

DIGITAL PREVIEW OF FLASH2CLOSE MEDICARE SALES FLASHCARDS



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“
**I DON'T HAVE TIME
FOR THIS RIGHT NOW,
CAN YOU CALL ME
BACK LATER?**



2

“
**I AM NOT
INTERESTED!**



8

“
**CAN YOU PLEASE
SEND ME SOMETHING
IN THE MAIL?
(EMAIL)**



Absolutely, (first name) I have no problem doing that. However, I don't know your current situation or if you even need my help. Let me ask you a question.

IF STALL CONTINUES...

I hear you (first name). You get lots of calls about Medicare, and I know it can be frustrating. I believe because of this most people don't get to talk to an expert. I am here to work with you, not against you. Let me ask you a question.



ROCKSTAR RECOMMENDATION

This objection is because the other person doesn't have a compelling reason to keep talking to you. Don't default to an appointment. If the prospect didn't have time to talk, they wouldn't have answered the phone.

I hear you, (first name). Nobody is really interested in talking about insurance because it's boring, but it might benefit you to listen to this one. Let me ask you a question.

IF STALL CONTINUES...

I hear you, (first name). I don't believe in any coincidence in life. I believe the universe meant for us to connect today. If you would be kind enough to give me a couple of minutes of your time, let's find out why the universe did that. Let me ask you a question.



ROCKSTAR RECOMMENDATION

This objection isn't the prospect saying they aren't interested in you; they are saying they don't want to be sold. It's their way of protecting themselves from agreeing to something they might later regret.

I have no problem doing that (first name), but what you don't need is just more information. You will need what is best for you. Let me ask you a question.

IF STALL CONTINUES...

I hear you, (first name). The problem with Medicare is that it's confusing, and it's not a one size fits all. I believe because of this most people don't get to talk to an expert which creates an even bigger problem. Let me ask you, what's your biggest concern now that you're going onto Medicare?



ROCKSTAR RECOMMENDATION

This objection is because the prospect doesn't view you as an expert in your industry. You must be confident in your response and not condescending, so they view you as the expert.

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