

**“I Just want the price; I don’t want to answer all these questions.
I don’t have time, ect.”**

- Absolutely. Absolutely, we can get you the price. Not only do I want to get you the price, but I also want to get you all the terms, features, benefits, including any other information that you need to make an informed decision and I intend to get you that information as quickly as possible. OK.
- Of course, we can put this off, but let me ask you... What’s the worst that could happen if we take 5 minutes and talk about this now?
 - That’s exactly why we need to get this done now and you never have to worry about it or talk about it again. I only need 5 minutes, deal?
- I got you and I know that you are busy. I know one of the last things that you would want to do is talk about what will happen when you’re not around.
 - Here is what we do, let’s talk about this now and you never have to talk or worry about this again. I only need 5 minutes, deal?
- I hear you. Let me ask you...
 - You need a policy, right?
 - You will eventually get a plan from someone right?
 - Let’s talk about this real quick and you never have to talk about it again, I only need 5 minutes, deal?
- I got you and I understand why you would not want to deal with this now, but perfect timing doesn’t exist.
 - You can’t hit all the green lights on the way home.
 - Let do this now and you never have to talk or worry about it again. I only need 5 minutes, deal?
- I totally get it, but waiting doesn’t change the fact that this plan saves you and your family money.
 - Let’s talk about this now and you never have to talk or worry about this again. I only need 5 minutes, deal?