

While we don't tend to get many objections when calling to set appointments from our lead cards, you may on occasion, get an objection.

Here are the most common ones.

1. I already life insurance.

I understand, but one of the key things we do is fix people's broken life insurance policies.

You can't imagine how many times I've reviewed someone's policy and found serious defects that they never realized.

We will only meet for 15-20 minutes, and if I can't better your situation, I will be on my way.

So which is better for you Thursday at 11am or 1pm?

2. I am too busy. I just don't have time to sit down.

I understand. I'm busy too.

But don't you think that it will be worth just 20 minutes of your time if I can save you money or put you in a better position than you are already in now without anymore money out of pocket?

Again, would Thursday at 11am or 1pm be better for you.

3. I have a financial advisor

That's great. I work with people's attorneys, CPA's and financial advisors all the time.

I bring a unique alternative to their business model.

It's only 20 minutes to sit down and review your situation and then provide you with options that could mean the difference of tens of thousands of dollars in retirement for you.

Again, would Thursday at 11am or 1pm be better for you.

