

Use this 7 Step Objection Handling Checklist

When handling objections be a Leader

Create objection handling stories of your top 5 objections.....

1. I don't have the money to invest right now.... One of my most successful clients Peter took out an extra credit card to complete the course and paid it off by the time the course was finished with his increased Sales.
2. I've got enough resources already and I'll come back later after implementing those steps..... That's so interesting we talked about your goals and where you want to be if the resources you have are so successful why haven't you hit your goals?
3. Please can you reduce the price..... I use to reduce my price for clients who said they would have difficulty paying and in my experience they were not committed or ready for the success they wanted. I do not even consider it any more. It wouldn't be fair to you as you would be less committed.
4. Can we do fortnightly commitments instead of a 6-month contract..... Wow you assured me you were committed and an action taker it's a 6-month contract the commitment is 6 months for success for the rest of your life.
5. I don't have the time..... We talked about time already you convinced me that you can allocate 1-2 hours 5 days a week what happened between then and now?
6. I am not a techie person, so I can't grow my business even if I sign up with you..... The steps are explained and outlined how to move forward its easier than using email, you do have email don't you?
7. I don't want to grow my business right now..... If that were really true you wouldn't be searching for resources to increase you Sales. Let's look at making this easy for you, are you interested if it's easy? You do have to take action. Can you take action?