

ASSESSMENT #12

Total Marks: 30

Answer the following questions:

1. Identify the steps you can take to build your credibility.
2. Identify the objections that you encounter most frequently.
3. Develop appropriate responses when prospective buyers throw you a curve.
4. Learn ways to disarm objections with proven rebuttals that get the sale back on track.
5. Learn how to recognize when a prospect is ready to buy.
6. Identify how working with your sales team can help you succeed.