Objection Management

Directions: Print this worksheet. Insert industry specific objections for 7-10. Write succinct answers to each of these objections into the box. After filling out, test your objection management for 1-4 weeks, then revise and fine tune your answers.

Version Number: Date: Name:

Objection 1: "I don't have time."

Answer

Objection 2: "I'm not interested."

Answer

Objection 3: "It's too expensive."

Answer

Objection 4: "Just send me more information."

Answer

Objection 5: "We already work with competitor X."

Answer

Objection 6: "Not a good time. Call back in 6 months."

Answer

Objection 7:

Answer

Objection 8:

Answer

Objection 9:

Answer

Objection 10:

Answer