

# OBJECTION MANAGEMENT SCRIPTS



Handle Your Prospect's Objections  
Like A Pro With These  
Done-For-You Scripts

MONEY CALL\$ - SHREYA PATTAR

## Objection #1

*"Okay, write me a sample of 1000 words and we'll take it from there."*

### Option 1:

Sure, I would be happy to write a **paid** sample for you. My fee for a sample of 1000 words is \$---. I can send you the article within x days.

### Option 2:

I can consider writing a free sample of up to 200 words. Does that suit you?

### Option 3:

I am sharing my portfolio for your review. I hope that will help you understand my writing style. I would be happy to answer any questions you may have.

## Objection #2

*"I know you said you'll take 10 days, but I need the project to be completed within 3 days. Can you do that?"*

### Option 1:

Yes, I can complete the project within 3 days. A rush fee of x% will be added to the previously-agreed fees.

### Option 2:

I can complete the project within 7 days. In this case, no rush-fee would apply. Does that suit you?

### **Option 3:**

With a 3-day deadline, the quality of output would suffer. I recommend you reconsider the deadline.

### **Option 4:**

I cannot take up this project at such short notice. Thanks for your consideration, and best wishes for the project.

## **Objection #3**

*"But other freelancers are charging less than 50% of your fees. Why should I hire you?"*

### **Option 1:**

My fees are based on the value I provide, and I am confident you will find it worth your investment.

### **Option 2:**

My clients are very happy with my method of working, and my work requires little-to-no edits. This will help save you a lot of time and effort.

[+ Share your client testimonials]

## **Objection #4**

*"No, I cannot make the payment in advance. Our company policy is to pay at the end of every month along with our employee payments. So you will receive the payment at the end of the month if I like your work."*

### **Option 1:**

I can break the payment into two instalments for you: 50% advance, and 50% upon completing half of the project. How does that sound?

### **Option 2:**

Getting paid in advance would allow me to give my 100% focus and commitment to this project.

### **Option 3:**

The advance payment policy is non-negotiable. I understand if that does not suit you, and hope we may work together in the future. Thanks.

## **Objection #5**

*“No, we can only pay by the word or by the hour.”*

### **Option 1:**

A fixed project price will allow us to set a fixed budget for the project with no surprises for later. I am sure this will be beneficial to both of us.

### **Option 2:**

My pricing is value-based and I do not charge by the word or by the hour. I understand if that does not suit you, and hope we may work together in the future. Thanks.

**Note:** Objections are an integral part of prospect conversations. Deal with them gracefully. Avoid long justifications and don't be emotional in your responses. Know your non-negotiables, and stick to them.