

**Objections & Common Questions Worksheet:**

**Objection/Question**

I don’t have time right now

***Answer***

I completely understand James, and I promise you it will take less than 3 minutes, can I quickly transfer you to an experienced team member who can answer any questions you have and send you the information you’re looking for?

**Objection/Question**

I changed my mind

***Answer***

OK, no problem, James, the information is free and a great resource to have. Can we send it to the email address you already provided us? Great we will email it today. Please feel free to reach out if you have any questions and thank you again for contacting Lear Capital.

**Objection/Question**

How much is your minimum?

***Answer***

I’m new here James, but I can get an experienced team member on the line quickly to answer your questions, is that ok with you?