

Persuade to Profit

Common Questions They May Ask

- How does it work?
- What's it like to work with you?
- What does that include?
- Will I have to purchase something else?
- Can we do ala cart?

How to Handle Objections on the Phone

- Sales call scripts
- Your job is to connect the dots for them.
- Touch their pain points and remind them why it's important.
 - You have the solution, so they don't have to say in pain.