

OBJECTION FREE **SALES PROCESS**

6 STEPS TO INCREASED
PRODUCTIVITY
& RETENTION



How I built my 7 FIGURE PRACTICE

From \$50,000/year
To \$50,000/week



SUBMIT YOUR OWN OBJECTIONS

STEP 1 BUILD RELATIONSHIPS



SUBMIT YOUR OWN OBJECTIONS

STEP 2

UNDERSTAND THE NEED



SUBMIT YOUR OWN OBJECTIONS

STEP 3 POINT OUT THE PROBLEM OR ISSUES

Do not lead with product.
Focus on vulnerabilities.



SUBMIT YOUR OWN OBJECTIONS



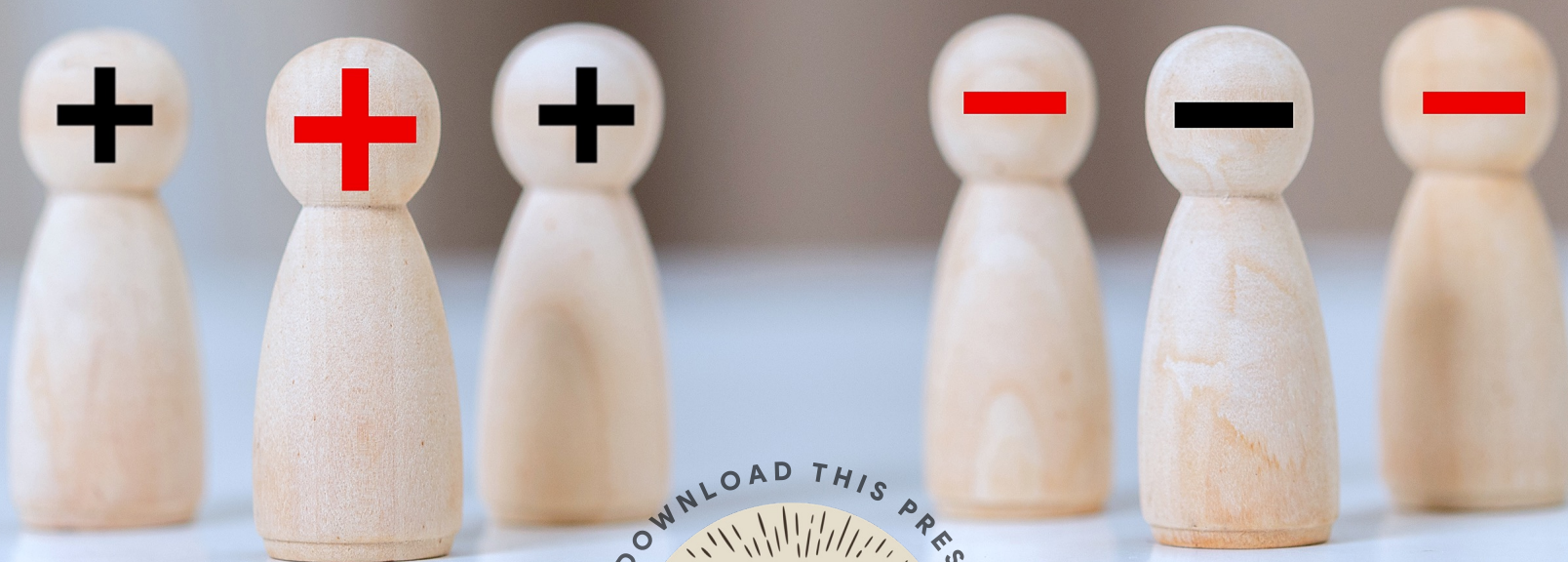
STEP 4 HIGHLIGHT THE VALUE PROPOSITION OF YOUR **OFFERING**



SUBMIT YOUR OWN OBJECTIONS

5

PROS & CONS OF OPTIONS



SUBMIT YOUR OWN OBJECTIONS

STEP 6 BUY IN



SUBMIT YOUR OWN OBJECTIONS

THE OBJECTION-FREE SALES PROCESS



SUBMIT YOUR OWN OBJECTIONS

READY TO IMPLEMENT THE 6-STEP PROCESS?



**SCAN TO GET
YOUR COPY OF
THIS PRESENTATION &
BONUS SCRIPTS**

+ SUBMIT YOUR OWN
OBJECTIONS