

Hometown News Online!



"May you live as long as you want and not want as long as you live."

Irish Blessing

Quick Links

[Sylvia's books](#)

[Sylvia's Children](#)

Where In the World Is Sylvia



March 11-17, 2018

Restaurant Week

West Orange, NJ

March 14, 2018

CPRS, Long Beach



March 14, 2018

OVERCOMING OBJECTIONS

As a salesperson it is important to always be "in the moment" when meeting with prospects. Sometimes it's hard and our minds wander to the end of the conversation (or what we think will be the end) and we don't always hear everything. And, when we are done what we DON'T want to hear is "I'll have to think about it."

And, instead of saying ...

-but our company's service is ...

-but this is a great price ...

-but think about the value we have to offer ...

... rethink your responses and talk to the customer with open-ended probing questions that will maintain the dialogue and keep the information flowing. For example:

Why do you feel that way?

What benefits do you see form this course of action?

What is missing from this that would make you more comfortable?

What is a better approach to this?

I'm not sure I understand. Can you explain further?

In other words, probe for answers that will help you give them what they want and be successful in your sales effort!

Happy St. Patrick's Day

Convention Center, CA

April 27-28

Waretown Spring Wine
Festival, Waretown, NJ

May 7, 2018

Florida Main Street,
Orlando, FL

May 16, 2018

CRPA/MRPA

Sturbridge, MA

June 2, 2018

West Orange, NJ Street
Fair, West Orange, NJ

June 2-3, 2018

Cuisine on the Green\
Wine Festival, Little Egg
Harbor, NJ

June 9-10, 2018

Jersey Shore Wine
Festival, Lakewood, NJ

June 13-26, 2018

Uganda summer trip

**Summer/Fall
Saturdays**

Aitkin Farmers' Market
9 am - 1 pm every Sat.
Aitkin, MN

September 8, 2018

Harvest Moon Brew
Fest
Aitkin, MN

September 14, 2018

18th Annual Rotary Clay
Shoot, Hugo, MN

**Rotary meetings for
Sylvia's Children**

**March 22 ... Wyckoff,
NJ**



Lots of great stuff every two weeks!
