

OVERCOMING OBJECTIONS ACTIVITIES

The goal of these games is to create real-life sales scenarios and to give the salespeople confidence in how they respond.

GAME | "I OBJECT!"

1. Divide the room into 4 groups.
2. Hand each group one objection and have them read it.
3. Have them write their own objections.
4. Allow 5-10 minutes to develop responses for both objections.
5. Responses should reflect what would work in a real-life situation on the floor.
6. Have one person from each group present the group's objections and responses.
7. As a group, discuss and critique which responses would work best.



GAME | PICK THE CORRECT OBJECTION

1. Hand each person a list of responses.
2. Once an objection is read out loud, the sales associates will look through their list of responses and see which fits best.
3. For each correct response, the sales associate gets a reward (candy, lottery ticket, etc.).