

*Selling The Price Effectively

Handling Price Objection



STEP I: doctor objects

STEP II:

Medical rep : what are you comparing with, sir?

Doctor : competition, perception, budget, past experience

STEP III:

Medical rep : how much is the difference we are talking, sir?

Doctor : 20% (the faster he says this, ITS FALSE)

STEP IV: express the difference

STEP V: demonstrate the benefits passable when compared to the difference

Successful Pharmaceutical Selling Frank Advice From The Frontlines

M Carnoy



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Fighting Meth in Americas Heartland: Assesing Fedral State and Local Efforts , **Congressional Record** United States. Congress,1997 **Whitaker's Books in Print** ,1998 **Army and Navy Register** ,1918 *Army-Navy-Air Force Register and Defense Times* ,1918 Cumulated Index Medicus ,1980 The Garment Worker ,1917 **Indianapolis Monthly** ,2004-09 Indianapolis Monthly is the Circle City s essential chronicle and guide an indispensable authority on what s new and what s news Through coverage of politics crime dining style business sports and arts and entertainment each issue offers compelling narrative stories and lively urbane coverage of Indy s cultural landscape Press Summary - Illinois Information Service Illinois Information Service,1990 **Drug Topics** ,1963 Human Resource Executive ,1995

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