

Indecisive Buyers

Buyers who can't make a decision can be frustrating to work with, especially if they are taking a long time to decide whether to purchase a product or service.

There are a few things you can try to help move the decision-making process along:

1. Offer additional information or resources to help them make an informed decision.
2. Ask them about their specific concerns or reservations, and address them directly.
3. Offer a trial period or money-back guarantee to give them peace of mind.
4. Set a deadline for making a decision, and stick to it.
5. If all else fails, consider offering a discount or other incentive to encourage them to take action.
6. Walk away and stop wasting time. Often that sends a message and they make a buying decision.

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