

# Rebuttal

This is a part of your "Core 4" and needs to be memorized word for word.

Remember:

Slow down, sit back, and relax.

Talk to them like you're talking to a friend

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(Name) I totally understand how you **feel**, a lot of people have **felt** the same way, until they **found** what this could do for their family.

This is the (name) family & they wrote

**Read testimonial start to finish, word for word.**

We paid them \$\_\_\_\_. Not that they ever planned on using it, it just happened. I hope you never have to go through anything like that, but we never can tell can we?

And if all this policy did was give you the peace of mind knowing that you can focus on getting healthy instead of worrying about the bills, it would all be worth it wouldn't it?

Especially if you don't use it, you get all your money back. That just makes sense, doesn't it?

Break eye contact and go back to application

When it comes to the application, what's the best phone number to reach you at.

Finish application & your training team will show you how to wrap up the conversation.