

## Buyer Questions

Look out for buyer questions.

Buyer Questions are questions or in some cases statements that the prospect makes, that implies he already has the product or is going to get the product.

These are questions like:

“So when can I expect the delivery to take place?”

“How much did you say it costs?”

“Can I pay with card?”

“Will I be able to call you if I need help after the purchase?”

Etc.

Any question that assumes that the prospect already has or will get the product without doubt.

What to do if you encounter a buyer question?

Of course, firstly answer it. Then go ahead and close the deal!