your destination:



Rocket shoes

Submit



Plain shoes



Narration Script:

Let's say you need to go to a specific destination, simply getting up and moving aimlessly won't get you anywhere, right?

First, you need to know the direction to your destination.

Now you need to get there. Consider that you can choose between rocket shoes and plain shoes.

Please select your preferred shoes to take you to your destination.

Notes:

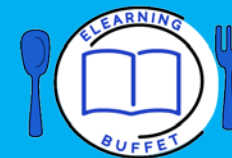
Popup appears when user clicks on an image.  
Continue to next slide when user closes the popup.

Good choice **%name%**. Rocket shoes can save you a lot of time to reach your destination.



Plain shoes will defiantly take you to your destination, **%name%**. However, it may waste precious time and energy to get there. Rocket shoes will take you there much faster.





Mock Screen:



**Starting Point**



Narration Script:

Our tutorials will take you faster to your destination as a life insurance agent. The tips and tricks that are presented in our lessons work as those rocket shoes. You just need to put them on and woah! Off you go.

So have a little patience and pay attention, it will worth your time. Our years of experience and hard work could save you time and help you skip those costly beginners mistakes.

Drag the rocket shoes to the starting point when you are ready for takeoff.

Notes:

Dragging the shoes on the "starting point" acts as a next button.



Mock Screen:

## Chapter One: Introduction

- What does it mean to sell Life insurance?
- The need for Life insurance
- Self-Assessment Test: Are you fit to be a Life insurance agent?



Narration Script:

The first chapter serves as an introduction in the guide to being a successful Life insurance agent.

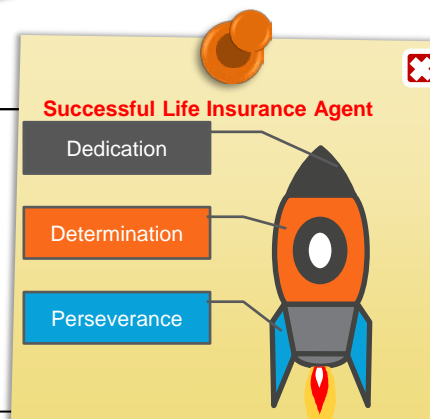
This introduction will explain what does it mean to sell Life insurance? and Why people need Life insurance? By the end of this session you will have a self-assessment to evaluate how fit you are to be a life insurance agent?

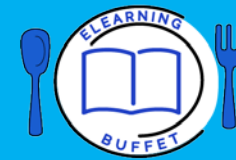
If you have what it takes and you are ready to put on our rocket shoes, click Next.



Notes:

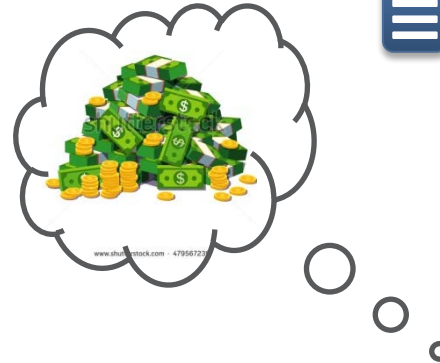
Popup appears when user clicks on the sticky note.





Mock Screen:

# What Does it Mean to Sell Insurance?



**Narration Script:**

So before you fantasize on making mountains of money and closing huge deals, you first need to get a grip around the question: What does it mean to sell insurance?

Try these two possible answers, click next when you are done.

Answer 1

Answer 2

Popup appears when user clicks each button.

Go out to the field every day to visit prospects and hope some will agree to buy an insurance policy. It's a hard work that may yield a long list of rejections.



Well, let me think about it

I am not interested

I'll get back to you

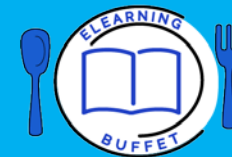
Explain the prospect the need for life insurance as something that benefits their love ones in case of a tragedy.



I feel safer now

Sure, I'm in...

I never thought about life insurance that way



Mock Screen:



Narration Script:

Once upon a time in a land far far away called Niceville, there were two families: The Adams and The Johns.

Click on their houses to learn more about them.



### The Adams

- **Husband:** Erik Adam (47 years old)  
Work as an app developer for "Bazinga" company.
- **Wife:** Sandra Adam (43 years old)  
Housewife
- **Child #1:** Bart – 12 years old
- **Child #2:** Lisa – 9 years old
- **Child #3:** Milhous – 5 years old

**Income:** Average



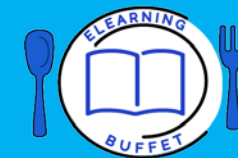
Popuk  
appears  
when user  
clicks each  
image.

