

Power Statements for “I’m Just Looking” Customers

These **Simple**

POWER STATEMENTS

will help you become an **expert** when dealing with “**I’m Just Looking**” customers. When they tell you they are “just looking”, simply use a power statement similar to the following:

“I am glad you are here to look! If you tell me what it is you are looking for, I can get you to the right spot and make your time here much more productive.”

“Perfect. Look away! Our store is laid out in room displays, we have bedrooms over here, dining rooms to the left, and living rooms and sofas to the right. I will guide you to the section you are looking for and help your time be more productive.”

Remember,

**“I’M JUST LOOKING” CUSTOMERS
WANT HELP... THEY JUST DON’T
KNOW IF THEY CAN TRUST YOU.**