

Zero Objection Strategy

What do I think is out of my control when creating this result?

How do I solve for this?

What do I think is out of my clients control when creating this?

How do I solve for this?

If this were guaranteed, what would be the value of this for my client?

What positive by products would they receive?

What unexpected things would also resolve themselves with this result?

What objections do I anticipate them having?

Why should they still invest regardless?