

HTC - Listen	<ul style="list-style-type: none"> - Let Me Write This Down - Please Tell Me More - Got it... I Completely Understand - What Else? - Tell Me more. - Thank You For Sharing - Tell me everything
HTC - Agree	<ul style="list-style-type: none"> - You're right - I agree with you - I can see that - I am in total agreement - I feel the same way - John... I get it brother
Dig & Collect	<ul style="list-style-type: none"> - What are you other concerns - What else bothers you - Do you have any other reasons for not moving forward - Do you have any other objections - If I could solve those would there be anything else?
Tie Down	<ul style="list-style-type: none"> - What's your real concern? - What's the real objection? - There's gotta be something else... - When you say that, what do you mean? - Why do you say that? <p>***MAGIC VALIDATOR*** THAT WOULDN'T KEEP YOU FROM OWNING IT, WOULD IT?</p>
Determining Type Of Objection & Handle	Money - Hinder - Product
Logic	Look john you've spent more and gotten less. Lets do this.