

Common Objections when Recruiting

1. Is this commission?
2. Where do I get the clients?
3. I don't like sales; I don't think I can do this...
4. Do I have to recruit people?
5. I think I'd rather have a "secure" income like salary or hourly...
6. I don't have any experience in finance...
7. Is this a pyramid? multilevel marketing?
8. I'd rather not talk to my friends and family...
9. My friend did Primerica, and he didn't make any money...
10. Why do I have to pay \$99?
11. I don't have the \$99...
12. I don't know anybody who would be interested...
13. I'm just too busy right now...
14. How much money have you made?
15. I googled Primerica and it was ugly...
16. What's the difference between this and MLM (multi-level marketing)?
17. I went there about two years ago, and it wasn't for me...
18. I'm not good with numbers...
19. How do I know I can win here?
20. How come I've never heard of Primerica?
21. How much do I make when I recruit someone?
22. I have a background issue; can I still do it?
23. Is this a home-based business?
24. Timing isn't right, right now...
25. My spouse isn't on board...

Common Objections when Closing Life Policies

1. We'll start the plan after we pay off the (car, braces, credit card, etc.)
2. We just want to think about it...
3. I have coverage at work...
4. I think I want the one that has an investment too...
5. Why is it cheaper with (Allstate, State Farm, USAA, etc.)
6. We just need to sleep on it/pray about it...
7. I saw a cheaper policy on the internet...
8. I need to do some research first...
9. I want to shop around...
10. I'm 22 with no kids, I don't think I need life insurance...
11. That's too expensive...
12. So, if we don't die, we don't get anything back?
13. What happens at the end of the 30 years?
14. I usually don't like to give out referrals...
15. I'm going to call my old agent...
16. We'll get the plan started after the holidays...