



## Objection Obliteration Worksheet

**Description:** List top 5-10 Objections your webinar attendees have to converting on your webinar. These objections should not include price or satisfaction guarantee. Find the presentation points that will naturally allow you to address these objections. At those points in time, insert the resolution to that objection. Feel free to also use the Q and A segment to address objections.

<u>Objection</u>	<u>Resolution</u>
Example: I have tried something like this before and I failed, I'm worried that will happen again.	"And the coolest part is that this is totally different than anything out there because in this program you have my personal support. Many people say that allows them to succeed whereas in past programs they struggled. and failed, my continual support made all the difference.