

3-Step Overcoming Objections Tool

Nine times out of ten, an objection is simply down to a lack of understanding.
Objections can very easily be turned into a positive using 3 little words...

“...Feel, Felt, Found...”

Common Objections	3-Step Sentence
<p><i>“I don’t want to waste time having yet another agency meeting”</i></p>	<p><i>E.g. “I understand why you FEEL like that, other Clients of mine initially FELT the same, but what they have FOUND is that it saves so much time in the long run, because it enables me to identify your priorities and needs so I can provide back up as things get busy later”</i></p>
<p><i>“I’m using another recruitment service”</i></p>	<p><i>“I can understand why you FEEL loyalty to your current supplier, many of my new clients initially FELT the same, but what they FOUND is that using us a back-up supplier meant that we were able to help them when a need had become urgent for them. This meant they kept their delivery commitments and prevented getting fined”</i></p>

Practice Your Own:

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Contact us at www.enviableworkplace.com for info on the 27 different alternatives that you can use when overcoming objections