

*Don't let your client  
wait till it's too late*

### **Common Objections That Prevent People From Buying LTC Insurance**

1. It won't happen to me or I'll never go into a nursing home.
2. My children and family will take care of me or I need to talk with my children.
3. Medicare or my health insurance will take care of it.
4. I can't afford LTC insurance.
5. The government will do something about this.
6. I want to think about it.

**To Learn More about how to effectively overcome these objections- Call Insurance Advisors Direct.**