

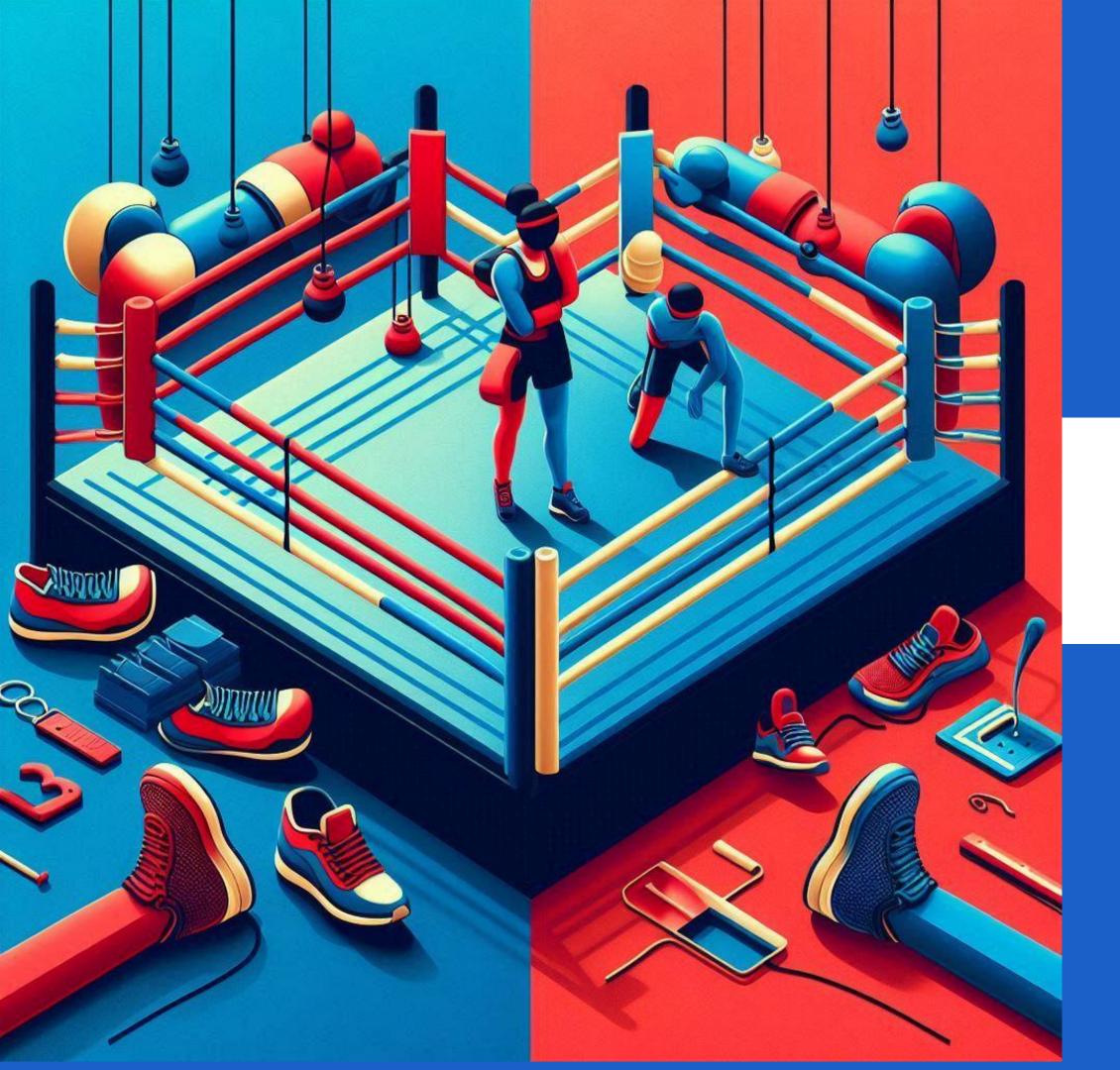
Objection Kata: Master the Rebuttal



"No" into "Yes"

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





Round 1 - Onset objections



What is this about?



