

# CCICC

## Exercises

EXERCISE #1	
OBJECTION/STALL	
CONCEDE	
CLARIFY	
ISOLATE	
CONVINCE	
CLOSE	
EXERCISE #2	
OBJECTION/STALL	
CONCEDE	
CLARIFY	
ISOLATE	
CONVINCE	
CLOSE	

# CCICC

## Exercises

EXERCISE #1	
IS IT...	
IS IT...	
IS IT...	
IS IT...	
IS IT...	
IS IT...	
SO IT'S THE...	
EXERCISE #2	
IS IT...	
IS IT...	
IS IT...	
IS IT...	
IS IT...	
IS IT...	
SO IT'S THE...	