How To Lower Backouts

After the purchase. To lower backouts, ask for advanced objections and handle those objections ahead of time.

Like after a purchase. To make sure the product I sold remains sold, I can ask the customer "Would there be any reason why you would change your mind?"

And if he has reasons why he would change his buying decision later? He will likely tell me at this point.

Whatever he says, I will handle it ahead of time, before the objection actually comes up later on.

Another way to lower backouts would be to upsell and upsell and upsell. Increasing his commitment.

And as people like to stay consistent, this will work, as to stay consistent, especially after so many purchases the customer must not backout of the purchase.

Another way would be if the prospect actually wants to backout, to treat it as a joke at first and laugh at the humour of the prospect.

A final way of lowering backouts would be to make it a difficult and painful process. Long and full of effort. This might make the prospect not undertake the additional effort needed to backout from a purchase.

Now as this list is getting longer and longer, and the more ways we describe of lowering backouts. I want to advice to go with the first 2 options. As the last 2 can be somewhat counterproductive to your reputation.

With that said. Good luck at selling!