

OBJECTIONS

Evaluate Your Ability To Deal With Objections From 1 to 10	1	2	3	4	5	6	7	8	9	10
Why did you give yourself this rating?										
What areas do you excel in dealing with objections and what areas do you need to work on?										
What benefits do you hope to see by improving your ability to deal with objections?										
Write a specific action step you will take daily to grow in your ability to deal with objections										
Check list for the daily practice of dealing with objections	M	T	W	T	F	S	S			

Sales Associate Name: _____ Completion Date _____

Manager's signature: _____