# Objections

1. How did you get my information?
    - When you filled out the form on social media after watching the video, I was the Advisor assigned to your case.  That's how I know your favorite vegetable is _______ / your beneficiary is ______ / your Mortgage Protection Case Number is _________ / your primary financial goal is __________.

2. Do you work with Navy Federal Credit Union?
    - We work with many Navy Federal Credit Union members to offer these products. Navy Federal doesn't offer this specific so we fill in the gaps to provide the best service to Navy Federal members.

3. Can you just send me some quotes?
    - This is a highly regulated industry so before I can share any numbers with you, I need to make sure this is something you both need and qualify for.  That's why I'm looking for a time for us to connect so I can verify both of those things.

4. Why do we have to meet?
    - As an Advisor, I need to verify your information and meet with you so that I can confirm all the information you share is accurate.  This is why we can't complete this just over text.

5. I'm no longer interested
    - Oh really, what has changed from the time you submitted your information to now?

6. I already have life insurance
    - Most of my clients have life insurance but many get life insurance with living benefits because it pays them while they are alive.  Would you be opposed to a 15 minute review to make sure you're getting all the living benefits you qualify for?