

# OBJECTION RESPONSE WORKSHEET



**STEP ONE:** From your research, list all the reasons the prospect might give for rejecting you, especially those that are based on what you know about their industry or company. We have filled in some that are common to all buyers.

**STEP TWO:** Underneath, write your response. Keep it brief, no more than a sentence or two.

<b>1</b>	<b>I'M NOT INTERESTED.</b>
RESPONSE	
<b>2</b>	<b>IT'S TOO EXPENSIVE.</b>
RESPONSE	
<b>3</b>	<b>WE ALREADY WORK WITH A COMPETITOR.</b>
RESPONSE	
<b>4</b>	<b>I DON'T HAVE TIME TO SPEAK WITH YOU.</b>
RESPONSE	
<b>5</b>	<b>NOW IS NOT A GOOD TIME. CALL AGAIN IN THE FUTURE.</b>
RESPONSE	
<b>6</b>	<b>SEND SOME INFORMATION.</b>
RESPONSE	
<b>7</b>	<b>I NEED TO SPEAK WITH MY PARTNER.</b>
RESPONSE	

<b>8</b>	
RESPONSE	
<b>9</b>	
RESPONSE	
<b>10</b>	
RESPONSE	
<b>11</b>	
RESPONSE	
<b>12</b>	
RESPONSE	

## **DISCLAIMER**

Any articles, templates, or information provided by Smartsheet on the website are for reference only. While we strive to keep the information up to date and correct, we make no representations or warranties of any kind, express or implied, about the completeness, accuracy, reliability, suitability, or availability with respect to the website or the information, articles, templates, or related graphics contained on the website. Any reliance you place on such information is therefore strictly at your own risk.