

Be Connected for Success

The next time your prospect hesitates to move forward with your proposal or keeps giving you resistance/objections, say this to them:

"Based on what you're saying, this is probably not for you. Shall I take you off my list?"

This **take-away** works to your advantage because it conveys to prospects that are stalling that you're not desperate for the sale.

Shall I Take You Off My List is also a wonderful strategy to use with prospects that are not returning your calls or are canceling appointments with you. It conveys that you are not going to allow them to slap you around any longer... either yes or no is fine, but it's time to make a decision.