MICHAEL REIMER.AI

Voice AI Sales Objection Scripts

AI INNER CIRCLE • WEEKLY INTELLIGENCE

1. Objection: "We already have someone answering the phone."	That is useful, and this does not need to replace them. We can start by handling overflow or defined call outcomes, then route anything important to your team through a clear follow-up workflow.
2. Objection: "I do not want callers trapped talking to a bot."	Neither do I. The system should have defined escalation points, so requests that need judgment or personal attention move to a person instead of forcing the caller through an endless script.
3. Objection: "What if the AI gets something wrong?"	We begin with a narrow set of approved outcomes and create a human-review path for anything outside them. The goal is not unlimited autonomy, it is faster handling of repeatable calls with visible exceptions.
4. Objection: "Our calls are too complicated."	That is exactly why we would not automate every call at once. We will identify the simple, frequent outcomes first and leave complex conversations with your team.
5. Objection: "We already use voicemail after hours."	Voicemail records a message, but it still leaves your team to interpret it and decide what happens next. This system can classify the outcome and begin the correct follow-up workflow immediately.
6. Objection: "I do not think customers will like it."	We can test it on a limited call path, such as after-hours inquiries or overflow, and review where callers need human help. The rollout can expand only when the experience supports the outcome you want.
7. Objection: "This sounds like another tool my staff must monitor."	The purpose of the handoff layer is to reduce monitoring. Important outcomes can trigger HighLevel workflows, while Slack signals can bring exceptions directly to the right team.
8. Objection: "We cannot rebuild our entire process."	You do not need to. We can start with one existing call outcome and connect it to a single follow-up workflow without redesigning everything else.
9. Objection: "How will we know whether it is useful?"	We will define the result before building, such as qualified calls routed, follow-ups initiated, or exceptions escalated. Then we review whether the workflow consistently produces that result.
10. Objection: "Why not just buy a voice agent ourselves?"	You can buy the conversation layer, but the business value comes from what happens afterward. Our work designs the routing, escalation, customer communication, and team handoff around each outcome.