



Objection Handling

Website Design Services

1. Objection: "It costs too much."

- "Ah, it's a bit more than you were expecting, huh?"
- "I totally get it but a quality website can pay for itself by bringing in more business."
- "Let's figure out a solution that fits your budget."
- **Assume the Appointment:** "How about we chat for 15 minutes next week to go over some options? Would Tuesday or Wednesday work?"

2. Objection: "I'm not interested."

- "Not interested right now, I get it."
- "But just so you know, if your website ever starts to hold you back, I'd love to show you how we can help."
- **Assume the Appointment:** "How about we set up a quick 10-minute chat on Tuesday or Wednesday to see if it's a good fit?"

3. Objection: "I'm too busy."

- "You're super busy right now, I hear you! It's hard to find time, I know."
- "Let's schedule a quick 10-minute call now and I'll make it easy for you."
- **Assume the Appointment:** "Would Tuesday or Thursday work?"

4. Objection: "I don't need that."

- "Not something you need right now, understood."
- "But even if you're happy with your site, it's always good to know what's out there."
- "Let's set a quick call to see if we can help."
- **Assume the Appointment:** "Would Tuesday or Wednesday work better for 15 minutes?"