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A sales objection is an explicit expression by the prospect explaining why they will not complete the purchase. Overcoming sales objections involves the use of objection

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handling. This is a four-step process where you listen to the complaint, understand it, respond, and confirm the objection is resolved.

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More sales are lost
because sales people try

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to answer objections
that don't exist than just
about any other reason.
Yes, that's right. Many
objections are
smokescreens hiding the
real objection. If you
don't get involved in
dealing with these "red
herrings" you'll have
less trouble and you
won't run out of
persistence and give up.

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examples of change and
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how it was positive. For
Get
example, show the
client a list of different
ways the industry has
changed over the past
10 to 15 years, and how
the potential customer
can adapt to those

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changes. This can help them be less fearful and more confident about changing things up.

7 Common Sales Objections and How to Overcome Them

Objections can display a level of interest ? or they can simply mean you've got no chance if the objection is for a valid reason. The key is

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to anticipate all the
likely objections a
potential customer is
likely to raise and know
how you will respond.
But dealing with
objections is tough.
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