

## Sales Game: Answering Objections

**Directions:** Cut the list of objections below on the solid lines. Fold the objections and put them in a jar. In your next sales meeting take turns picking the sales objections from the jar and answering them.

### 2 ways to play

**Round Robin:** First person in the sales circle picks the objection from the jar and reads it. They provide an answer as does each of the following people in the circle (to the same objection).

**Teams:** Team 1 picks an objection from the jar and team 2 answers the objection. The manager can keep score for the best answers or most “closes.”

### Objections

*“I want to sleep on it”*

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*“I need to get other quotes”*

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*“I want to wait for a month”*

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*“Your price is too high”*

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*“The terms is too long”*

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*“I am not familiar with your company”*

*"I don't need your service"*

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*"I need to talk to my partner"*

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*"It is easier to stick with my current provider"*

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*"I am not familiar with your product"*

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*"I'm too busy"*

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*"I don't want to make a decision right now"*

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*"I have a friend in the business"*

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*"I can do it myself. I don't need your services after all"*

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