



Mark Sampson

*This Article*  
**Compliments of Call Realty**

[www.pvsouthbayrecareer.com](http://www.pvsouthbayrecareer.com)

## **Two More Objection Handlers From-Now What Do I Say**

Published on Wednesday, November 18, 2009, 9:42 AM Last Update: 1 day(s) ago by [Christy Crouch](#)

Category: [All Articles](#) » [Training/Coaching/Mentoring](#)

Hopefully you are out there creating business for yourself on a daily basis. Remember what we do right now determines our income and productivity for the first part of 2010. Don't wait for January to arrive, do it now!

Remember to write your business plans, to plan your schedule, and create your prophecy letter for 2010. Simply doing this puts you in the top 5% of the population and much closer to obtaining your goals. Don't allow things to get in the way of this. Set aside an afternoon for just you and planning your life and business. Trust us, you'll be glad you did, the clarity and road map alone will inspire you.

Here are the objection handlers:

So a buyer looks at a house with you and says, "they're asking too much"

*1. I can see where you're coming from and I want you to imagine for a moment that we go ahead and make the best offer we can, and they meet us somewhere in the middle. Then you get the home of your dreams at a price you can feel at peace with. Let's give it a shot and see what happens, okay?*

*2. Yes, they could be asking too much and unless you make an offer we'll never know. What price would you be comfortable paying and we'll make an offer and see what happens, sound good?*

Servicing a seller and they say, "no one has even looked at my home"

1. Naturally no one has made an offer. And they aren't going to until we get the home priced at market value, and not above. I'm sure I don't have to tell you, with thousands of homes sitting on the market, the buyers are undoubtedly looking to get the best deal. Those properties are the ones that are selling. You want to be sold, not helping the competition to sell by being overpriced, right? Let's adjust our price and gain some fresh exposure, okay?

2. I know and I am really concerned about it, just like you. Three things come into play when there are no offers. Number one is the price. The more competitive the price the faster the house will sell. Number two is condition. Homes that show like models sell faster, and for more money. And, number three is to add features. If you're not going to hire a home stager, or put in some improvements, then we're only talking about the price. So it sounds like we just need to get the price down a bit, doesn't it?

I hope these will help. For more like these and other packages that we've put together and on sale for you through the end of the year to help you do more business, please visit the products page on our website at [www.youarethedifference.com](http://www.youarethedifference.com) We have a live role play CD of 12 of the most common objections that we face by myself, Christy Crouch, and Donna Fleetwood, the authors of Now What Do I Say, the real estate objection handling book with over 400 answers to more than 70 of the most common questions we face in real estate. We've strategically packaged items together to help you ramp up your business for 2010.