

# “Talking Points”: Overcoming Objections (Int’l)



## “I DON’T NEED THIS SERVICE BECAUSE...”

Use these ‘Talking Points’ as a guide. Then, let REA Coaches be the experts.

### 1. “VISA Issues?”

**Objection:** “...I have visa issues and working will be problematic.”

**Response:** “An REA coach can help with the *planning and preparations* for your job search once a path to work eligibility opens up (e.g. EAD application is accepted). In the meantime, a coach’s support can assist with exploring *other meaningful pursuits* in the new area so that your time in the host country is fulfilling and enjoyable.”

### 2. “Returning HOME?”

**Objection:** “...I am returning to my home country - settling in will be a ‘piece of cake’.”

**Response:** “The home country hasn’t changed but *you* and your expectations may have. Studies show that a return to one’s home location can be *more challenging* than a move abroad. Your Coach can help *ease the re-integration process* and provide you and your family with the tools to make a smooth re-entry.”

### 3. “NOT able to WORK?”

**Objection:** “...I am not able to work in the new location.”

**Response:** “Lifestyle Integration is a key part of the REA program. A Coach will assist you to find support groups, local interest networks, explore volunteer options or education/training, and introduce you to local people/resources to ease your settling-in experience and help you make connections.”

### 4. “Don’t need a RESUME?”

**Objection:** “...I have excellent composition skills - I won’t need help with resume writing.”

**Response:** “REA Services focus on *other aspects of the career transition* as well, e.g., understanding local business protocol, networking, interviewing, research, social media profile, and salary negotiations.”

### 5. “Too BUSY?”

**Objection:** “... I am focusing on the details of my relocation, settling in, and getting my children in schools – I don’t have time to think about this now.”

**Response:** “REA coaching *does not have to begin immediately and will operate at YOUR PACE*. As long as the benefit is still available, REA Coaches will work with *YOUR schedule and timeframe*.”

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### 6. “Need LICENSING?”

**Objection:** “...I will need licensing/certification first and that could take a while.”

**Response:** “Credentials and licensure varies from location to location, but REA coaches will work closely with you to target your research and better understand the application requirements for your profession.”

### 7. “Just need a RECRUITER?”

**Objection:** “...I just need a recruiter or head-hunter, and that should be enough.”

**Response:** “Recruiters or “Head-Hunters” fill job vacancies to serve their corporate clients. REA Coaches advocate, support, and serve YOU. Your Coach can refer you to appropriate recruiters, but that should be just one aspect of your job search.”

### 8. “Continuing job REMOTELY?”

**Objection:** “...I will continue my current job remotely.”

**Response:** “Access to a professional career coach is a great opportunity to update/revise a resume. Work/career status may change while in the new location, and it is always good to have alternative options. The Coach can also help you make local connections, as working remotely can often be isolating.”