

DIALING OBJECTIONS



“I AM NOT INTERESTED.”

No problem at all (*client name*). I just have to close this file out by going through your options with you. What time will you be home from work for me to give you a quick call? It should only take us about 10-15 minutes.



“I DIDN'T KNOW WHAT THIS WAS ABOUT.”

This is regarding the loan coverage for your house, which ensures your mortgage is paid off should you pass away or become sick.



“I ALREADY TOOK OUT THE COVERAGE.”

Perfect. I just have to get this file closed up. What was the name of the agent you met with or what was the name of the insurance company you went through? Was that the only option they offered to you? Well (*insurance company name*) is one of the more expensive companies that we use. Do you have a lot of health issues? I just want to make sure you aren't overpaying on your coverage before you commit to this for the next few decades. What time will you be home from work today for me to double check on this for you?



“DO YOU WORK FOR MY BANK/LENDER?”

No, I am licensed by the state. I deal with the insurance companies who provide the mortgage coverage options to you.

PLEASE NOTE: You should notify the Lead Department at leads@equisfinancial.com if a client requests that their information be removed from Equis' system.