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| **Objection Table** | | | |
| **Objection 1** | **Response 1** | **Response 2** | **Response 2** |
| We already have [[your solution]] in place | *[[fill in objection response]]* | *[[fill in objection response]]* | *[[fill in objection response]]* |
| Now is not a good time | *[[fill in objection response]]* | *[[fill in objection response]]* | *[[fill in objection response]]* |
| Our budget is closed | *[[fill in objection response]]* | *[[fill in objection response]]* | *[[fill in objection response]]* |
| We don’t have that problem | *[[fill in objection response]]* | *[[fill in objection response]]* | *[[fill in objection response]]* |
| We already have a partner that does this for us | *[[fill in objection response]]* | *[[fill in objection response]]* | *[[fill in objection response]]* |

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| **Process to Pipeline** | | | | |
| **Program Length** | **Cost (Beta)** | **What’s Included** | **Cost (Full Release)** | **What’s Included** |
| 6 weeks | *$500* | *\*Full Access to e- learning platform*  *\*Full Access to bonus content and activities*  *\*Weekly Coaching Sessions*  *\*On - Demand Coaching*  *\*Personal Career Mapping* | *$1,500* | *\*Full Access to e- learning platform*  *\*Full Access to bonus content and activities*  *\*Weekly Coaching Sessions* |
| 8 weeks | *$700* | *\*Full Access to e- learning platform*  *\*Full Access to bonus content and activities*  *\*Weekly Coaching Sessions*  *\*On - Demand Coaching*  *\*Personal Career Mapping* | *$1,850* | *\*Full Access to e- learning platform*  *\*Full Access to bonus content and activities*  *\*Weekly Coaching Sessions*  *\*On - Demand Coaching* |
| 10 weeks | *$850* | *\*Full Access to e- learning platform*  *\*Full Access to bonus content and activities*  *\*Weekly Coaching Sessions*  *\*On - Demand Coaching*  *\*Personal Career Mapping* | *$2,000* | *\*Full Access to e- learning platform*  *\*Full Access to bonus content and activities*  *\*Weekly Coaching Sessions*  *\*On - Demand Coaching*  *\*Personal Career Mapping* |