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





l'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 don't have enough workers.



Word-ofmouth works fine for me.



I don't need it.



Will I have to pay?





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





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

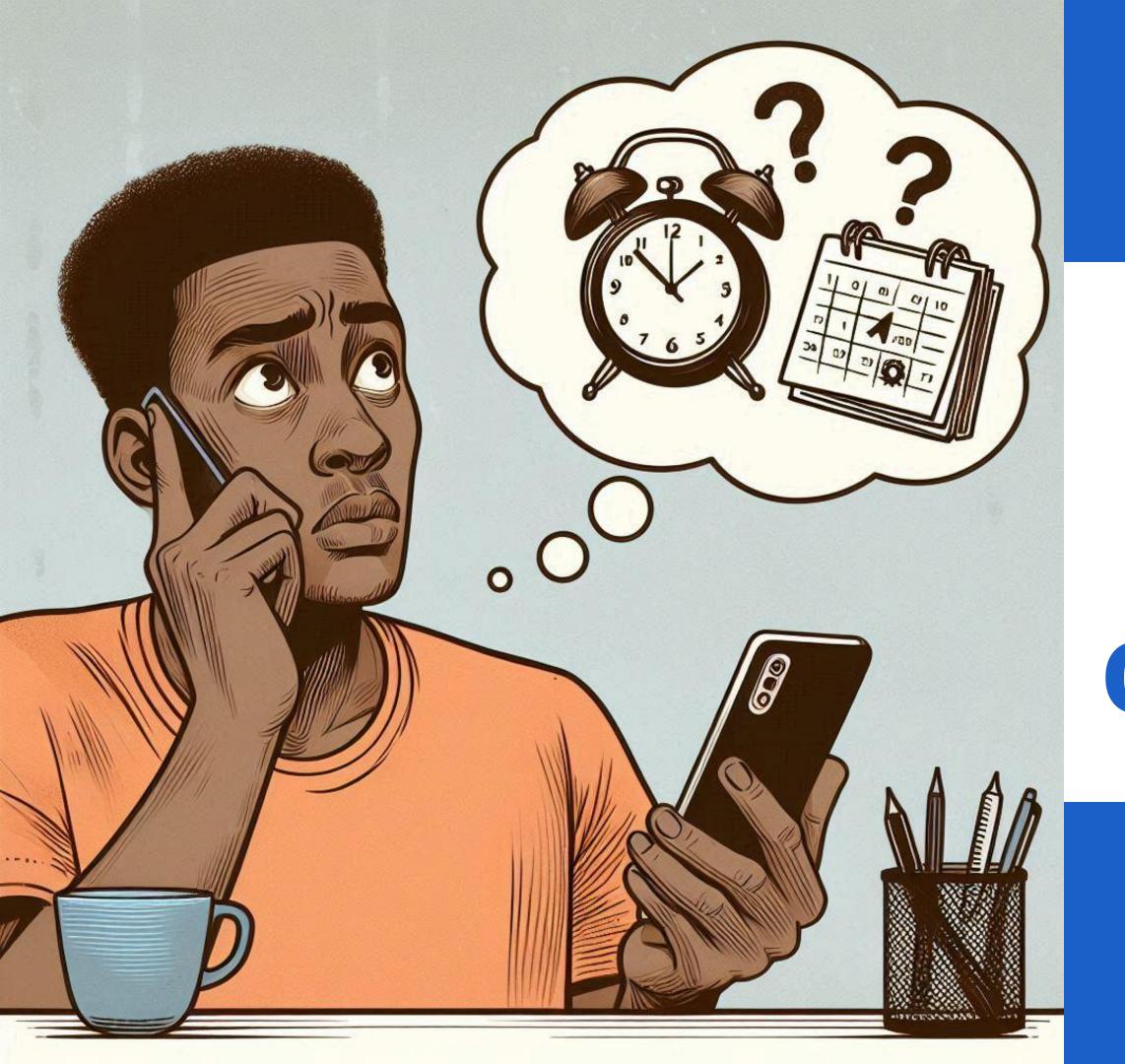
Business Services

lalready 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?

