



## OBJECTION HANDLING WORKSHEET

**Use this to prepare your response to common appointment objections.**

**Objection:** I already have an advisor...

**Response:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Objection:** I'm not ready to make any changes...

**Response:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Objection:** I just came for the info, not to book anything...

**Response:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Objection:** I need to talk to my spouse first...

**Response:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_