

Objection Handling — Quick Sheet

Simple responses to common objections (keep it human, not salesy).

Price

- “Totally fair — what budget range were you working to?”
- “If we staged the work, what would you want to do first?”
- “What part of the quote would you like to reduce — scope, materials, or timing?”

Need to think about it / talk to someone

- “No problem — what would you need to see to feel confident?”
- “Who else is involved in the decision, and when are you planning to decide?”

Timing / too busy

- “All good — should I check back in [30/60] days?”
- “If you want, I can pencil in a tentative slot and confirm later.”

Comparing quotes

- “What are you comparing on — price, inclusions, timing, or warranty?”
- “Make sure you’re comparing apples with apples. Want me to help you check that?”