

# Country Raised Objection Response Guide

## Module 3.2 - ALARA Responses for the 5 Common Objections

Objection	Why It Exists	ALARA Response Approach
"That's not how the real world works"	Pragmatism - concrete realities, not ideals	Acknowledge difficulty. Reframe: "Small farms are real. Local food is real. This isn't idealism."
"You city folks don't understand"	Identity defense - feeling judged	Acknowledge the gap. Shared ground: "You're right, I don't know what you know. That's why I'm listening."
"It's a drop in the bucket"	Futility - system too big to fight	Acknowledge scale. Reframe: "Drops fill rivers. Every dollar to a local farm is a dollar Big Ag doesn't get."
"I can't afford to change"	Economic reality - real bills	Acknowledge constraint. Reframe: "This isn't about spending more. It's about knowing where it goes."
"Don't preach at me"	Anti-lecture reflex	De-escalate: "I'm not preaching. I'm asking a question." Shift to expertise: "You know more about this than most people."

## Your Responses (fill in your own voice)

Objection	My ALARA Response
"That's not how the real world works"	
"You city folks don't understand"	
"It's a drop in the bucket"	
"I can't afford to change"	
"Don't preach at me"	