

Objections

WHO ARE YOU?

"I'm just ___, I'm actually a broker not a telemarketer- where you looking for health or life insurance?"

I'M NOT INTERESTED

"Oh ok... is that because you gave up or did you find a nationwide PPO..."

I'M ON MY SPOUSE'S PLAN

"That's great! Often the employer does a great job covering the employee; however, when adding on the spouse/family, it can be very costly. What are you currently paying to be added onto that plan?"

I DIDN'T REQUEST A CALL

"Maybe someone in your household was looking... while I have you- what are you currently doing for your health insurance?"

HOW DID YOU GET MY NUMBER

"Someone must have been looking awhile ago- that's why I'm calling- I don't have updated notes- was that for yourself or family?"

I'M BUSY/CALL ME BACK

"I understand, I'm busy as well- real quick- were you looking for health or life insurance..."

ALREADY HAVE COVERAGE

"That's great! Most of our clients already had coverage, and we were able to get them better rates or better coverage- what are you currently doing for your plan?"

YOU'RE THE 100TH CALLER

"I hate when that happens; I'm actually a broker, not a telemarketer. That's why I'm calling- to get you off that list. Were you looking for health or life insurance?"

