Overcoming Objections

Name:_____

Accessories on Amazon	__ In Store Warranty	__ Ease of exchange	__Sense of Urgency
No insurance	__ First 6 months	__ “You said..”	__Sense of Urgency
DPP vs Full Retail	__ No Promos	__ $100 more	__Pay it off in 30
Let me think about it	__”I’m confused”	__ T.O.	
Fees __	__ Even I pay this	__Just like last time	

Grade:___

Passing Score is 8