

## **COMMON OBJECTIONS AND ANSWERS**

1. **OBJECTION:** I'm afraid I don't have the ability to succeed at AU  
**ANSWER:** *I understand how you might feel that way, many of the students who are inquiring about AU have shared the same feelings. But the reality is, that's the purpose of going to school, is to build your skills and confidence levels. You have a real desire to become a \_\_\_\_\_, and your interest and enthusiasm will help you to work at your techniques.*

### *OTHER SUGGESTIONS:*

- *If you would feel more comfortable, I could have you visit a first semester class and see what they are working on and you can witness the many levels of talent we have here.*
- *You could speak to an instructor who will calm your fears, would that help?*
- *It's normal for students to question their own ability, but let me assure you if you have real doubts, we could have some of your work assessed by an instructor or academic advisor, just to ease your mind.*

2. **OBJECTION:** I'm worried about the money.  
**ANSWER:** *Most students who are investing in their education are concerned about the money, because it's just that, an investment that pays off in the future. Most students ultimately decide this is the best possible investment one can make. However, I think many people are concerned about their out of pocket expense. Is that your concern? One of the benefits of applying and enrolling at Argosy University is that you have the opportunity to meet one-on-one with a financial planner. The Financial Aid Officer will assist you in filling out the necessary paperwork to determine if you are eligible for Federal and State Financial Aid. Once your eligibility is determined, the Financial Planner will develop a monthly or quarterly payment plan to assist you in handling any unmet balances. Because it is individualized, the Financial Aid Officer is committed to helping you explore every possible financial avenue to make attendance at AU possible.*

3. **OBJECTION:** I don't want to quit my job.  
**ANSWER:** *I know right now the idea of quitting your job and starting school may seem a bit overwhelming, but let's take a look at whether or not your current job is in line with your long term career goals.*

### *OTHER SUGGESTIONS:*

- *Where will you be in five years if you decide not to leave your current job to pursue your education?*
- *How important is following your dream to you?*
- *Let's explore if it would be possible for you to do both. What would it mean?*

4. **OBJECTION:** I think I'll just go to Community College first.  
**ANSWER:** *Well, JUST going to the Community College is one option, but let's take a closer look at that. What appeals to you about that idea? The very use of the word JUST tells me it's not your first choice. It sounds like you might be settling for*

*second best. Community colleges are excellent for students who don't know what they want to do. You seem very focused in your area of interest. Do you have any idea how many classes you will get in your area of interest at the Community College?*

**OTHER SUGGESTIONS:**

- *Review how the student has done previously in General Education classes*
- *Have the student list all the advantages of attending community college. The ADA must be prepared to resell features and benefits of AU.*

**5. OBJECTION:** *My parents want me to go to a different college.*

**ANSWER:** *From time to time I hear this, but in my experience, I have found that most parents just really want what's best for their son or daughter and what will make them happiest. Usually, what I've found is that they don't really know that much about a career-focused education. They don't know what to expect and what a school like the Argosy University has to offer. Sometimes the student hasn't really made it clear to the parents what they want to do. They've never discussed their interests and goals or what they would do with this type of education, once they've graduated. It's about educating the parent. In part, that's why we ask the parents to join the student for a visit to the school. Upon visiting the Argosy University, they can learn more about our school, our programs, and the types of careers our students pursue upon graduation. To be honest, for many parents, they are hearing for the first time what their son or daughter really wants for their future and why.*

**OTHER SUGGESTIONS:**

- *Where do you see yourself and have you shared that with your parents?*
- *Let's take a look at your transcript and see how you did in the classes that would be similar to those you would be taking in a more traditional setting.*

**6. OBJECTION:** *I don't want to move so far away!*

**ANSWER:** *A good percentage of our students are from out of town and I bet at some point in time, they felt exactly like you're feeling. Ideally, it would be nice if we could find a school right in our own neighborhood that offers exactly what we're looking for, but in most cases that school doesn't exist and that's why students choose to go away to school. In some cases, the greatest lesson they learn in school is how to live independently, away from home. Let me ask you this, you really want to be a \_\_\_\_\_, right? Do you think the job selection in this field is greater in your home town or in this area?*

**OTHER SUGGESTIONS:**

- *It's understandable that you feel apprehensive, probably all students going away to school for the first time feel the same way. But, the important question would be, what would you do if you stayed closer to home and would it be what you really want to do?*
- *With so many of our students coming from outside of the area, there seems to be a real camaraderie among them. It's a smaller, friendly atmosphere, with students who all share similar interests and creativity, so our students feel at home with their classmates almost immediately.*