



SUPER SELLING AND CUSTOMER MARKETING SKILLS



ULTRAVANTAGE
Sales. Culture. Transformation.

MODULE SEVEN ASSESSMENT GUIDE

module seven

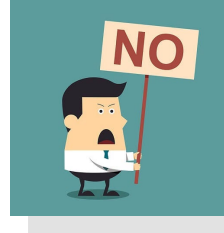
HANDLING OBJECTIONS AND CLOSING SALES



LESSON 1:

UNDERSTANDING HOW TO HANDLE REJECTION IN SELLING

Q1. You just got rejected on the phone by a prospect and things have gotten worse for the day. What are the necessary things you need, to prepare you for success the next day?



Handwriting practice area with horizontal lines and a large yellow circular graphic.

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