

Here are common ways to overcome the objections that you might hear from leads as you're trying to convince them to get pre-approved or refer them to your preferred lender.

**“I am already working with a lender.” or “I am already pre-qualified.”**

That is GREAT and just so we can confirm you are getting the best rate and service we will have our lending partner reach out to you. There is no obligation to use them, They just have a proven track record that we respect

**“I want to find a house first”**

Let's turn you into a CASH BUYER so we can SAVE YOU MORE MONEY

or

I want to make sure that when you find the home you love, you're ready to make an offer right then if need be. Getting pre-qualified is the best way to ensure that you're in the best possible position to secure your ideal home.



