

**RSS #8**  
**10 Points**

**Name:** \_\_\_\_\_

**HANDLING OBJECTIONS**  
**READY-SET-SELL**

**Product or Service:** \_\_\_\_\_ **Customer:** \_\_\_\_\_

An experienced salesperson should seldom ever encounter an objection for which there is no plan. List 5 probable objections that you will encounter in your sales presentation. After each objection, answer in a conversational format, how you will handle it.

Objection 1

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Handling the objection

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Objection 2

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Handling the objection

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Objection 3

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Handling the objection

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Objection 4

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Handling the objection

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Objection 5

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Handling the objection

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