

Demolish Objection

Biggest Objection

- **High cost**

Clients might not understand the the value or expertise that professional photography might require

Acknowledge-Reframe-Target

You might be wondering

It's just photos. Why are you so expensive?
This is too much money

I understand your concern about the price.

Have a look at these two pictures. Picture A is taken from a normal camera
And picture B taken with my camera, the #1 voted camera in the world

To ensure I capture every moment of your wedding memories in photos.

Agree-Redefine-Target

I agree with you, the price is a bit steep, but have a look at

At the quality of my picture, compared to standard picture taken with iphone camera

Exclusion

\$ 2.599 isn't a small price to pay for pictures, which is why I'd prefer you look for another photographer if you can't afford it.