



Price Objections

“That’s a lot of money.”



“You’re right Sara, it is a big investment, and you should congratulate yourself for being able to consider it. Not everyone can. Do you want to go with the full Mommy Makeover or just the tummy tuck for now?”

“Here’s another way to look at it Sara. A mommy makeover is \$24K and let’s say you enjoy it for the next 20 years. That means its really only \$1200 per year or \$100 per month to get your body back. Isn’t that worth it?”



“I can’t afford it.”



“Rachel, let me ask you this. Is it that you don’t have any money at all or you just don’t have it for this?”

“When was the last time you made a big purchase like this? How did you make sense of it then?”

“If I could help you find the money, would that help?”

Help Them Find the Money:

- They can use multiple credit cards they already have.
- They can call and get an increase on current credit card limits in minutes.
- Apply for new credit cards that offer up to 18 months interest free, no annual fee, points towards travel and cash back. This one is good because you are not involved and don’t have to pay fees.
- They can take out a home equity loan.
- If they have bad credit, their family member or friend can apply for a Care Credit loan for them.
- Google “cosmetic patient financing” and find a broker who accepts lower credit scores. There are many.
- Take your Paid time Off as cash instead.
- Sell their services as a contractor on Upwork.
- Sell an old boat, exercise equipment, or furniture no longer wanted.

The possibilities are endless, so help them be creative!