



Legacy Patron Circle – Week 6

Talking Points

Objection Handlers & Success Stories

Key Talking Points You Can Use with High-Net-Worth Clients

Objection Handlers

“It’s too expensive.” This objection misses the larger picture. We are at a notable time in history where traditions are returning and clients are actively seeking permanent, investment-grade assets. A 30 × 40+ portrait is not a cost; it is a legacy investment that builds political capital and becomes a 200-year family landmark.

“We already have plenty of photos.” Photos capture moments, but a masterwork portrait captures character and legacy. The shift back to physical permanence is the emerging trend, and you are positioned to lead it by offering something far more significant than snapshots.

“The timing feels off right now.” This is precisely why the timing is right. In periods of uncertainty, visionary clients move first to create enduring records. You become the advisor who helps them lead the next wave instead of following it.

“I’m not sure about the process.” The process is designed to be low-effort for you and high-value for the client. A private viewing turns the portrait commission into their own idea while you earn commission on the referral.

Real Success Stories You Can Share

- One client (who wishes to remain anonymous) recently texted: “People have asked about the portrait, which hangs in a public space honoring my wife and me for a major donation. I do more than just pass along your contact info. We have used Gittings in Dallas and two very good local (now retired) photographers in San Antonio, and believe you stand out as the most professional.”
- A client building a dream home in Houston is designing entire rooms around three portraits: a life-sized Red Carpet portrait of the matriarch, a couple’s portrait, and a black-and-white solo portrait of him.
- Many clients have designed rooms around their portraits and tell us it is their most treasured possession; in addition to being an investment-grade art piece.

Powerful Quote You Can Share “The private viewing is where the commission becomes their own idea.”



Links to the blog posts that will help provide more clarity:

<https://kgsstudios.com/masters-journey-madame-tex/>

<https://kgsstudios.com/art-of-seeing/>

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