**Sales Appointment Objection Sheet**

***NOTE: Only to be used with Mail Responder Cards: DO NOT USE WITH SUPPLEMENT COLD CALL SCRIPT***

**“I already have a plan”** - that is fine, we can compare your plan to the other plans available to make sure is it the best option for you.  The meeting only takes about 15 minutes and I will be in your area on Thursday.  Would 10:00 am work for you?

**“I am a veteran and get benefits from the VA”-** The plans we can show you will work with your veterans coverage and have no monthly premium.   You can get the same coverage from the VA and have a plan.  Our plan will help you with non VA doctors as well.  How does Tuesday at 2:00 work for you?

**“I already have Medicare”-** Good- you need to have Medicare to be eligible for our plans.  There are a number of plans available and some do not even have a monthly premium.  I can meet with you on Wednesday, what is better for you, morning or afternoon?

**“Just Mail me the Information”**I’d love to help you.  What exactly were you looking for in the mail?

Typically when someone asks for information they are concerned about affordability or they are comparing this with other companies.  Which one of these is you main concern?

“**I am all set”-**  I am sure you are fine but don’t you think its worth 15 minutes to see what is available?  There are plans with $0 monthly premium and I do not charge a fee for my services.   Is Tuesday afternoon good for you?