

Sales Objections Flashcards PDF

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What is a common sales objection related to price?

The price is too high.

How can a salesperson respond to the objection about price?

They can highlight the value and benefits of the product.

What is a sales objection that involves timing?

I'm not ready to buy right now.

What is a way to handle the timing objection?

Ask about their timeline and offer to follow up later.

What objection might a customer raise regarding competition?

I can get a better deal from a competitor.

How should a salesperson address the competition objection?

Emphasize unique features and benefits that differentiate the product.

What is a common objection related to trust?

I don't trust your company.

What can a salesperson do to overcome trust issues?

Provide testimonials, case studies, and guarantees.

What is an objection that indicates a lack of need?

I don't need this product.

How can a salesperson create a sense of need?

Ask probing questions to uncover pain points.

What is a common objection regarding product features?

This product doesn't have the features I need.

How can a salesperson respond to feature-related objections?

Discuss how the product can be customized or how it meets their needs.