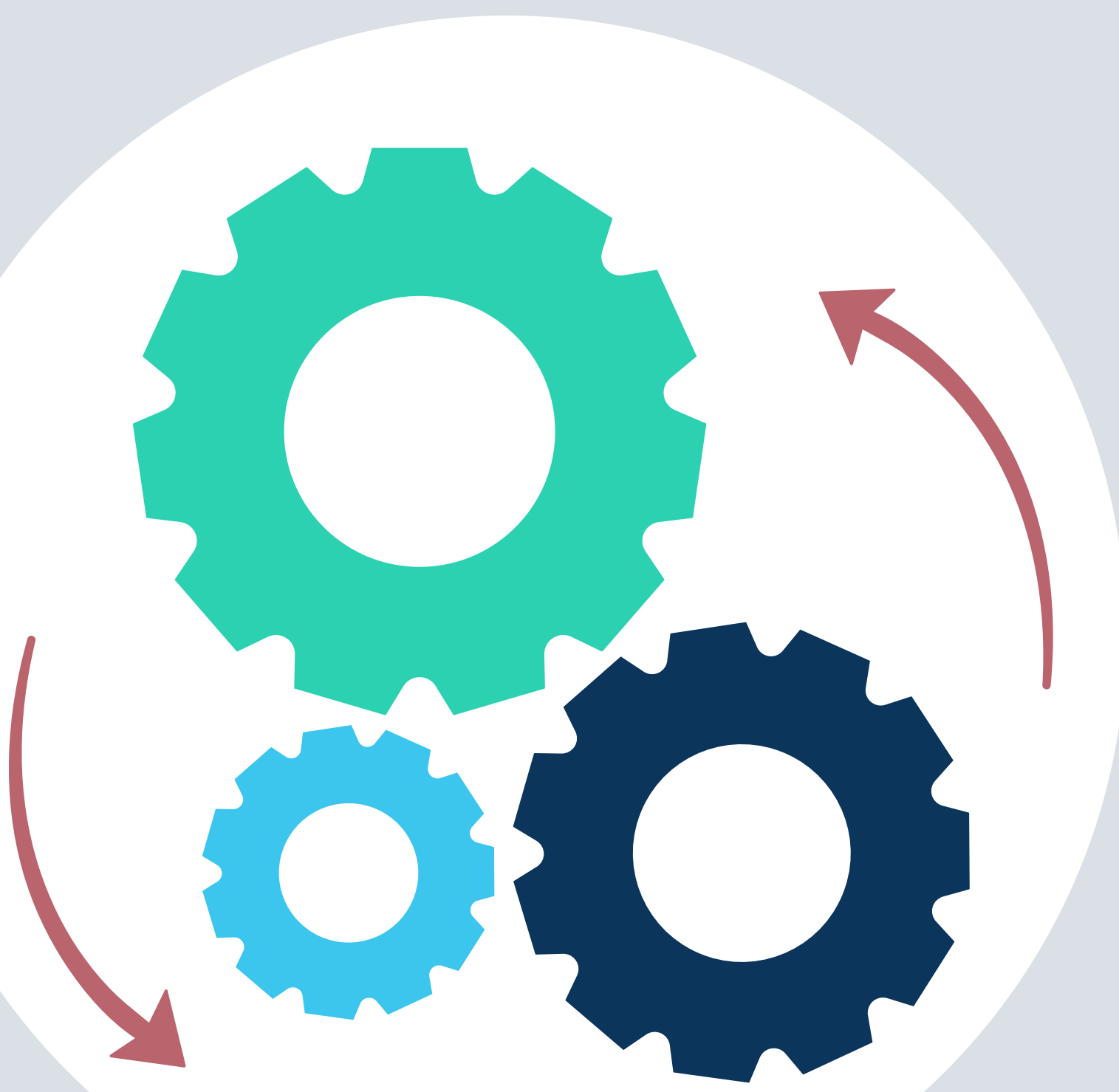


HANDLING CUSTOMER OBJECTIONS



Always be
prepared



Navigate from
price to value



Listen actively and genuinely
to customer objections



Use positive evidence
and customer experience
to handle objections



**SHOW
EMPATHY**
and a
**POSITIVE
ATTITUDE**

