

3 REASONS WHY YOUR CUSTOMERS HAVE NO OBJECTIONS..

.. AND
WHY IT'S
NOT A
GOOD
THING!



Power for
Success

3 REASONS WHY YOUR CUSTOMERS HAVE NO OBJECTIONS



Is it good a thing that you receive no objections from your customers on your sales conversations?

Here are 3 possible reasons as to why your customer has no objections;

1. You give them the price they want

My question here is, is this the very best rate / price for your business?

2. You have exceeded their needs with your inclusions. Have you thrown the kitchen sink at them in order to feel comfortable with the rate / price you have quoted?

3. The customer is paying you lip service because they are either 'tyre kicking' or simply going through the motions.

Avoiding Objections Could Be Crippling Your Business

ABOUT LISA CLIFFORD

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Hello lovely, nice to meet you and thank you for downloading these top tips. I hope they help you and your team in your business.

These tips are based on my experience of leading and managing sales teams over the years.

I now work with sales teams as an International Keynote Speaker and Empowerment Trainer. For more information or to arrange a chat you can contact me direct on 07795 634 671.

If you've enjoyed this workbook, why not take a look at the others - all completely free of charge.

