



# OBJECTIONS & REBUTTALS

## SOLUTION

**BUDGET**

**OBJECTION:** "It's cheaper online"

**REBUTTAL:** "Let me show you a quick comparison here – online prices often don't factor in rebates or insurance, so you might be surprised at how competitive our price actually is."

CLX  
Price Compare



**FEAR OF COMMITMENT**

**OBJECTION:** "I don't want to buy a full year upfront"

**REBUTTAL:** "Our convenient subscription plans have flexible payment options and you only pay when each shipment arrives– plus, you'll never have to worry about running out."

CLX  
Subscriptions



**NOT A PRIORITY**

**OBJECTION:** "I don't wear my lenses every day"

**REBUTTAL:** "Just keep in mind that stretching your lenses beyond their recommended use can increase the risk of eye issues. Here's a quick handout that explains why – and I've included a price quote on the back if you decide to order with us."

CLX  
Price Quote



**NO TIME**

**OBJECTION:** "I'll order later"

**REBUTTAL:** "Whenever you're ready, you can order anytime through our webstore – it's quick and easy and available 24/7."

CLX  
Webstore



**STILL NO TIME**

**OBJECTION:** "I'll re-order later"

**REBUTTAL:** "No problem! You'll also get a quick reorder email or text from us – it just takes a few clicks to place an order whenever it's convenient for you."

CLX Patient Protect  
& Reorder



[Schedule a Demo](#)

[www.CLXsystem.com](http://www.CLXsystem.com)

[\(800\) 874-6601](tel:8008746601)