

DVIN Sales Training:

How to Position Yourself Against Competitors in the DSO Space

DSO Objection Battlecard

Prospective DSO:

Point of contact:

Their specific needs where we are able to provide meaningful solutions:

Our pricing range & structure:

Their claim:	Our counter claim:
<input type="text"/>	<input type="text"/>
Their Proof:	Our Proof:
<input type="text"/>	<input type="text"/>

What features to focus on:

What NOT to say:

When to reconsider:

Lessons learned: