



THE
CONSTANCE
GROUP

LESS CORPORATE MORE HUMAN

Objections

List all of your objections here:

Now craft the best response to each one. Be creative, ask for help, brainstorm with team members

Now apply the 5 step process:

1. Listen without interrupting
2. Empathize
3. Convert it to a question
4. Isolate by saying “other than that?”
5. Answer with scripted answer

Keep a running list of objections, you will find there won't be that many new ones over the course of a year.