

TOP 10 OBJECTION- KILLERS

That Close the



In door-to-door sales, knowing how to handle objections is the difference between “I’m not interested” and “**Sign me up.**” Here are ten go-to scripts you can use to keep the sale moving forward and **close with confidence.**

✓ **I'm not interested.'**

I understand: But if I could show you how this will save you time and money, wouldn't that be worth a quick look?

✓ **I can't afford it.'**

Fortunately, I've helped a lot of customers show the value of this service to their spouse. What's the main concern – price, or something?

✓ **Now's not a good time.'**

I get it, timing's important. When would be a better time for me to drop by with some details?

✓ **We already have something.'**

That's great! It means you know the benefits. But I'll bet I can save you money and get you better service.

✓ **I'm between jobs right now.'**

All the more reason to look at how this will help you save money each month. I could drop by next Tuesday. It's that's better for you?

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✓ **I'd have to think about it.'**

Of course, it's a big decision. Let's set up a time to go over the details. How does Friday at 3pm work?

✓ **'Just send me some information.'**

Sure. I'd be happy to. But to really understand how we could help you – at your property, it works best to meet in person. How about next week?

✓ **'It costs too much.'**

Yeah, if it was me, I'd think that too 😊 All I care about is getting you the absolute lowest cost, with the fastest possible turnaround.