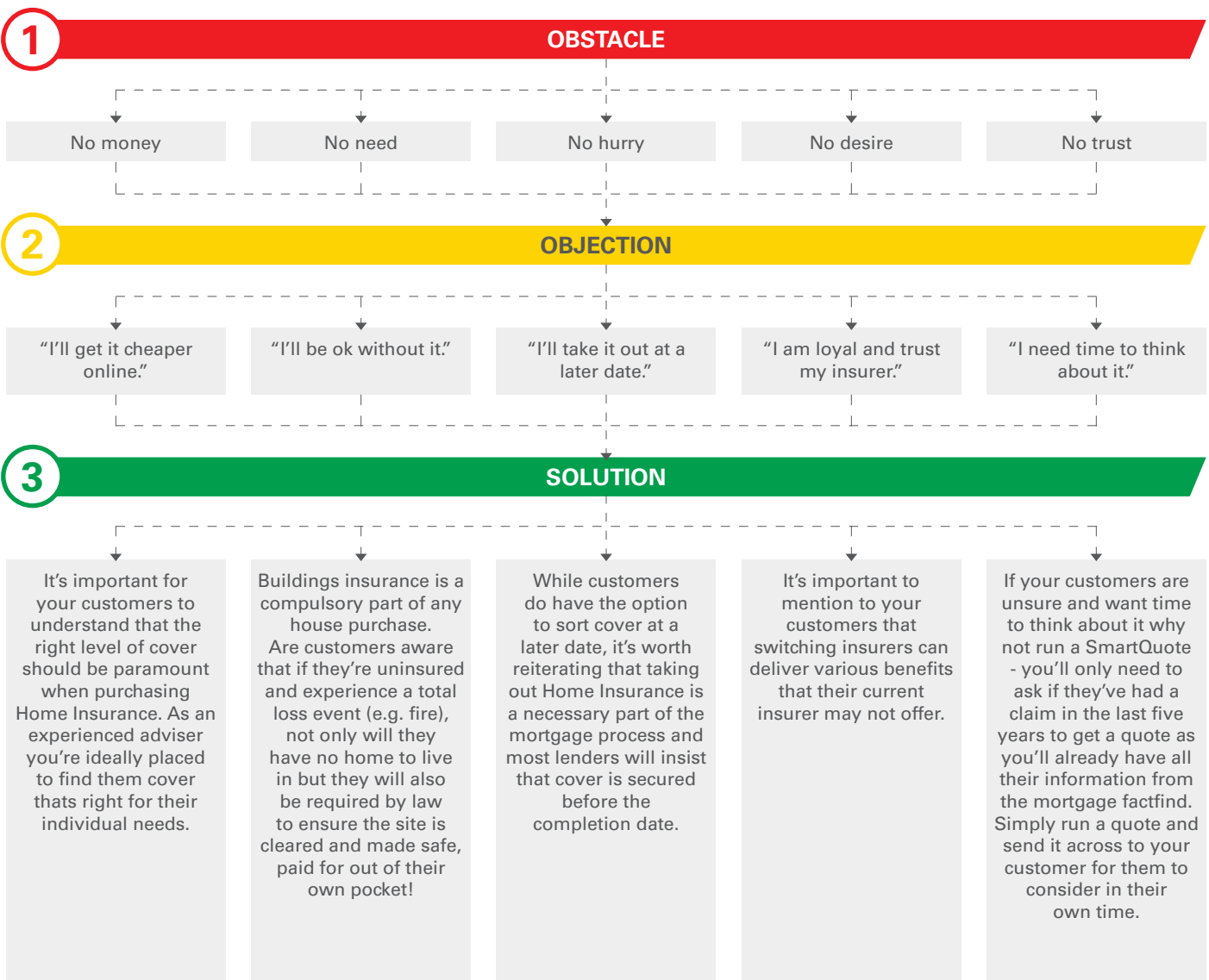


Dealing with customer pushbacks

It's important for your customers to have confidence in your advice. When dealing with customer objections, your greatest asset is your confidence and knowledge of the product.

Here we take you through some of the most common customer pushbacks, giving useful tips and practical advice to help reassure your customers and prompt them to go for the right cover options.



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