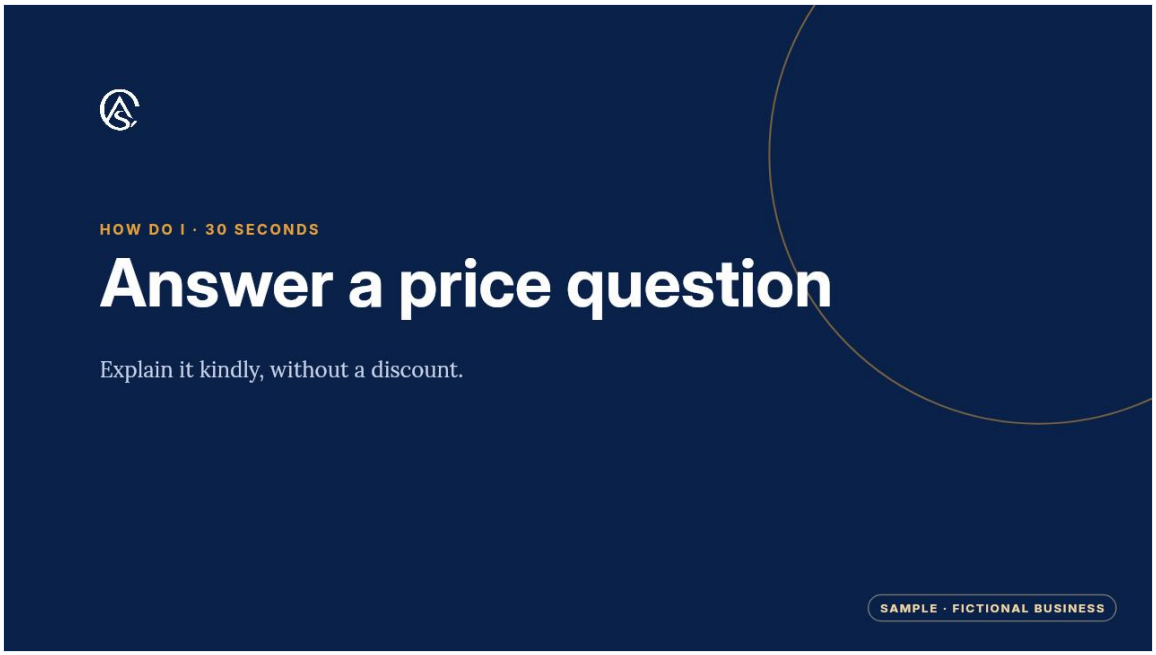
QUOTE & FOLLOW-UP ASSISTANT · HOW DO I

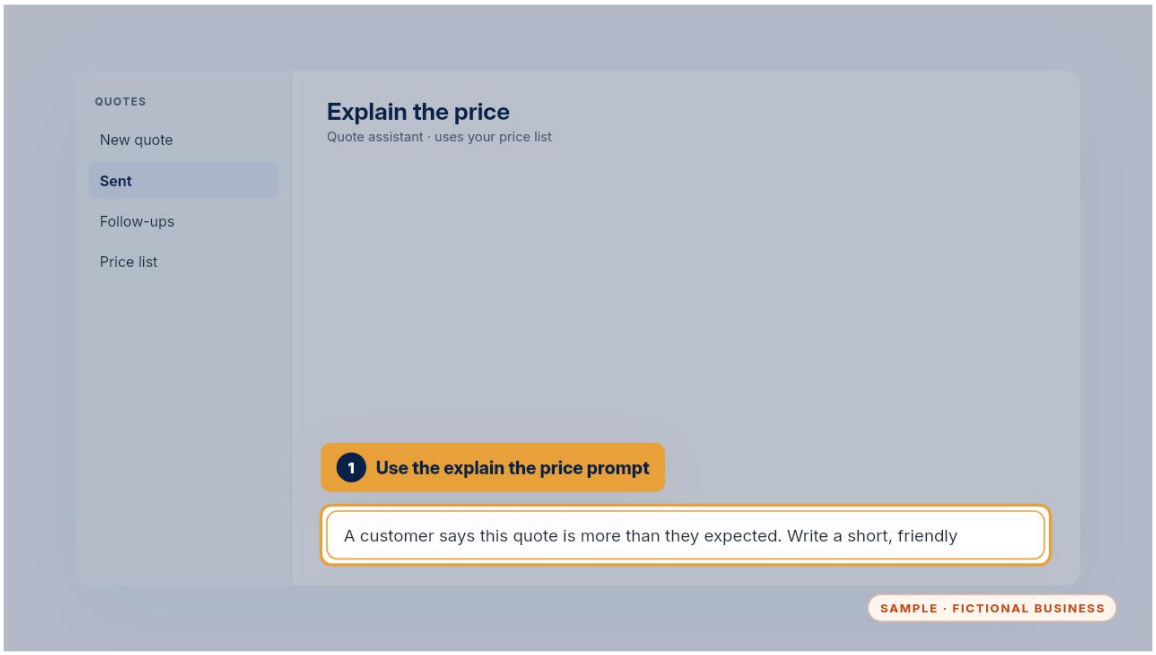
How do I answer "that's more than I expected"?

A friendly reply that explains the price without a discount.

