

### Common Objection #1: Price

**Customer:** I like it but the price is just too high.

**Salesperson:** I understand a lot of people think that at first too, but what they found is that when they think about their ratchets or 10mils they might be misplacing, the set will pay for itself. Just one ratchet could pay for the whole set. You could also try one of the smaller ones to start out. Which product do you think makes the most sense for you if any?

### Common Objection #2: Dirt

**Customer:** Well tell me this. What if it gets dirty? Will it slide off?

**Salesperson:** Simple soap and water or brake cleaner will make it brand new. Of course, just like anything it works best if clean. It's not witchcraft, but it is super durable.

### Common Objection #3: Scratching

**Customer:** If it gets dirty will it scratch my car?

**Salesperson:** Well, it's different than a magnet tray. It doesn't magnetize metal shavings. There's no magnets in this. It's non-marring. Of course, keeping it clean is the best way to ensure that nothing gets on it.

### Common Objection #4: Usage

**Customer:** I mean the grip is cool and all, but what's the point. Where would I use it?

**Salesperson:** Yeah, most mechanics find the best use for it under the hood. The bright orange color provides a visual management system, so you are way more efficient and not losing your tools or hardware. When you're working under the hood where do you set your tools now?