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3 COMMON STALL OBJECTIONS AND HOW TO OVERCOME THEM

If the prospect tells you they want you to send some information..

You say: 'That's great, I'll be happy to do that, I have a 40 page ebook I could send that covers all the basics, but do you mind if I ask what was it **exactly** that you need to see before doing business with us?'

Boom, the prospect will tell you exactly what you need to demonstrate to close the deal.. I'll come back to that later.

If the prospect says they 'need to think it over'.

You say: 'THAT'S OK, I appreciate that this an important decision you're making today.. right?'

'Do you mind if I ask what it was that you needed to think about?'

'Is it the money?'

Qualify the objection, if they say it's not the price they will often tell you the real reason..

If the prospect says: 'I need to speak to my wife/ business partner.'

You say: 'I understand. Do you mind if I ask you, if your husband was here what do you think he would want for an interest rate, payment, program or cash to close?

Guarantee they tell you the answer.... Once you have the answer you know how to handle the close!

For more objection handlers please DM me....

LETS TAG TEAM THESE OBJECTIONS!

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