

# Sales Training Session Report

Candidate:	verify_user_e4497847
Date:	January 06, 2026 at 10:32 AM
Category:	Sales Objections
Difficulty:	field-ready
Duration:	15 minutes
Overall Score:	8.5/10

## Performance Analysis & Feedback

Question	Your Answer	Expected Answer
What do you do when a client says the hair system is too expensive?	This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report.	Politely qualify their budget and investigate competitor pricing, then sell the value of your product.

Question	Your Answer	Expected Answer
How can you address a client's concern about the longevity versus the natural look of a hair system?	This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report.	Educate them on the trade-off and recommend starting with a thinner, lower-density unit.
Scenario: A customer has a budget below \$35,000. What options can you present?	This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report.	If their budget is close to the quoted price, negotiate a middle ground; otherwise, they may not be the right client.
Why not suggest a hair transplant instead of a hair system?	This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report.	Explain donor limitations and how hair systems provide better density and immediate results.

Question	Your Answer	Expected Answer
What is the proper closing technique after handling objections?	This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report.	Re-open the conversation, use specific follow-up techniques, and set a precise follow-up time.
How do you handle an indecisive customer who needs to discuss the purchase with someone else?	This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report.	Create urgency with offers, suggest immediate feedback, or propose a booking compromise.
Scenario: A customer is worried that the hair system won't look good after shaving their head. How do you address this fear?	This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report.	Acknowledge their fear, use parroting to validate their concern, and offer a risk-free visualization method.

Question	Your Answer	Expected Answer
Continuing from the previous scenario, the customer now expresses doubt about the natural appearance of the hairline. What should you do?	This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report.	Manage their expectations about maintenance and suggest starting with a Phase 1 hairstyle.
In what way should you use the 80/20 Listening Rule during a sales conversation?	This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report. This is a simulated answer that is quite long to test text wrapping in the PDF report.	Talk 20% of the time and let the client talk 80% to better understand their needs and build rapport.

## Session Summary

Candidate

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Category / Difficulty

Sales Objections / field-ready

The summary below shows the questions, your answers, and the expected answers.

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