

Sales Systems / Objection Handling

Turn flat rejection into a conversation with qualifying questions and value reframing.

Difficulty: Intermediate

Model: GPT-4 / Claude / Gemini

Use Case: Cold Calling, Rejection Recovery, Prospecting

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Why This Prompt Exists

Most salespeople hear “not interested” and hang up — losing deals that could have been saved.

You get:

- calls ending immediately (no recovery attempt)
- no exploration of why they’re not interested
- missed opportunities to reframe value
- no qualifying questions to uncover real needs
- deals lost to assumptions, not facts

But “not interested” is not a rejection of you.

It is a rejection of what they think you’re offering.

- Acknowledge: “I understand, and I appreciate your honesty.”
- Explore: “May I ask what’s driving that?”
- Reframe: Connect to a problem they might not have considered
- Permission-based continuation: “Would you be open to a brief conversation if I could show you X?”

Without recovery scripts, you lose deals that could have been saved.

This framework forces AI to create scripts that turn “no” into “tell me more.”

The Prompt

Assume the role of a sales resilience coach who turns "not interested" into conversations.

Your task is to create "not interested" recovery scripts.

Generate for EACH scenario:

SCENARIO 1 – FLAT "NOT INTERESTED"

- Acknowledge without arguing
- Explore the reason
- Reframe value based on their reason
- Script (word-for-word)

SCENARIO 2 – "WE'RE ALL SET / WE HAVE WHAT WE NEED"

- Acknowledge their confidence
- Explore current solution and gaps
- Script (word-for-word)

SCENARIO 3 – "I DON'T HAVE TIME RIGHT NOW"

- Respect their time
- Suggest a specific shorter conversation
- Script (word-for-word)

SCENARIO 4 – "JUST SEND ME AN EMAIL"

- Agree, then qualify

- Ask what would make them read it
- Script (word-for-word)

RECOVERY DECISION TREE

- When to push, when to respect the no, when to pivot

INPUTS:

Your Product/Service:

[DESCRIBE]

Common Reasons for "Not Interested" (from experience):

[LIST]

Problem You Solve (short, specific):

[INSERT]

Typical Value Proposition (one sentence):

[INSERT]

Call Context:

[COLD CALL / FOLLOW-UP / REFERRAL]

RULES:

- Acknowledge before responding ("I understand, and I appreciate your honesty")
- Explore before assuming ("May I ask what's driving that?")
- Reframe value based on their specific objection
- Ask permission to continue ("Would you be open to...")

- Know when to respect the no (don't push too hard)
- Have a graceful exit ("Thanks for your time")

How To Use It

- Acknowledge before responding ("I understand, and I appreciate your honesty").
- Explore before assuming ("May I ask what's driving that?").
- Reframe value based on their specific objection.
- Ask permission to continue ("Would you be open to a 2-minute conversation if...").
- Know when to respect the no (don't push too hard).

Example Input

Your Product/Service: CRM automation software for sales teams

Common Reasons for "Not Interested": "We already use Salesforce," "We don't have budget," "We're too small," "We tried automation before and it didn't work"

Problem You Solve: Sales reps waste 5+ hours/week manually entering data into CRM

Typical Value Proposition: "We automate CRM data entry so your sales team can spend 5 more hours per week actually selling"

Call Context: COLD CALL

Why It Works

Most salespeople hang up at "not interested."

This framework improves outcomes by forcing:

- acknowledgment-first approach (respect)
- exploration of real objection (understanding)
- value reframing (relevance)

- permission-based continuation (respect)
- graceful exit (professionalism)

Great salespeople don't accept "not interested" — they explore, reframe, and recover.

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