

Practice activity - Module 1

Model to complete - Objections manual

Objections administration	
STEP 1	Insert industry's specific objections (7 -10 objections).
STEP 2	Write down brief answers for each of the objections stated in step one(1 to -3 sentences for each answer).
1.	
2.	
3.	
4.	
5.	
6.	
7. " _____ "	
8. " _____ "	

9. " _____ "

10. " _____ "