### The Johns

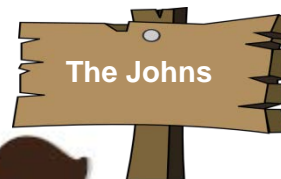
- **Husband:** Jerry John (45 years old)  
Work as an app developer for "Bazinga" company.
- **Wife:** Jessica John (45 years old)  
Housewife
- **Child #1:** James – 13 years old
- **Child #2:** Jackson – 10 years old
- **Child #3:** Julie – 7 years old

**Income:** Average





Mock Screen:



Narration Script:

One day, two insurance agents visited the houses of The Adams and The Johns.

Click on them to find out what happened.

Notes:

**The Adams**

**Agent:** ... I have here a life insurance policy options for a \$500,000. It's a good deal for you.

**Mr Adam:** This is a money-making scam. I'm not interested.



Popup appears when user clicks each image.

**The Johns**

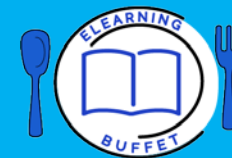
**Agent:** What a lovely family you have here Mr John. Have you ever thought of what might happen to them if an unfortunate accident happened to you?

**Mr John:** well.. actually I haven't..

**Agent:** I have here a life insurance policy that may keep them safe in case of horrible turn of events.







Mock Screen:



Narration Script:

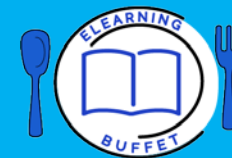
**Mr Adam:** Can you believe this scam artists, Sandra? Who needs this insurance anyway. I'm an app developer, what could possibly happen to me?



**Mr John:** I have a piece of mind now darling, I have made a life insurance, just in case...

Notes:





Mock Screen:



Narration Script:

What do you think happened next?



Future 1

Future 2

Notes:

Popup appears when user clicks each button.

Life continued on merrily for the two families. The birds were chirping and life was great. But it didn't last forever... Click the "other future" to find out...

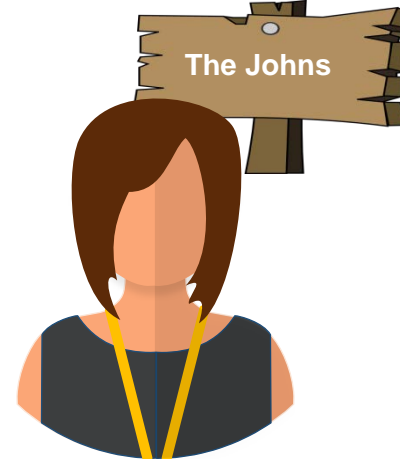
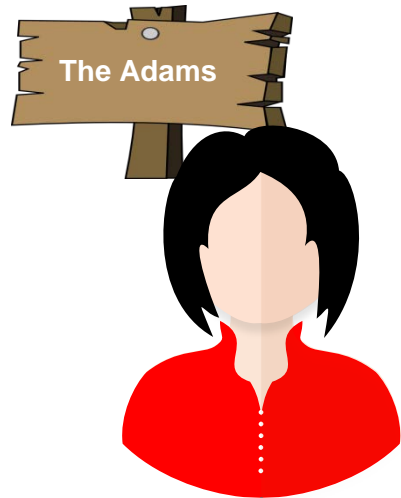


Life continued on merrily for the two families. Until one day, fate took its turn and an unfortunate event took place. When Mr Adam and Mr John who shared a car, were on their way to work, they've got hit by rock which Diderot from a mountain they were passing by. Tragically, the two men did not survive the accident.





Mock Screen:




Narration Script:


Both families were devastated with the incident, both financially as well as emotionally. They were grief stricken and the women wondered what to do.

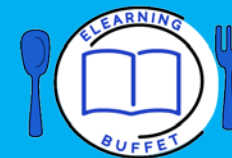
Click on each widow to see what happened with her.

Notes:

Popup appears when user clicks each image.

**Mrs Adam:** Oh my dear Adam, what am I to do now?   
 Without your income I cannot pay for the house and daily expenses. We are soon to be forced to sell the house. How can I send the kids to school?  
 Why didn't you listen to that agent that day? Why???

