

Welcome to Objection Handling for Sales People

Every sales person should welcome an objection, it show that the potential buyer is interested in what you are selling.

This seminar explores how and why objections occur and what is the best way to handle those objections when they arise.

Target Audience

The seminar is particularly suited to those involved directly in the sales process and for anyone who wishes to explore how to maximise the sales potential in any interaction.

Seminar Breakdown

1. What are objections and why do they occur
2. Pre-empting objections your way
3. Qualifying objection validity
4. Why objections lead to the close

Seminar Duration

The seminar runs for 2 hours.

Business Benefits

- Prevent loss of your income by increasing success
- Skill your people to achieve and maintain success for you
- Boost your confidence when trying to gain those extra sales