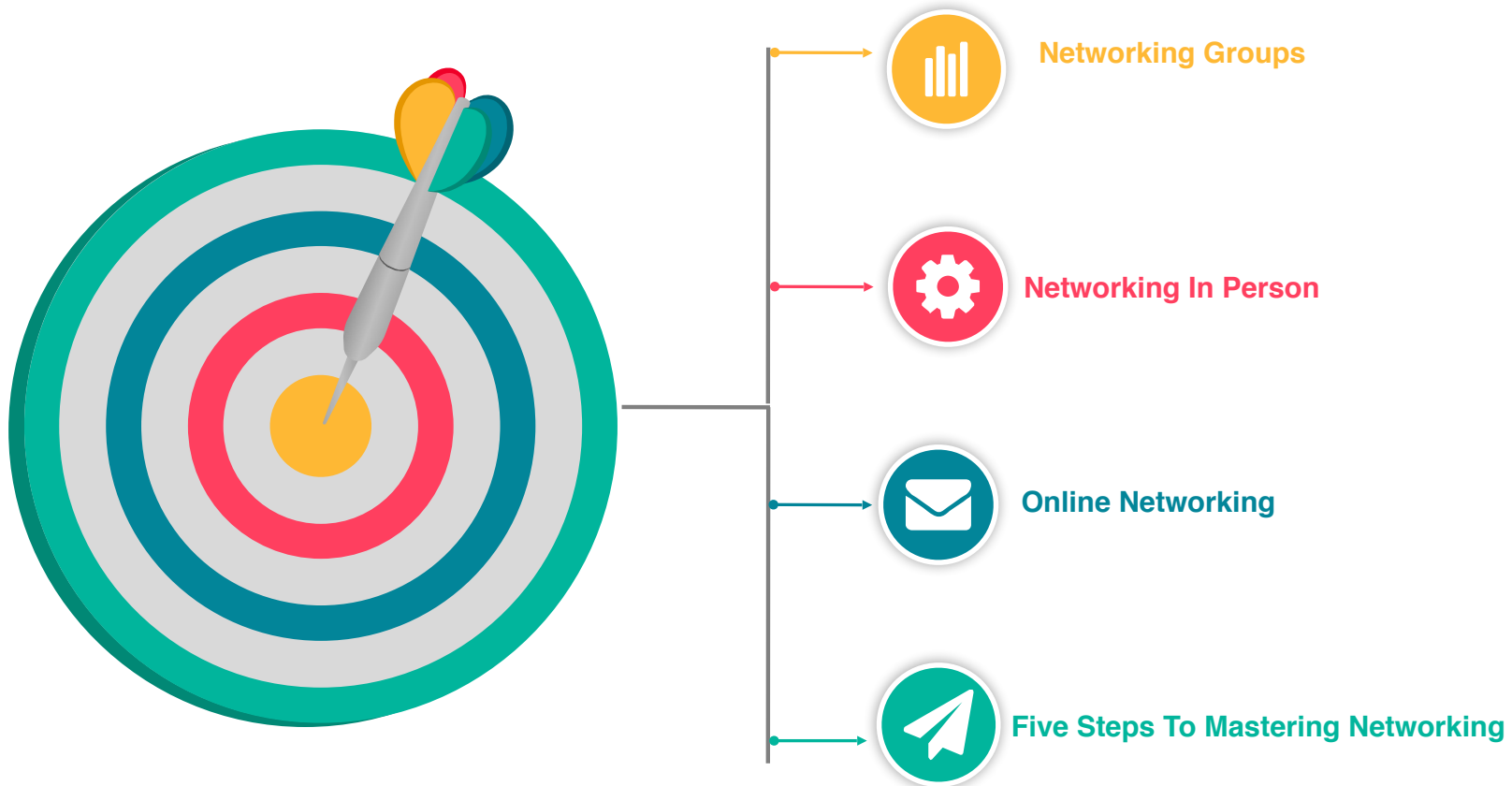


Review From Last Week



Overcoming Objections Part 1

Overcoming objections that get you a seat
at the table

2

Review

Review from last week:
Six types of networking
groups and five steps to
mastering networking

01

Objections

What are objections?

02

Common Cold Call Objections

Eight common
objections that
customers say to avoid
face to face meetings

03

Overcoming Objections

Overcoming the eight
common objections for
cold calling via email
and phone

04

Put It In Action

Start calling your
prospects and putting
what you learned into
action!

05