**“We already have a provider.” Objection Scoresheet**

**Exercise:** Use the monologue below to disarm five new prospective customers and document the outcome and any general comments of the interaction.

*Disarm: I’m sure you already have a provider of some type.*

*Abbreviated Super Question: Most people I meet have one, but they’re usually open to talking with other providers if the discussion is relevant. Would it be ok to contact you a few times per year to see if we might be able to compete for your business?*

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| Prospective Customer | Outcome | General Comments |
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