

Marketing Training:

Objections Handling:

1. The Concerned person is on vacation

Ans. Well, Then who will be the next authorised person to be contacted or When he is expecting back? I will call you after one week

2. We are not looking for these kind of services

How you can say so, before seeing my products? I can show you how our service will helpful for your business. With that thought in mind are mornings good for you or evenings better?

3. We already have the digital marketing team

Well, would you mind to tell me the name of the company? If you are in the same field, it would be easy for me to show you how it would be more benefited for your company. With that thought in mind are mornings good for you or evenings better?

4. We are not ready to invest anything now

That is true. The market will change then you would get more business than others by our services. I can show you how it works. With that thought in mind are mornings good for you or evenings better?

5. May be you to contact Head office

Well, please guide me to whom I have to contact in your Head Office?
(Name and telephone number)

6. We have the customer database already, no need of promotion.

I really appreciate that. But why don't we sit together and discuss our product and services to promote your business. With that thought in mind are mornings good for you or evenings better?

\

7. We are not willing to have business with a start-up firm

Well, being a start up firm we approach you once it well established, you will approach us. Being a start up company our prices are very cheap and it is affordable for all kinds of business. With that thought in mind are mornings good for you or evenings better?

8. Can you mail me the details

Yes I can. But it would be a sheer waste of time for both of us. I can Show you how our services will help you to get more business. With that thought in mind are mornings good for you or evenings better?

9. Just leave the details in front office

Well, I am really sorry; it is not our company policy to leave you unless or until I meet the right person in your company. With that thought in mind are mornings good for you or evenings better?

10. We need your client reference, after that will get back to you

We can proudly furnish our clients for your reference. But I am very much happy to show you in our meeting in front of you. With that thought in mind are mornings good for you or evenings better?

11. Our business is not related to Social media

Any business in the world is socially connected in one way or other. I can clearly show you how your business is friendly with Social Media. With that thought in mind are mornings good for you or evenings better?

\

12. We already have the facebook, twitter and all social media things

Oh that is really wonderful, let us work together to get ultimate result. With that thought in mind are mornings good for you or evenings better?

13. We don't have any more budget for promotion and advertisement

Marketing and promotion are very important for the successful business. Our price is very affordable for any type of business. With that thought in mind are mornings good for you or evenings better?

14. May be you need to contact the IT department.

Well, would you direct me to there, if they are responsible people for this subject? With that thought in mind are mornings good for you or evenings better?

15. I don't have any idea about social media; I have heard social media is a waste of time.

Well, Social media marketing and promotion are very customer friendly and reachable to anywhere in seconds of time. And it is very funny too. Let me guide you how you can enjoy your free time to more useful. With that thought in mind are mornings good for you or evenings better?

16. What is the use of your digital marketing?

Well, digital marketing is the latest technology based marketing way using talents and creativity. Within seconds, it can reach wherever we want to hit. With that thought in mind are mornings good for you or evenings better?

\

17. How your package will help us?

Ours is the best package till this date. We help to generate more leads and business by various ways being active in online as well as offline. With that thought in mind are mornings good for you or evenings better?

18. Is it about Digital Marketing?

Would you mind to discuss digital Marketing with?

If the answer from the client is NO then....

That is perfectly fine. We would not discuss about digital Marketing unless you want to discuss the same.

If the answer is YES

That is perfectly fine. I have taken a note of it and we can discuss this when we meet in person. With that thought in mind are mornings good for you or evenings better?

19. I do not have time/ I am too busy

I certainly understand how you feel. Because busy people are successful people and they are the ones I have to help the most. I would just need a few minutes from your busy schedule to show how our services will help your business become viral through Social Media. With that thought in mind is morning is good or evening is better?

20 . I do not need Your Services

I certainly understand how you feel. In fact at this point of time, I don't even know whether you would need any of my services or not. But, what I would like to do is to sit with you and show you what I do. With that thought in mind are mornings good for you or evenings better?

21. I don't have budget to advertisement

I certainly understand there is never enough money to go around. But I am here to save your money and not to spend it. With that thought in mind would morning is good or evening is better?