**Tend to accept “think it over’s” , “get back to me’s” , and/or “we’ll let you know’s”**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**1 in 2 out**

**Not getting through voice mail or gate keepers**

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**1 in 1 out**

**The prospects say they have a better quote from a competitor**

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**1 in 1 out**

**Not asking the right kind of questions in the right way all the time**

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**0 in 3 out**

**Can’t turn around negative or resistant prospects**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**4 in 0 out**

**Factors of Sales Problems**