

# 5 Scripts to Negotiate a Lower Interest Rate

## Why This Works (and Why Most People Never Try)

Here's something most people don't know: you can call your credit card company and just ask for a lower interest rate, and it works far more often than you'd expect.

A LendingTree survey from June 2026 found that 84% of cardholders who asked for a lower APR actually got one, with an average reduction of 6.3 percentage points. The same survey found that only 23% of cardholders had ever asked.

Read that again. The success rate isn't the bottleneck. The asking is.

*They're just going to say no, so why bother. That's the exact thought stopping the other 77% of people, and it's wrong far more often than it's right.*

This isn't a loophole or a trick. Card issuers would rather lower your rate and keep you as a customer than have you transfer your balance to a competitor or, worse, stop paying altogether. The call costs them nothing to consider and costs you ten minutes.

## Before You Call

Two things make this call go better, and both take less than five minutes to check.

**1. Know if you have a competing offer.** Check your email and mail for any balance transfer or lower-APR offers you've received recently - even ones you didn't act on. You don't need to use them. Just having a real number to reference gives you leverage in the call.

**2. Know your own track record.** Pull up how long you've had the card and whether you've missed any payments in the last 12 months. It's a reasonable assumption that issuers respond better to established, on-time customers, even though the survey above didn't break its results down by tenure specifically - if that's you, say so directly. If it's not, skip that part and lean on the other angles instead.

You don't need anything else prepared.

## The 5 Scripts

Read these directly off the page. There's no shame in sounding like you're reading - the goal is the outcome, not the performance.

#### Script 1: The Standard Ask

"Hi, I've been a customer for [length of time], and I'm calling to ask if you can lower the interest rate on my account. I've been keeping up with my payments and I'd like to stay with you, but I'm looking at ways to manage my costs better. Is a rate reduction something you can do today?"

#### Script 2: The Competing-Offer Leverage

"I've received an offer from [another card/bank] for a lower rate, and honestly I'd rather not switch. Before I consider it, I wanted to see if you're able to match or come close to that rate on this account."

#### Script 3: The Escalation (If the First Rep Says No)

"I understand you're not able to do that. Is there someone else I could speak with - a supervisor or retention specialist - who might have more flexibility on this?"

#### Script 4: The Loyalty Angle (For Long-Term Customers)

"I've had this card for [X years] and have always paid on time. I'd like to keep this relationship going, but the current rate is making that harder than it needs to be. What can you do for a customer with my history?"

#### Script 5: The Follow-Up (If the Answer Is No Today)

"I understand it's a no for now. Can you note on my account that I called to ask, and is there a better time in the next few months when this might be revisited?"

## After the Call

Got a reduction, even a small one? Write down the new rate and the date. Didn't get one? Set a reminder to try again in 3-6 months - accounts get reviewed periodically, and a no today isn't permanent.

Either way, you've just done the one thing 77% of cardholders never do. That alone puts you ahead.

Results described in this guide are individual experiences. Your results may vary based on your specific circumstances and effort.