

Name:

5. Probing

I will ask the following (4) probing questions.

6. Features, Advantages, and Benefits

I intend to use the following information during my presentation:

Feature No. 1

Advantage:

Benefit:

Feature No. 2

Advantage:

Benefit:

Feature No. 3

Advantage:

Benefit:

7. Handling Objections:

I foresee these objections with my product/service

Objection No. 1

Technique for handling the Objection:

- a. Listen**
- b. Restate**
- c. Clarify**
- d. Handle:**

Objection No. 2

Technique for handling the Objection:

- a. Listen**
- b. Restate**
- c. Clarify**
- d. Handle:**

Objection No. 3

Technique for handling the Objection:

- a. Listen**
- b. Restate**
- c. Clarify**

- d. Handle:
- 8. Closing

Trial Close:

Close: (Chose one type)