



“Bust” Those Buyer Objections with a Surefire Method

Includes: Answers to Most Common Objections
Audio Role Plays so you can Hear the Process

The 8 Most Common Buyer Objections and 16 Answers

1. I am 'just looking'.
2. I have a friend in the business.
3. I want to look on my own.
4. I want to meet at the home for sale.
5. I have other ads to call on.
6. I don't have time to make an appointment.
7. I want to wait to buy until home prices go down.
8. I want to make a low offer.





“Bust” Those Seller Objections with a Surefire Method

Includes: Answers to Most Common Objections
Audio Role Plays so you can Hear the Process

The 6 Most Common Seller Objections and 18 (!) Answers

Now, let's look at 6 of the most common seller objections, along with 18 sample answers. Several of these objections have more than one answer.

1. I want a lower commission rate. (5 answers)
2. I think I'll try selling it myself. (3 answers)
3. I want more advertising. (2 answers)
4. I'm in no hurry to list. (2 answers)
5. I want more money for my home. (5 answers)
6. I think I'll list with a friend in the business. (1 answer)

