

Module 8: Handling Objections - Action Worksheet

Name: __ Date: __

Part 1: Common Objections

Top 5 objections I hear: 1. ____ 2. ____ 3. ____ 4. ____ 5. ____

Part 2: Response Framework

For each objection, write your response:

Objection 1: ____ My response: ____

Objection 2: ____ My response: ____

Objection 3: ____ My response: ____

Part 3: The Feel-Felt-Found Method

Practice scripts:

"I understand how you feel..."

"Others have felt the same way..."

"What they found was..."

Part 4: Objection Log

Track objections this week:

Objection	My Response	Result
___	_____	_____
___	_____	_____
___	_____	_____

Commitment: I will welcome objections as buying signals.

Signature: __ **Date:** __