

Name: _____

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What Can I Say? Handling Clients' Objections

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Tuesday, Oct. 25
11 a.m.–12:15 p.m.



What Can I Say? Handling Clients' Objections


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President
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1.25 CE

What Can I Say...



Mike Lejeune

What is an Objection?






Conflict Resolution
Difference of opinion

Simple
LEADERSHIP



How many objections do
you get from 100 calls?

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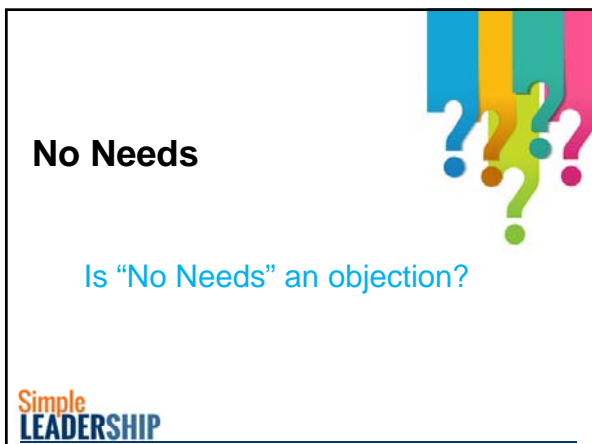
What can I say to avoid objections?

Nothing....

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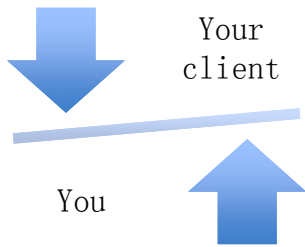


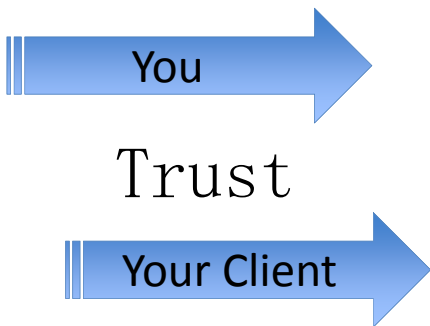


We Can't...

Can't create a need...
only uncover or discover.









HELP!

Call

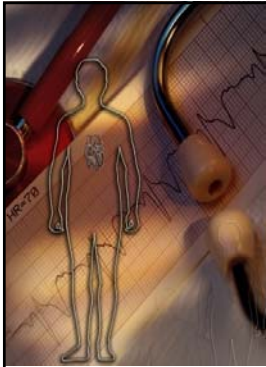
AAA

Simple LEADERSHIP

Affirm

what they are saying

Simple LEADERSHIP

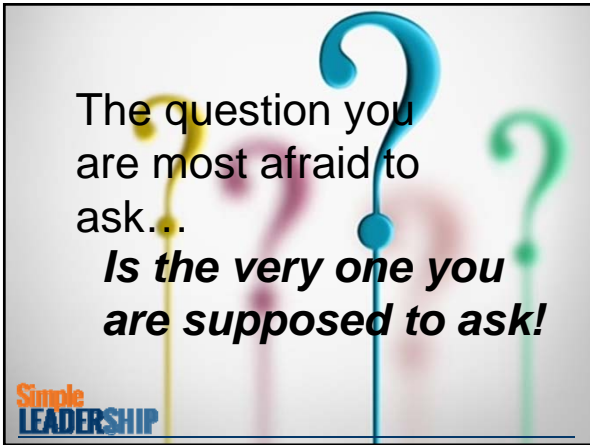


Ask Questions

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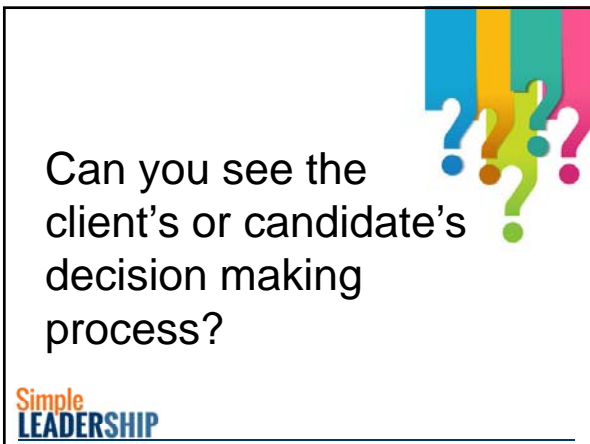
The question you are most afraid to ask...

Is the very one you are supposed to ask!



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Can you see the client's or candidate's decision making process?



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Alternate Solutions



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Affirm what they are saying

Ask questions

Alternate solutions

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Pitch or Argument?



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What information are you bringing to the table?



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Using a Story



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Powerful Call To Action Statement

How do we make that happen...

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A Father's Love




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Dedicated to growing your business

What Can I Say...



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Thank You for Attending



Mike Lejeune
President
Mike Lejeune Consulting