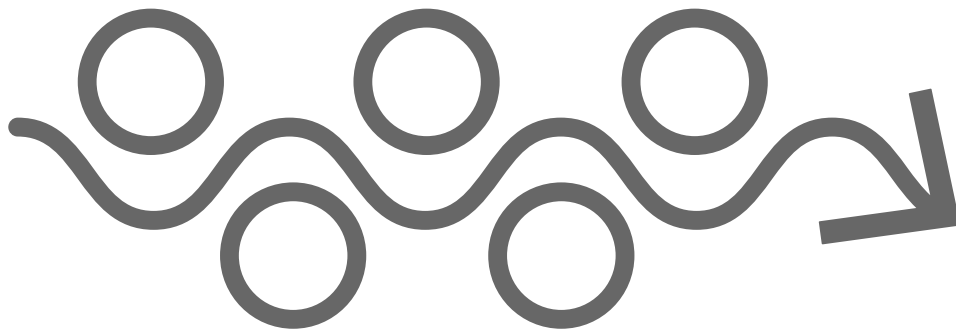




Mastering Prospecting Objections

Course Description

In this workshop learners will uncover a powerful three step framework for overcoming prospecting objections, conquer their fear of rejection, and how to handle any kind of objection they may face.



Outcomes

- Leverage the three step Prospecting Objections Turn-Around Framework
- Be able to remain in control your calls and disrupt prospecting objections
- Understand the science behind the fear of rejection
- Use the Ledge Technique to overcome disruptive emotions
- Use non-complimentary behavior to disrupt patterns and flip the script
- Develop objection turn-around scripts and messaging that are effective