**REFERRAL SKILL MASTERMIND**

*OBJECTION LANGUAGE SAMPLES*

OBJECTION ONE

“Let Me Think About It.”

**RESPONSE:**

“Mr. Client, I have a great memory jogging process, which will only take 2 minutes. Now, who is the most successful attorney in the office?”

OBJECTION TWO

“Let Me Call Them First.”

**RESPONSE:**

“Mr. Client, that would be great if you would take your time to call individuals first and tell them I am going to call. Why don’t I take the names and phone numbers from you now, and then I will call each person on the list in one week.”

OBJECTION THREE

“Most of the people I know who are successful and wealthy are probably all set.”

**RESPONSE:**

“Mr. Client, you might find this interesting. Most of my best clients I have today were given to me by individuals who were positive they were “all set” because they were so wealthy and success. But they agreed to give me their names anyway. So I called these people, met with them, and discovered problems I could help them with, and they became my clients. So, having said that Mr. Client, who are three successful, wealthy individuals you know, who you are positive are ‘all set?’ ”

OBJECTION FOUR

“I Don’t Give Referrals.”

## RESPONSE:

“Mr. Client, that’s fine, I don’t want you to do anything that makes you feel uncomfortable. But I need to say two things. First, if at any point in time you know someone who needs my help, please feel free to call, text or e-mail. I would be more than happy to help people you know. My door is always open to helping individuals.

Second, I am going to ask you again in the future. That is not to disrespect you or your feelings, but I am crystal clear that as you get to know me better and the type of work I do, you will want me to help individuals you know.

So, I look forward to our next meeting. “ (At this point just change the topic and end the meeting if all business is finished.)