**Mrs John:** Thank God, my dear John. That was an important decision you made that day. I will call the insurance agent as the beneficiary to receive the death benefits to help with burial and living expenses, such as the mortgage, car and school tuitions for the kids. 



Mock Screen:



Narration Script:

This story encompasses the great responsibility one has as an insurance agent. Please select the purpose of a life insurance agent as you see it.



Please select the purpose of a life insurance agent:


 Sell Policies

 Protect Families
 

Remember:

Life insurance is something that will greatly benefit the love ones of the individuals that you are selling it to.

Make your clients realize the importance of it.

Notes: Popup appears when user clicks each image or button.

It is not your job to sell policies %name%. It is your duty to protect families. It should be your mission to help every family you encounter to avoid the fate of the Adams family.

That's correct %name%. The insurance policy is a life saver. It is like a lifeboat on a ship. No one can predict what might happen. This creates the possibilities of any unfortunate and unforeseen events taking place. Therefore, it is a good idea to be prepared for these events. And an insurance policy helps in delivering that promise.



Mock Screen:



Narration Script:

N/A

## Test Your Understanding

4. Multiple choice question comes here






Notes:

Correct answer marked in green (not to be shown to the user)

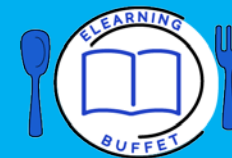
**Progress bar (on top)**

Blue – current question  
 Green – answered correctly  
 Red – answered incorrectly  
 Gray – Not yet answered.

*Present several possible answers to a question, where multiple or only one of which is right and the others being “distractors” meant to draw attention away from the real answer.  
 Great way to check understanding if the question and answers are carefully crafted.*

**Feedback for  
 correct answer**

**Feedback for  
 wrong answer**

Mock Screen:



Narration Script:

N/A

## Test Your Understanding

5. Fill the blanks question comes here

**Lorem Ipsum** is simply [dummy](#) text of the printing and [typesetting](#) industry. Lorem Ipsum has been the industry's standard dummy text ever since the 1500s, when an [unknown](#) printer took a galley of type and [scrambled](#) it to make a type specimen book. It has survived not only five centuries, but also the leap into [electronic](#) typesetting, remaining essentially unchanged. It was popularised in the 1960s with the release of Letraset sheets containing [Lorem Ipsum](#) passages, and more recently with desktop publishing software like [Aldus PageMaker](#) including versions of Lorem Ipsum.

Notes:

Correct answer marked in green (not to be shown to the user).

*These questions require that learners actually know the correct answer, once you're really looking for mastery. Adding hints is a possibility*

Feedback for  
correct answer



Feedback for  
wrong answer





Mock Screen:



Narration Script:

N/A

## Test Your Understanding

6. A matching question comes here

Word 3	Phrase 1
Word 4	Phrase 2
Word 2	Phrase 3
Word 1	Phrase 4

Notes:

Correct answers marked with matching colors (not to be shown to the user).

*In a matching question, we provide several phrases or concepts along with several words, and the learner has to drag each word to the matching phrase or concept.*

Feedback for  
correct answer



Feedback for  
wrong answer





Mock Screen:


 Narration Script:  
 N/A

## Test Your Understanding

7. A sorting question comes here

Step 3

Step 1

Step 4

Step 2

Step 1

Step 3

Step 2

Step 4

Notes:

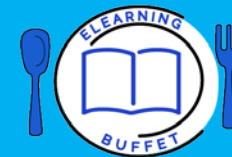
Correct answers marked with matching colors (not to be shown to the user).

**Feedback for  
correct answer**

**Feedback for  
wrong answer**


*Good question type when a sequence of events is important.*





Mock Screen:



## Conclusions

*Summary and important points  
from this lesson*

Next lesson

Menu

Quit



Narration Script:

Conclusions:

**Lorem Ipsum** is simply dummy text of the printing and typesetting industry. Lorem Ipsum has been the industry's standard dummy text ever since the 1500s, when an unknown printer took a galley of type and scrambled it to make a type specimen book. It has survived not only five centuries, but also the leap into electronic typesetting, remaining essentially unchanged. It was popularised in the 1960s with the release of Letraset sheets containing Lorem Ipsum passages, and more recently with desktop publishing software like Aldus PageMaker including versions of Lorem Ipsum.

You may continue to the next lesson or select another lesson from the menu.

Notes:

Video slide – presenter.