## OBJECTION MANAGEMENT DOCUMENT

DOCUMENT	STEP 2 Write succinct answers to each of these objections into the box (1–3 sentences).
VERSION # BY	STEP 3 Fill in the blanks: The next time we will work on this document will be on
1. "I DON'T HAVE TIME."	
2. "I'M NOT INTERESTED."	
3. "IT'S TOO EXPENSIVE."	

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## Need help with any of these?

Just email me: steli@close.io

(Make sure to include your current best response to the particular objection you need help with in your email.)

Want even more sales advice?





