Soul'd! The Heart and Soul of Sales for Healers

Day 3 Workbook

1) Sample Questions to Clarify / Isolate objections:
"If "X" were handled, is there any other concern you have, anything else that would be in the way of getting started / purchasing"
"I understand you're concerned about getting lasting results. If you felt confident about that, is there anything else that would have you still hesitate?"
"If that weren't a concern, is there any other reason you can see that you wouldn't get started now?
"It sounds as though you want to have a better understanding of what to expect and how it all works, so you can make a more informed decision, do I have that right? (If yes) "Great, and I can clarify that for you, is there any other concern that would also be there, or is that really it for you?"
With these examples I mind, you can use the space below to write and try out some clarifying / isolating questions for yourself:
2) Feel free to write down any insights and thoughts you have about addressing objections from your practice with your partner:

3)				
	e for yourself and yo	our business and you	ur vision of what's possib	ole NOW for
vourself from th	is morning and the	exercise with the ca	rd?	
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