

Common hail objections

I'M NOT INTERESTED

ORWMYST?

I DON'T HAVE ANY DAMAGE/MY HUSBAND/NEIGHBOR/FRIEND SAID WE ARE FINE

I understand a lot of your neighbors that set appointments with us said the same thing. Let me show you what they saw (pull out phone show video of the damage). See unlike damage to a car roof damage is very difficult to see. That is Why we created this service for people just like you. What we do is take a video of the roof and it's just like you being up there with me that way you know for sure. Better safe than sorry! It will only take about 5 minutes and I will let you know the status..

I AM GOING TO CALL MY INSURANCE COMPANY FIRST

I understand what you saying, your neighbors said the same thing, what they saw was that's exactly why we created this service for people like. How we do it is we can inspect the roof first for you to see if we even need to file a claim. If we don't find anything we will certainly let you know. Should we find any damage we will document it and meet with your adjuster to help you get it all taken care of. It will only take 5 min and I will let you know the status of your roof...

I NEED TO TALK TO MY HUSBAND FIRST?

I completely understand what you're saying. In fact most of your neighbors that have made appointments with us said the same thing. What they saw is that the reason **WHY** we have created this service is specifically for people like you. **HOW** we do it is I provide a digital analysis of your home. You then know you have had it inspected from a reliable company. **WHAT** we want is for you to keep us in mind when you do talk to him because **I am sure "do we even have damage will be the #1 topic:)**. It will only take me 5 min and I will let you know the status

JUST COME BY TOMORROW AND THEN CALL ME AND LET ME KNOW WHAT YOU FOUND

I completely understand what you're saying. In fact most of your neighbors that have made appointments with us said the same thing. What they saw is that the reason **WHY** we have created this service is specifically for people like you. **HOW** we do it is send a representative out who provides a digital analysis of your home. You then know you have had it inspected from a reliable company. **WHAT** we want is for you to keep us in mind because **I am sure you want to see what's going on with your roof.** It will only take me 5 min and I will let you know the status

MY INSURANCE COMPANY IS ALREADY COMING OUT

I completely understand what you're saying. In fact most of your neighbors that have made appointments with us said the same thing. What they saw is that the reason **WHY** we have created this service is specifically for people like you. **HOW** we do it is send a representative out who provides a digital analysis of your home. You then know you have had it inspected from a reliable company. **WHAT** we want is for you to be prepared with all the information prior to your adjuster coming out. It will only take me 5 min and I will let you know the status

I'M ALREADY TAKEN CARE OF?(no sign)

I completely understand what you're saying. In fact most of your neighbors that have made appointments with us said the same thing. What they saw is that the reason **WHY** we have created this service is specifically for people like you.

HOW we do it is send a representative out who provides a digital analysis of your home. You then know you have had it inspected from a reliable company.

WHAT we want is for you to be prepared in case your contractor doesn't do what he is supposed to do. It will only take me 5 min and I will let you know the status

WE ARE SELLING THIS HOUSE OR MOVING

I completely understand what you're saying. In fact most of your neighbors that have made appointments with us said the same thing. What they saw is that the reason **WHY** we have created this service is specifically for people like you.

HOW we do it is send a representative out who provides a digital analysis of your home. You then know you have had it inspected from a reliable company.

WHAT we want is for you to be prepared with all the information. **The first thing the home inspector does when you sell is check the roof and you wouldn't want to have to reduce the sale price or worse off buy a new roof for a home your leaving** It will only take me 5 min and I will let you know the status