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Why is it that when you walk into a shop, and the sales assistant asks 'can I help you', the first thing you say is, 'No thanks. I'm just looking'. In this Vlog, Grant Leboff explains why you ...

No Thanks Just Looking

We say "just looking" because it's just easier to look around a store on our terms rather than risk asking for help and getting pushed into buying something we don't want..... or at least that is ...

“ No Thanks! I ’ m Just Looking! ” - LinkedIn

You ’ ve done your job and greeted a customer only to be met with “ Thanks, I ’ m just looking. ” If you assume that means “ leave me alone ” and walk away, your odds of making a sale drop drastically. You ’ re also probably wrong. They probably do need your help. They just don ’ t know what kind of help to ask for.

How to respond to “ Thanks, I ’ m just looking. ”

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This one extremely common phrase causes some retail sales people to simply throw up their hands, walk away from the prospect and wait until the customer announces that they are no longer just looking and have decided to buy something. Not an Objection However, the term, just looking, is not an objection. In fact, it is a logical, valid and honest response that actually spells good news for the sales person.

3 Steps to Handle the “ I ’ m Just Looking, ” Objection - MTD ...

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Lisa Sudhibhasilp and Rudy Guedj — No thanks, I ' m just looking

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