

Handling objections

Every Call, Email or text we send we typically get an Objection to moving the sales process forward. How we handle those can affect whether we sell a car or not. I would like you to take some time to write down 3 Objections that you have gotten that are not included on the attached lesson. Include Your response to the objection and the customers response to your response if there is any.

Learning as a team means we grow as a team thank you for your help.

1) _____

Reponse _____

Customer Reponse _____

2) _____

Reponse _____

Customer Reponse _____

3) _____

Reponse _____

Customer Reponse _____

