

Activity: Objection Handling

When pitching your deal to potential joint venture partners, you will certainly face objections, and that's okay. The goal is to be able to effectively respond to these objections.

How would you handle some of the most common objections you will likely encounter in a JV presentation meeting?

1. Send me the Information & I will get back to you.

I can send you the information, but it would be better if I go over details with you, that way if you have any questions, I can answer them. Would it be ok to call you this Thursday evening or does Saturday morning at 10 am work better?

2. The market isn't great right now.

3. We're looking into another investment (property/private lending/private equity).

4. We need to speak to our coach before moving forward.

5. Why JV when I can just hire a property manager?