*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

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Dimitris Dogramatzis

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