



Objection Kata: Master the Rebuttal

411 Locals
Business Services

"No" into "Yes"

Effective rebuttals are key to turning objections into opportunities. They show confidence and commitment to finding solutions.





What is this about?



I'm busy, can
you call me
later please?



**CALL BACK LATER,
I'M SWAMPED!**

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**I'm at a
workplace,
call me later.**



**I'm not
interested,
thank you.**

**Is this for
advertising/
marketing?**



**Just tell me
the price.**





**I'm not
interested
because I
don't have
enough
workers.**



**Word-of-
mouth works
fine for me.**

**I don't need
it.**



**Will I have to
pay?**





**I don't trust
you, you
called out of
nowhere.**



**I want to go
to an office, I
don't do
business
over the
phone.**

**I already
have an SEO
company
working on it.**



Round 2 - Objections after pitch





**I can't do it
right now,
call me later.**



**How long will
it take to
receive
customers?**

**I want to do
research.**



**Send me an
email with
everything,
I'll check it.**





**I'll try it and if
I don't see
results I
won't pay.**



**I have to talk
with my
partner.**

**I don't want
to use my
card, I'll use
a prepaid
one.**



I see you
have a lot of
bad reviews.





"Objection Elimination" Challenge

Compete in a knockout-style challenge! Prove your mastery of the Rebuttal Loop.

Reflection & Action Planning

Reflect on your performance! Identify areas for improvement and create a personal action plan.





Ask Me Anything: Q&A

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