Sales Systems / Objection Handling

Scripts for “Call me back in X months,” “We’re not ready yet,” and “Now isn’t the right time” — with follow-up strategies.
Difficulty: Intermediate
Model: GPT-4 / Claude / Gemini
Use Case: Timing Objections, Pipeline Management, Follow-Up
Updated: May 2026
Why This Prompt Exists
Most salespeople take timing objections at face value — “call me back in 3 months” and they do, with no strategy.

You get:

- calling back in 3 months to the same objection
- no understanding of what needs to change
- no follow-up sequence to stay top of mind
- lost deals to competitors who solved the timing issue
- deals that never come back

But timing objections are not rejections.

They are signals of what needs to change.

- Explore: “What needs to happen for timing to be right?”
- Identify trigger events: budget cycle, project launch, headcount
- Set a specific follow-up date and agenda
- Stay in touch with value, not “checking in”

Without timing objection handling, you lose deals to “later.”

This framework forces AI to create timing objection scripts that keep deals alive.

The Prompt

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Assume the role of a sales persistence coach who turns "later" into
"now."

Your task is to create timing objection response scripts.

Generate for EACH objection:

OBJECTION 1 — "CALL ME BACK IN X MONTHS"
   - Explore what will be different in X months
   - Identify trigger events
   - Set specific follow-up date
   - Script (word-for-word)

OBJECTION 2 — "WE'RE NOT READY YET"
   - Explore what "ready" means
   - Identify missing pieces
   - Suggest smaller first step
   - Script (word-for-word)

OBJECTION 3 — "NOW ISN'T THE RIGHT TIME"
   - Explore competing priorities
   - Understand what's blocking
   - Suggest timeline or milestone
   - Script (word-for-word)
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FOLLOW-UP SEQUENCE (for all timing objections)
- Email sequence (3-5 emails over X months)
- Value-add content to stay top of mind
- Re-qualification call script

INPUTS:

Your Product/Service:
[DESCRIBE]

Typical Sales Cycle:
[WEEKS OR MONTHS]

Typical Trigger Events (what signals timing is right):
[E.G., "Budget approval," "New headcount," "End of quarter"]

Follow-Up Cadence Recommendation:
[MONTHLY / QUARTERLY]

Your Drip Content (case studies, articles, ROI data):
[LIST OR "UNKNOWN"]

RULES:
- Explore before accepting "later" as final
- Identify trigger events (what will change?)
- Set a specific follow-up date (not "in a few months")
- Stay in touch with value, not "checking in"
- Have a re-qualification process for "later" leads
- Don't chase indefinitely (set a stop condition)

How To Use It

- Explore before accepting “later” — ask “what needs to happen for timing to be right?”
- Identify trigger events (budget approval, project launch, new headcount).
- Set a specific follow-up date and agenda (not “call me back in 3 months”).
- Stay in touch with value, not “just checking in” (send case studies, articles, ROI data).
- Set a stop condition (after X follow-ups with no progress, move to nurture).

Example Input

Your Product/Service: CRM automation software for sales teams

Typical Sales Cycle: 4-8 weeks

Typical Trigger Events: New sales leadership, end of quarter, annual planning, budget approval cycle (Q4), CRM contract renewal

Follow-Up Cadence Recommendation: MONTHLY

Your Drip Content: ROI case study, automation best practices guide, competitor comparison, 90-day implementation roadmap

Why It Works
Most salespeople take “later” at face value.

This framework improves outcomes by forcing:

- exploration before acceptance (uncover real blockers)
- trigger event identification (timing signals)
- specific follow-up commitment (accountability)
- value-based nurturing (top-of-mind)
- re-qualification process (know when to stop)

Great timing objection handlers don’t wait — they understand what needs to change and stay valuable until it does.

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See also The Price Objection Script Generator