

Overcoming Sales Objections

Course Overview

This course will introduce students to overcoming sales objectives, including three main factors, seeing objections as opportunities, getting to the bottom, finding a point of agreement, have the client answer their own objection, deflating objections, unvoiced objections, the five steps, dos and don'ts, and sealing the deal.

<u>Module 01 - Getting Started</u>	1m
Getting Started	
<u>Module 02 - Three Main Factors</u>	4m
Three Main Factors	
Case Study	
<u>Module 03 - Seeing Objections as Opportunities</u>	2m
Seeing Objections as Opportunities	
Case Study	
<u>Module 04 - Getting to the Bottom</u>	4m
Getting to the Bottom	
Case Study	
<u>Module 05 - Finding a Point of Agreement</u>	3m
Finding a Point of Agreement	
Case Study	
<u>Module 06 - Have the Client Answer Their Own Objection</u>	3m
Have the Client Answer Their Own Objection	
Case Study	
<u>Module 07 - Deflating Objections</u>	2m
Deflating Objections	
Case Study	
<u>Module 08 - Unvoiced Objections</u>	2m
Unvoiced Objections	
Case Study	
<u>Module 09 - The Five Steps</u>	4m
The Five Steps	
Case Study	

Module 10 - Dos and Don'ts

Dos and Don'ts

Case Study

2m

Module 11 - Sealing the Deal

Sealing the Deal

Case Study

5m

Total Duration: 32m