

7 Common Customer Objections And How You Can Overcome Them!



You regularly encounter customers who may benefit from meeting with a financial professional. Getting these customers to take the next step can be a challenge. Here are seven common customer objections to meeting with a financial professional and how you can overcome them.

Customer Objection	Your Response
1 I don't have time to speak with anyone.	I'd be happy to set up a time that works better for you, or I can have one of our financial representatives contact you at your convenience.
2 I already have a financial representative.	Many of our clients already do, but we're happy to present some product options that your current representative may not have available.
3 I'm concerned about taking risks with my savings.	We offer a wide selection of strategies for all risk levels. I'm sure one of our representatives would be happy to discuss some potential options that fall within your comfort zone.
4 Now isn't the right time to invest.	Inflation and interest rates are changing all the time. I'm sure one of our financial representatives can provide you with some possible solutions that address these fluctuations.
5 I'm not looking for anything long term.	We can help find a product that meets your personal financial objectives. One of our representatives would be happy to discuss some options with you.
6 I don't want to lock up my money.	We offer products that provide the ability to access your money. Let me introduce you to one of our financial representatives who can explain how they work.
7 I'm concerned about the economy.	The economy is certainly unpredictable. Our financial representatives can assist you in creating a plan that may help meet your goals, regardless of market conditions.

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