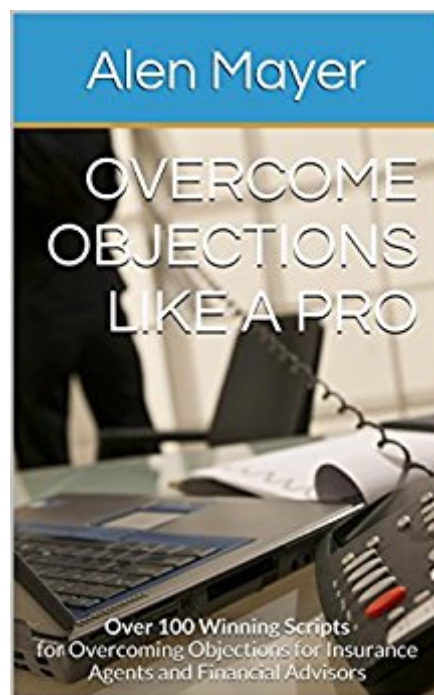


The book was found

Overcome Objections Like A Pro: Over 100 Winning Scripts For Overcoming Objections For Insurance Agents And Financial Advisors



Synopsis

Learn what every insurance agent needs to know about meeting and handling objections, plus we will give you over 100 secret scripts known to just a handful of top insurance agents that skyrockets their sales in any situation! What is covered in this book? What are the causes of objections? What are the types of objections? What are the methods of meeting objections? What is the insurance agent's attitude in answering objections? Answers to objections - over 100 winning scripts How to handle rejection? Transform your business by learning how to meet objections successfully and grow your insurance business!

Book Information

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Customer Reviews

Not quite what I was looking for. More directed at life insurance sales than commercial insurance sales.

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