

Objection Handling Form

Objection:
When does it usually occur? Probable Cause (missing Buyer Belief) Objective:
Prevent Strategy:
Preemption Strategy (Transition sentence phrase of persuasion is required for unanswerable objections):
Response Strategy 1) listen, 2) transition, 3) answer, 4) confirm – phrase of persuasion is required for unanswerable objections: