

# **CLOSING**

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# **OVERCOMING**

# **OBJECTIONS**

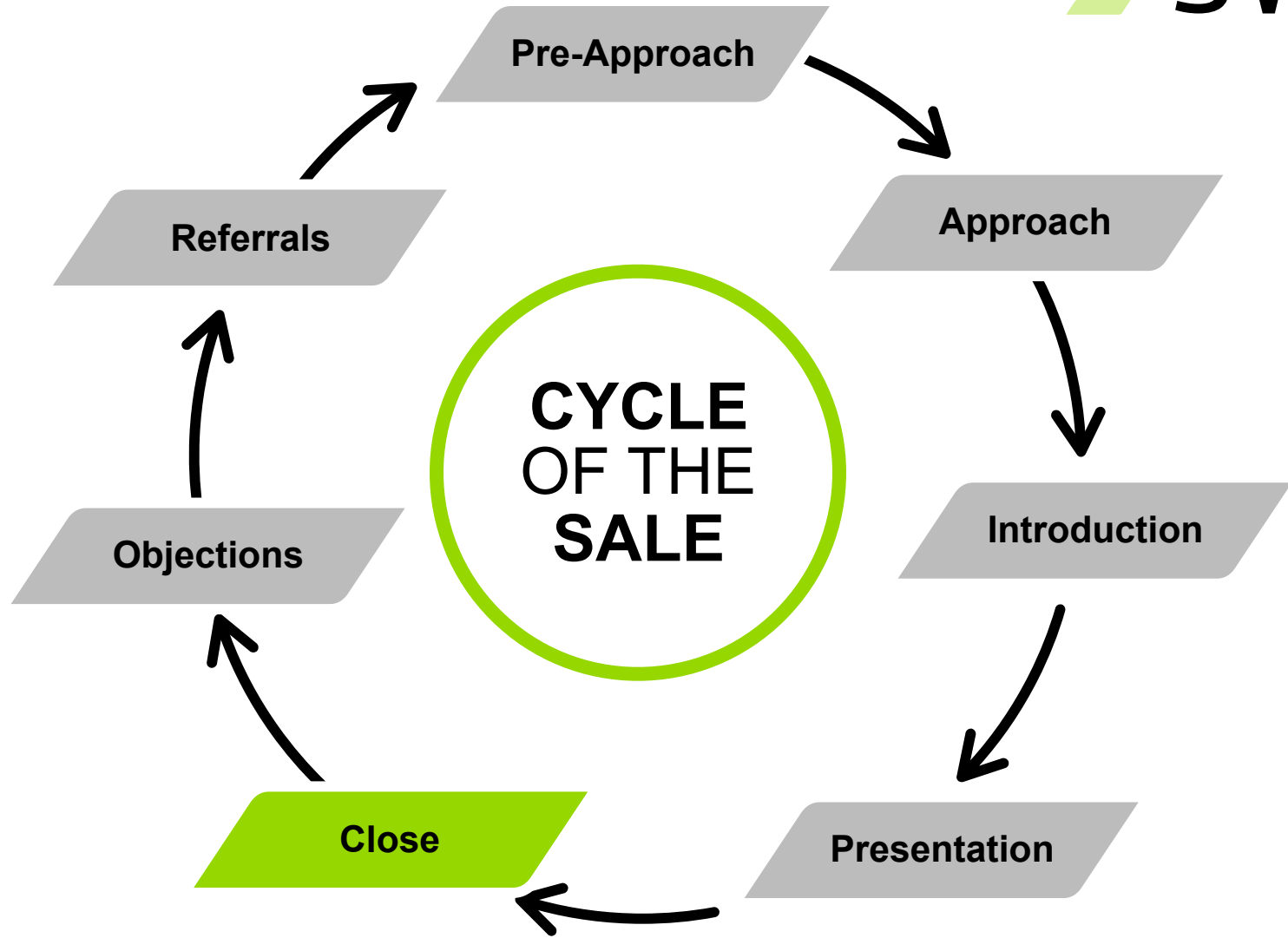
The Habits of Top Producers



# TAMBET TALLO

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# MINDSET OF TOP PRODUCERS

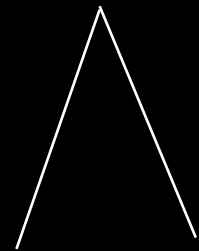
**NO  
MORE  
MAYBE**

# Service

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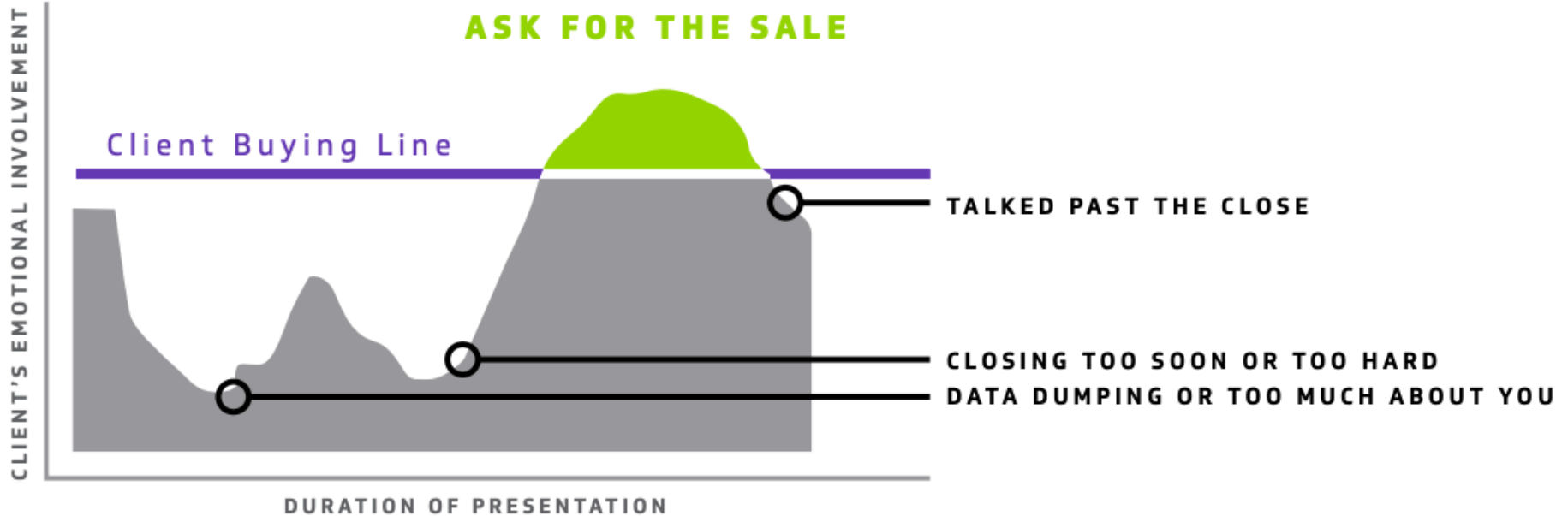


2 — 5 — 15



4

# UNDERSTANDING BUYING LINES





# Navigate

Golden rule- treat people the way you want to be treated

Golden rule in sales- treat people the way **they** want to be treated



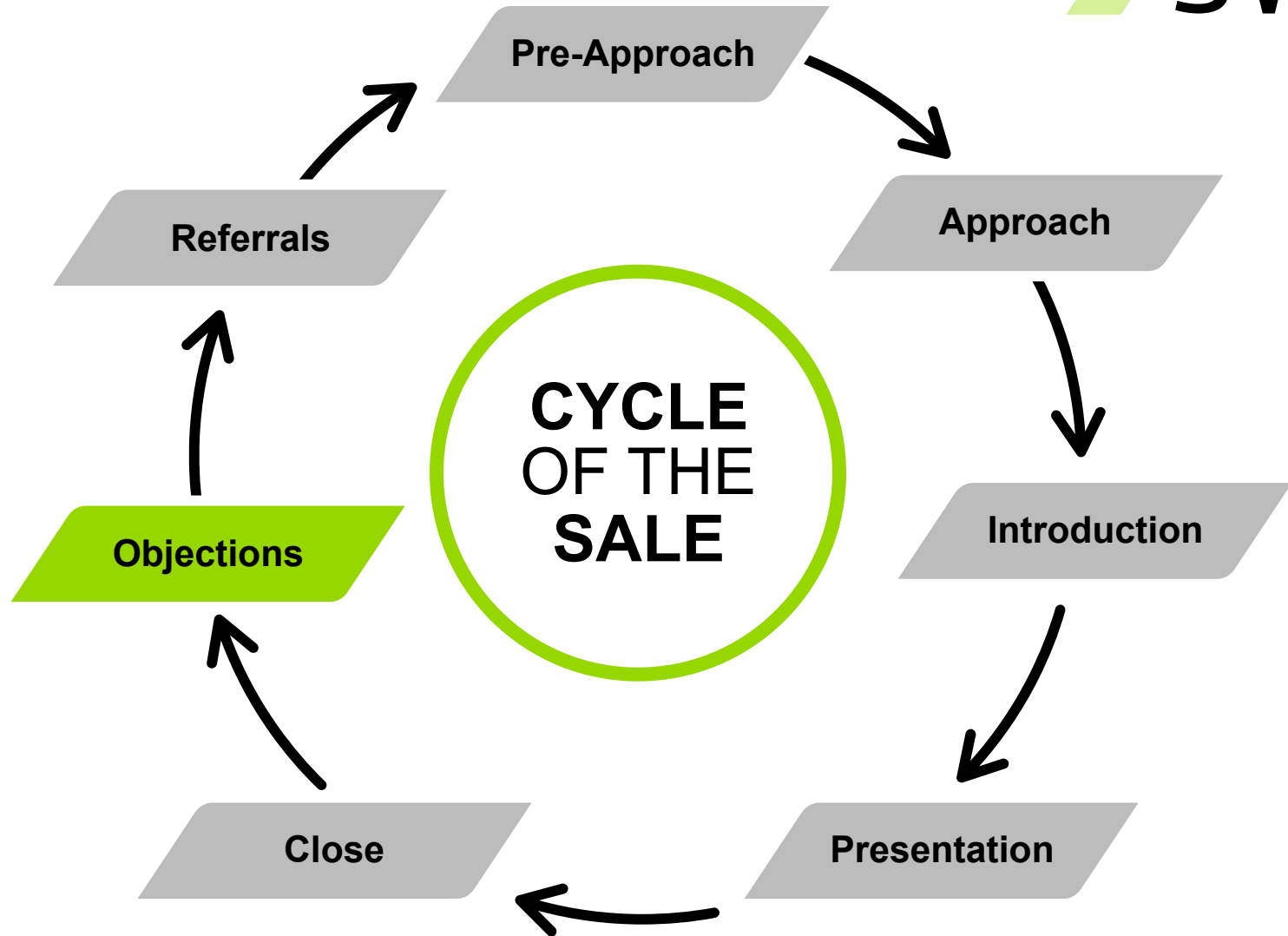
# Navigate at closing

**2 positive  
choices close**

**Chrystal ball  
close**

**Scale 1-10 close**

**Temperature  
close**



# WHY PEOPLE SAY NO

## — STALL

- I need to talk about it with somebody
- I need to think about it

## — OBJECTION

- I think I can get it somewhere else cheaper
- Not sure if your product really works

## — CONDITION

- No money, no ability to get money
- No need
- Not a real decision maker

# OVERCOMING OBJECTIONS

- Reflect back
- Isolate objection
- 3rd partie testimonial
  - Not facts
- Reclose

# COAST SILK

Finding Your

# 1-1 COACHING PROGRAM





EUROPEAN UNION



**Interreg**  
**Estonia-Latvia**

European Regional Development Fund