**Sales Script for Blended Rate Debt Consolidation Loan**

**Introduction:**

**You:** "Hi [Client's Name], thank you for taking the time to speak with me today. I understand you're interested in exploring a blended rate debt consolidation loan. Is that correct?"

**Client:** "Yes, I am."

**You:** "Great! A blended rate debt consolidation loan can help you combine multiple debts into one, often with a lower overall interest rate, which can simplify your payments and potentially save you money. I’d love to understand more about your current financial situation and what you're hoping to achieve with this loan. Could you share some details about the debts you’re looking to consolidate?"

**[Listen carefully to the client's response and take notes.]**

**Explaining the Loan:**

**You:** "Based on what you've shared, consolidating your debts into a single loan with a blended interest rate can make managing your finances much easier. Instead of juggling multiple payments, you'll have just one, potentially at a lower interest rate than what you're currently paying. This can reduce your monthly payments and even shorten the time it takes to pay off your debt."

**Client:** "That sounds good, but how does the blended rate work?"

**You:** "Great question! A blended rate is an average interest rate calculated based on the rates and balances of the debts you're consolidating. The goal is to secure a lower overall rate than what you're currently paying on your higher-interest debts, like credit cards or personal loans. This means you could potentially save money each month while also reducing the total interest you'll pay over the life of the loan."

**Handling Objections:**

**Objection 1: "I'm worried about increasing my interest rate."**

**You:** "I completely understand your concern. While it’s true that consolidating might result in a higher rate compared to your lowest current rate, the key is the overall savings. By consolidating, you’re likely reducing the rate on your higher-interest debts like credit cards, which could be around 20% or more. The blended rate should be lower than those high-interest debts, which can lead to significant savings over time. Plus, you’ll have the simplicity of one payment instead of multiple."

**Objection 2: "What if I end up paying more in the long run?"**

**You:** "That’s a valid point. One of the main goals with a debt consolidation loan is to lower your overall cost by reducing your interest rate and simplifying your payments. I can run some calculations for you to show the potential savings. We’ll compare your current payments and total interest with the proposed consolidation loan, so you can see exactly how much you might save. Additionally, you can choose a loan term that aligns with your goals, whether that’s paying off your debt faster or lowering your monthly payments."

**Objection 3: "I’m concerned about the fees associated with consolidating."**

**You:** "It’s important to consider all costs, including any fees, when deciding if debt consolidation is right for you. The good news is that the fees for a consolidation loan are often minimal compared to the potential savings on high-interest debt. I can walk you through the specific fees involved and ensure there are no surprises. Often, the savings in interest far outweigh any initial costs, leading to a positive financial outcome for you."

**Objection 4: "I’m not sure I want to change my current financial setup."**

**You:** "I understand that change can be daunting, especially when it comes to finances. However, debt consolidation is about creating a more manageable and often more cost-effective financial situation for you. It simplifies your payments, potentially lowers your overall interest, and can give you more control over your debt. If it helps, we can start by discussing your current setup in detail and see if consolidation would genuinely benefit you. There’s no obligation to proceed unless you’re completely comfortable."

**Closing the Conversation:**

**You:** "Based on what we've discussed, I believe a blended rate debt consolidation loan could be a smart move for you. It could lower your interest payments, simplify your finances, and potentially save you a lot of money in the long run. Would you like to take the next step and explore the specific numbers for your situation?"

**Client:** "Yes, let's do that."

**You:** "Fantastic! I'll get started on the calculations right away. We’ll review everything together, and I’ll ensure all your questions are answered before you make any decisions. Thank you again for your time, [Client's Name], and I look forward to helping you achieve your financial goals."