Common Objections

“An objection is not a rejection. It is simply a request for more information”- Bo Bennett PhD

Q: What are you selling?

A: What gave it away? What are you buying. No I’m just kidding my name is ******* and I’m in charge of catching all the business and families in the area this week. I just wanted catch you as well.

Q: No Soliciting?

A: Oh I’m sorry I thought that sign was for the other guy/gal. No I’m just kidding my name is ******* and I’m in charge of catching all the business and families in the area this week. I just wanted catch you as well.

Or

A: Im just here to catch who is in charge and show you what we are doing with about 20-30 other businesses.

Q: What is this exactly?

A: Yeah, what we do is a unique program where if you got hurt or sick and couldn’t work, you’d still want a paycheck right? We do a program that pays cash directly to you in case of an emergency; and if you don’t use it we just give you your money back. I can show you over here.

Q: Do you have any information to leave?

A: We are walking brochures and only get a few minutes with everyone. I’ll just show you the quick version.

Or

A: (Only if they are really busy) their name), I completely understand. I usually work off of appointments, I just happened to have a few minutes free and wanted to try and catch you. Would it be okay if I got on your calendar in the next few days, that way we can meet when you are expecting me. pull out calendar what does next Monday or Tuesday look like for you? break eye contact & put pen to paper Great. I will
pencil you in then, and I look forward to meeting with you then.

Q: How much does it cost?

A: I always tell my clients. It doesn't matter if it cost $1 or if it were free. I still want to make sure you know what you are getting. I'lol just give you the give you the quick version over here.

Q: Do you have business card?

A: I do have one and I definitely can leave you with one if that makes sense. However, they only give me a few minutes with everyone. So I will just give you the quick version over here.

Q: Is this insurance?

A: No, they pay the doctors and hospitals. What we do is a unique program where if you got hurt or sick and couldn't work, you'd still want a paycheck right? We do a program that pays cash directly to you in case of an emergency; and if you don't use it we just give you your money back. I can show you over here.

Q: Our corporate office is in *****

A: Cover the objection first

A: Yup, we work with all the corporate companies here in **** on the local level. I"ll just show you the quick version.

Q: I need to speak with my spouse?

A: Cover the objection first

A: I am assuming you're like every spouse I run into if it makes sense and fits the budget they're going to trust your opinion. (Read claim)

Or

A: It's never bring your spouse to work day. So I will show you how to get you and your income covered just like we did with ***** & **** and if you want to add them its just a quick call. (Read Claim)

Q: I need to think about it.

A: **** yeah I totally understand how you feel. It's just this is the type of thing people only think about twice. Once when we sit down and when you think the other time is? Exactly and in my business that's call to late. (Read) we will just get you covered on the preferred for now and we can always move you right left down or up.

Additional Buying Atmosphere Rebuttal

Yeah (name), I totally understand. This will be like a lightbulb for you. It will either make sense or it won't. I will make it super simple for you that even if you are a maybe or an I'll think about it, I'm just going to put you in the no category because it's the maybe and the I'll think about its that end up being no's anyways and that's a lot of time I can spend with people that truly need this. Fair enough?