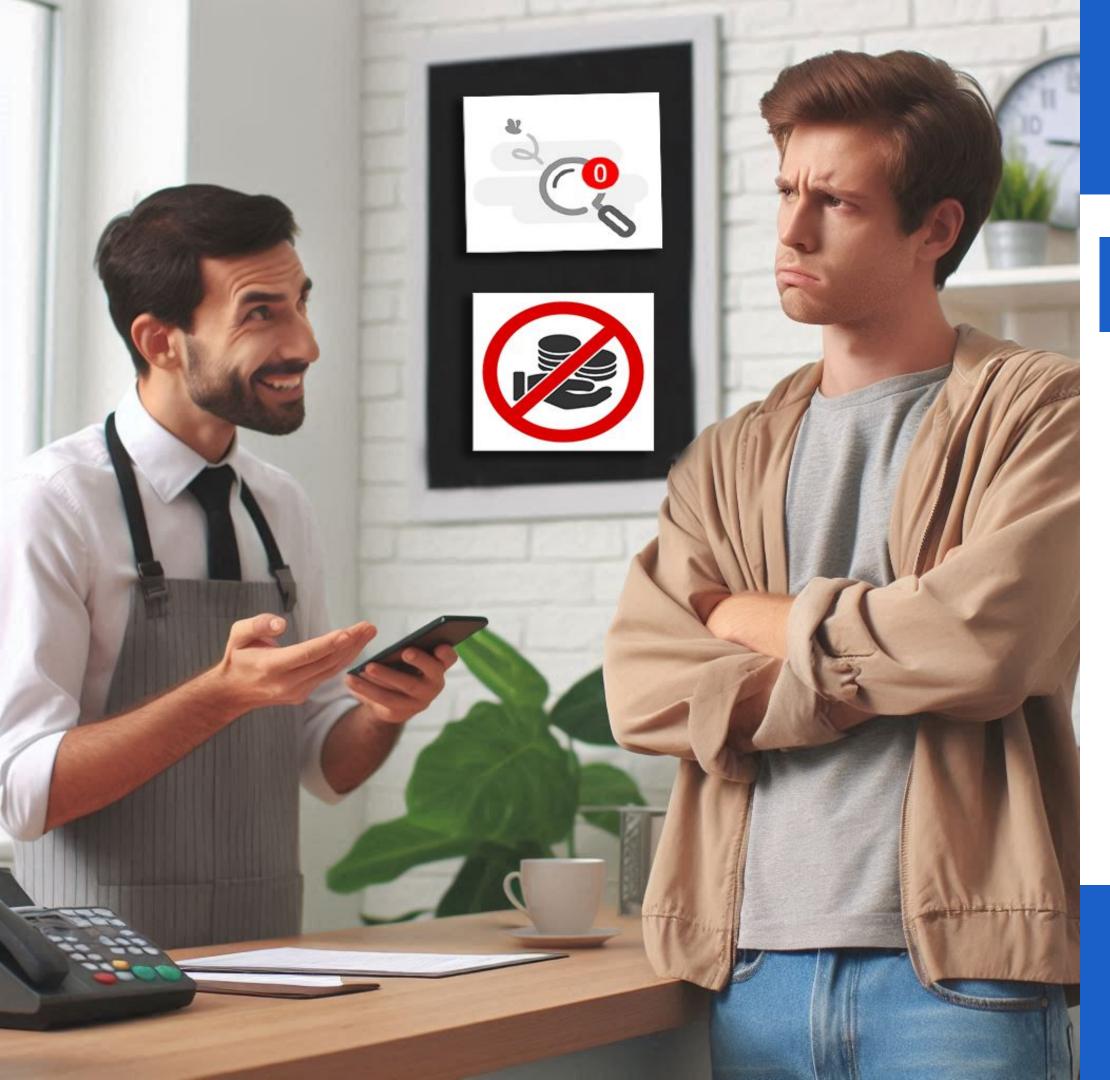


I want to do research.



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





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





I have to talk with my partner.



I don't want to use my card, l'II 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

411 Locals

Business Services