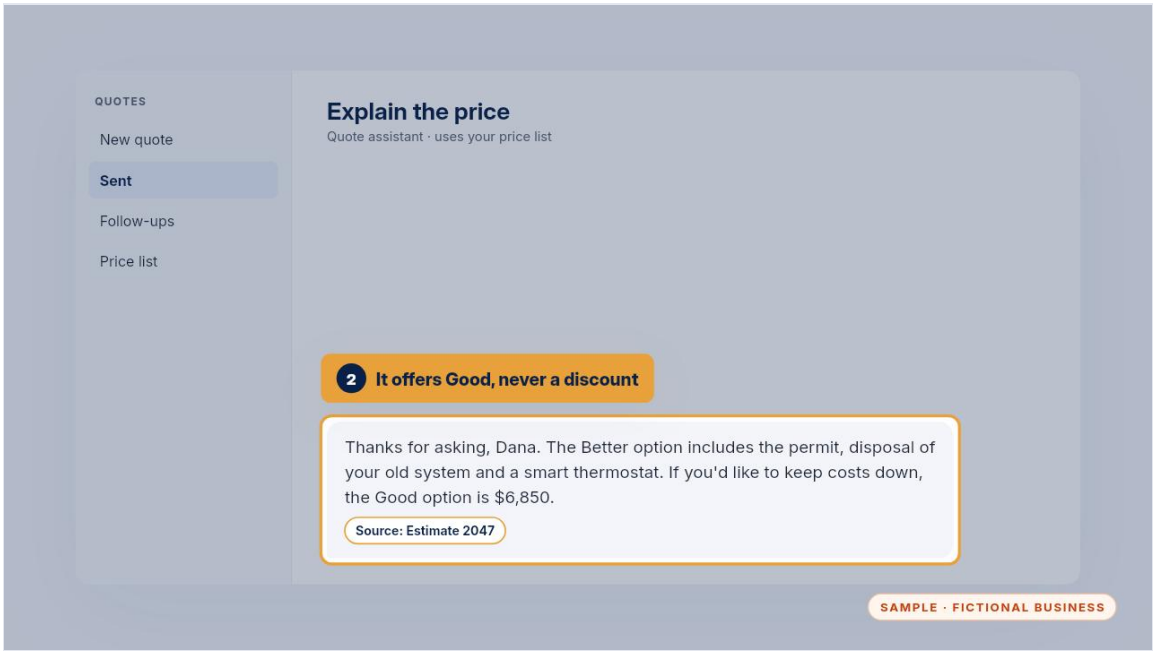
Watch the narrated video: https://openarmsolutions.com/guides/quote-follow-up/answer-a-price-objection



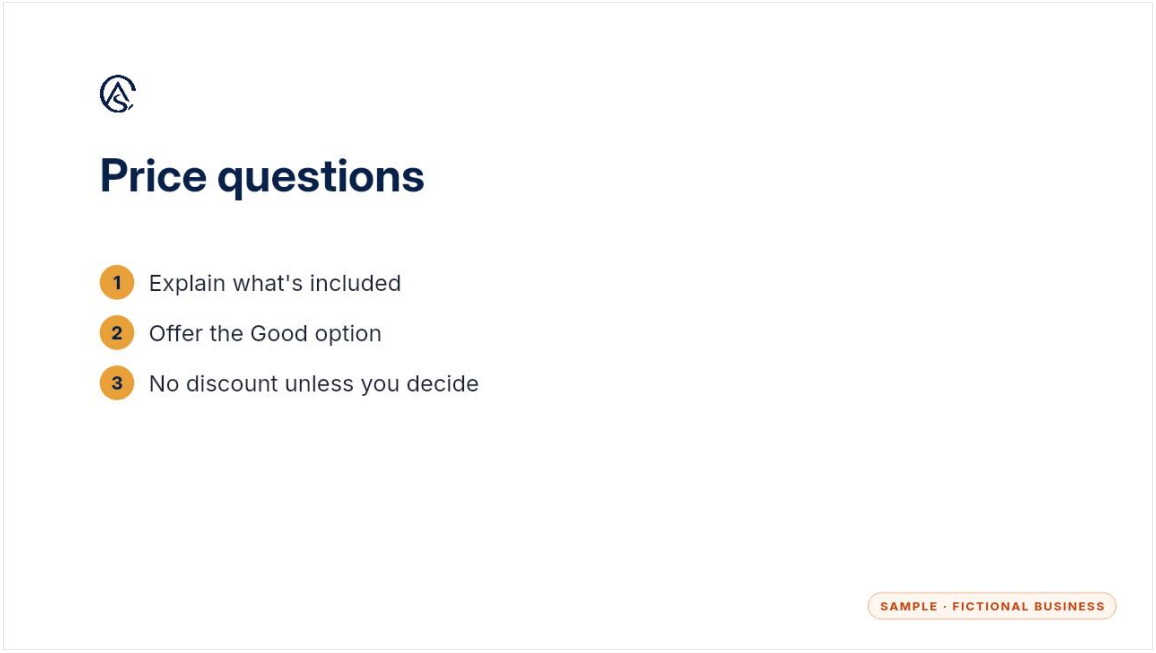
1 Sometimes a customer says the quote is more than they expected. Here's how to answer kindly, without reaching for a discount.



2 Paste the quote into the explain the price prompt. It writes a short, friendly reply about what's included and why.



3 If there's a Good option, it offers that. It never offers a discount, because discounts aren't on your price list.



4 Read the reply before it goes out, and send it from your own email or phone, like any other message.