

Objection handling

Overview

Why is it that the objection you fear most is always the one that pops out of the prospect's mouth? Objections are buying signals in disguise and a mindset shift as well as a great tool to use will make you look forward to hearing objections rather than dreading them.

During **Alun's** one-hour session you will have the opportunity to:

- Understand why prospects object and their motivation for doing so
- Learn a simple yet hugely effective formula to use every time you hear an objection
- Practise this formula enough times to walk out with it as an instinctive, learned response

Any questions?

Please just give us a call on **01582 463463** – we're here to help!

Or visit www.theinhousetrainingcompany.com