

Student Objection Quick-Response Guide UGM Pro Instructor Responses That Keep Students Moving Forward Purpose

This guide helps you respond to objections without:
sounding pushy
over-explaining
arguing
losing the sale

Your goal is to:
stay confident
keep it simple
guide them to the next step

★ The 3 Rules of Objection Handling
Rule #1: Agree first

Never fight the objection.

Rule #2: Reframe the real cost

Time, frustration, bad habits.

Rule #3: Ask a simple question

Questions reopen the conversation and close the sale.

Objection #1: "It's too expensive."
Response Option A (Simple)

I understand.
But what usually costs more is spending months practicing the wrong fixes and getting the same results.
If you want the full step-by-step system, here's the link: [ENROLLMENT LINK]

Response Option B (Confidence + Value)

Totally get it.
Most golfers spend more than this on random lessons and still don't have a clear plan.
UGM Pro gives you the full roadmap. Want the link again?

Response Option C (Soft Close)

No pressure at all.
If you want to start with the free report first, grab it here: [FREE REPORT LINK]

Objection #2: "I need to think about it."
Response Option A (Best)

For sure — take your time.
Quick question though: what's the biggest thing you want to fix first — accuracy, consistency, or distance?

Response Option B (Short)

Totally fair.
What's the main thing holding you back right now?

Response Option C (Low Pressure)

No problem.

If you want, I can send the free report first and you can decide after that.

Objection #3: "I tried programs before and they didn't work."

Response Option A (Truth + Reframe)

I get it — most programs fail because they give random tips without a real system.

UGM Pro is step-by-step, so you always know what to work on next.

Response Option B (Empathy + Confidence)

That makes sense.

A lot of golfers feel stuck because they're missing the fundamentals and a clear plan.

That's exactly what UGM Pro fixes.

Objection #4: "I don't have time."

Response Option A (Simple)

Totally understand.

That's why this works — you can go at your own pace and still make progress without guessing.

Response Option B (Reframe)

Most golfers don't need more time... they need the right plan.

UGM Pro keeps you focused so you improve faster with less wasted practice.

Objection #5: "I'm a beginner... is this for me?"

Response Option A (Reassurance)

Yes — it's actually perfect for beginners because it gives you a step-by-step system so you don't build bad habits.

Response Option B (Confidence)

100%.

Beginners improve the fastest when they follow the right fundamentals in the right order.

Objection #6: "I'm not good enough / I'm too inconsistent."

Response Option A (Encouraging)

That's exactly why this is a good fit.

Inconsistency usually comes from 1–2 small swing mistakes that keep repeating.

UGM Pro helps you fix them step-by-step.

Objection #7: "I already take lessons."

Response Option A (Position as a booster)

That's great — you're already ahead.

UGM Pro works perfectly with lessons because it gives you a structured plan between sessions so you improve faster.

Response Option B (Simple)

Awesome. Think of UGM Pro as your daily system to stay consistent between lessons.

Objection #8: "Will this actually help my slice?"

Response Option A (Direct)

Yes — slice fixes are one of the biggest parts of the system.
You'll learn exactly what's causing it and how to fix it step-by-step.

Response Option B (Question Close)

Yes. Quick question — is your slice more of a big curve or a weak fade that keeps drifting right?

(That gets them talking again.)

Objection #9: "I'm worried it won't work for me."

Response Option A (Confidence + Safety)

I understand.

Most golfers feel that way because they've tried random fixes.
UGM Pro is structured and step-by-step — that's why it works.

Response Option B (Soft Close)

If you want, start with the free report first. It'll show you the roadmap before you decide.

Objection #10: "I'll start later."

Response Option A (Gentle urgency)

Totally fair — but the sooner you start, the sooner you stop repeating the same swing mistakes.
Want the link again so you have it ready?

Response Option B (Simple)

No problem. Just don't let "later" turn into months.
Here's the link whenever you're ready: [ENROLLMENT LINK]

Objection #11: "Can you just tell me what to do for free?"

Response Option A (Friendly boundary)

I can definitely point you in the right direction, but the full step-by-step system is inside UGM Pro.
If you want the complete plan, here's the link: [ENROLLMENT LINK]

Response Option B (Free Report Redirect)

The free report is a great starting point — grab it here: [FREE REPORT LINK]
Then if you want the full system, you'll have the next step.

"One-Line Closer" Scripts (Use Anytime)

These are simple and effective:

"Want the link to start today?"

"Do you want the free report first or the full system?"

"What's the #1 thing you want to fix first?"

"Want me to send you the enrollment link again?"

The Perfect Final Message (After You Send the Link)

No pressure at all — just take a look.

If you want help choosing where to start, message me and I'll point you in the right direction.

This keeps it human and boosts conversions.