

Name \_\_\_\_\_

Date \_\_\_\_\_ Score \_\_\_ of 7 Pass/Fail

## How to Overcome 'The Stall'

1. **According to the Quick Take, what is the definition of a “stall”:**
  - a. Any response during a presentation that stops your sale from moving forward
  - b. Prospects that keep putting off appointments
  - c. A weak buying signal
  - d. When a buyer gives you a definitive no
  
2. **In the Quick Take scenario, what is the primary reason Joe allowed himself to be stalled?**
  - a. He wasn't calling on the decision maker
  - b. The prospect seemed to sincerely like Joe's product
  - c. He didn't realize he was being stalled
  - d. The buyer didn't seem worth pursuing
  
3. **Which of these situations can trigger to a “stall” response?**
  - a. The prospect has no interest but finds it easier to say “let me think about it”
  - b. He does want your product but needs buy-in from others
  - c. She has some hidden agenda you need to bring to the surface
  - d. All of the above
  
4. **True or False: The best way to turn a stall into a sale is by reminding the prospect of the benefits of your offer and moving past it.**

True or False
  
5. **What is the most important reason for the “What'll it take....?” Question?**
  - a. To probe for the prospect's level of interest
  - b. To see what concessions might move the sale forward
  - c. To uncover the specific reason that's holding the buyer back
  - d. To achieve a price concession
  
6. **True or False: The “1 to 10” question gets prospects to reveal how they feel about your offer.**

True or False
  
7. **A star sales person will overcome the stall by:**
  - a. Asking probing questions that surface a specific problem
  - b. Sharing compelling industry statistics
  - c. Showing how his product has helped other companies
  - d. Slightly lowering the price