

## How to Overcome 'The Stall'

1. **According to the Quick Take, what is the definition of a “stall”:**

*Best Answer:*

*a. Any response during a presentation that stops your sale from moving forward*

2. **In the Quick Take scenario, what is the primary reason Joe allowed himself to be stalled?**

*Best Answer:*

*c. He didn't realize he was being stalled*

3. **Which of these situations can trigger to a “stall” response?**

*Best Answer:*

*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.**

*Best Answer:*

*False: Stalls are sending you a message and you must figure out what that message is. You will not likely make the sale unless you discover what's causing the stall.*

5. **What is the most important reason for the “What'll it take....?” Question?**

*Best Answer:*

*c. To uncover the specific reason that's holding the buyer back*

6. **True or False: The “1 to 10” question gets prospects to reveal how they feel about your offer.**

*Best Answer:*

*False: You ask the “On a scale of 1 to 10” question to determine the prospect's real level of interest.*

7. **A star sales person will overcome the stall by:**

*Best Answer:*

*a. Asking probing questions that surface a specific problem*