

Category 1 — Time Stalls

- "Give me some time to understand the products."

Absolutely sir jaise tretinoin ha woh gold standard hai - isme kuch try karne ka nhi hai
Bade bade orders aa rhe hai - delhi se , har jagah se
Humara export ka hi hai main business toh, hum india market me abhi enter kar rhe

Sir aap chahe toh mai ek tretinoin ka 16 piece ka pack rakhwa deti hu , aap roz bhi ek hi likhiye - sir yeh bohot well tested molecule hai and sir 300rupees ka benefit hai iske - yeh kuch 500 ruppees ka hi hai

Aur sir tretinoin ke saath aap chahe toh 432one try kijiye - this is working very well

Sir yeh cetosome technology hai - nayi hai aur brand abhi apne path leaders establish kar rhi hai

- "I'll try them for a month, then I'll place an order."

- "Give me 10 days — I'll try it on a few patients."

- "I'll try tretinoin and Aztra-X for 3 days, then I'll give you a combined order."

- "Give me 15–20 days."

- "I haven't been able to try the samples yet."

Aur ek clinical trial bhi hota hai woh bhi ek healthy sample size pr hoga - aap try kar lijiye nhi pasand aaye toh mai wapas le lunga - within the month - bas aap roz ek likhna
Abhi tak aisa nhi hua hai ki mujhe badda order nhi aaya ho

- "I'll share my feedback once I've used it."

- "I've been out of the city — give me time now."

- "Give me one more week and I'll confirm."

- "I'll place the order by end of month."

- "Probably next month — I'm going out of town."

- "I need to do more research on your products."

- "I'll call you tonight at 11 PM if I want to give the order."

- "She need 2–3 days then she will inform me."

- "I'll try it on my staff first."

- "She was hesitating about a trial order — gave 15–20 days."

- "He still hasn't tried the products and is asking for more time."

Sir kya karan hai - kaafi senior doctors like dr amit luthra, dr rohit batra - scientific body woh sab likh rhe hai - woh regular prescribers hai iske

Air aap shanti se try karo - sir ek mahine ki credit cycle hai sir - kaunsa sir hum aaj paise le rhe hai - sir aapko itna pasand aayega - aapka hi phone aa jayega ki bhijwao jaar

Sir yeh whatsapp jaisa hai - iski aadat padti hai patient ko - iske bina ek bhi din nhi reh pate - lo sir aapko pata nhi chalega - micropharmacy se hi maal uth jaeg a- aur waise bhi kahi bhi available nhi hai yeh

Category 2 — Margin & Scheme Objections

- "Other companies give me 10+8 scheme — I want the same."
 - "I only dispense products of local companies that give minimum 60% discount."
Sir uss logic se 70 % de rakha hai
Sir woh 60% ka deti hai aur neeche gst lagakarke - aapko 42% hi milega sir - humara gst included hai
Doosra sir jaise humara acnetech hai - sir aapko 70% bhi de de toh bhi 150 rupees se zyada nhi ho sakta hai - sir humare har acnetech me 300 rupees hai - margin isse zyada hai
"I need 65% discount on each product."
 - "I only work with local companies."
 - "MRP itna high kyun hai?"
 - "Trade scheme kya hai? 10+2, 10+5 kya de rahe ho?"
 - "Competitor better scheme de raha hai."
 - "Scheme batane ka kaam hamara hai — vo hampe chhod do."
 - "What benefits do I get if I order online?"
 - "Mere paas is brand ke liye abhi space nahi hai."
 - "Stock abhi full hai."
-

Category 3 — Market & Credibility Objections

- "I will only believe when your product reaches market buzz."
- "I don't believe in anything — you do your work and wait for the right time."
- "Mere paas log 2 2 saal tak aate hain."
- "Don't leave anything — no sample, no brochure."
- "Wants to associate with the company but give little time."
- "Only asks about the company." (*multiple doctors*)
- "He only listens about the company and products."

- "Just asks about company profile."
-

Category 4 — Access & Availability

- "Doctor not available today." (*most frequent entry across both chats*)
 - "He is in OT / surgery / procedures."
 - "Thursday is call day — don't come other days."
 - "Not available till next month — she had a recent delivery."
 - "Come back tomorrow at 2:30 PM." (*appointment given, doctor absent*)
 - "He is out of station."
 - "Receptionist said sir usually doesn't take calls or meetings with companies."
 - "He was in a hurry to leave."
 - "Waiting time 2 hours."
 - "She is going out of town next month."
 - "Senior doctor is out of station for 2–3 days."
-

Category 5 — Positive But Non-Committing

- "Product is good."
 - "Good response."
 - "She showed interest."
 - "He liked the products, especially Nanogrow."
 - "I'll try it on some patients."
 - "She tried all the products and liked them."
 - "She told us to leave 432ONE especially."
 - "He remembered all the products from last week."
 - "She is trying the products on her staff."
 - "She liked the packaging and quantity."
 - "She applied Nanogrow and filled the form."
 - "He is interested in Monoskin products but didn't give orders."
 - "Interested in every brand — asks MRP and samples both."
 - "Normal response."
 - "Response is normal."
-

Category 6 — Deflections

- "Talk to the head doctor — she handles all product decisions."
- "I'll discuss with my partner and confirm."
- "She has to ask the senior doctor."

- "Senior is out of station — she'll talk to him when he's back."
 - "Let me discuss with my chemist."
 - "The pharmacist will confirm the order — discuss with him."
 - "Discuss the schemes with my receptionist."
 - "I need to check with Dr. Priyanka first."
 - "He assured to give order next Wednesday after discussing with his chemist."
-

Category 7 — Personal Users

- "I've been using WeCalm and 4ZERO1 on myself — results are very good."
 - "I've been using Aztra-X personally."
 - "She's been applying our products herself for a few days."
 - "She tried all products on herself and is happy with them."
 - "She is trying the products on her staff."
 - "She said she tried 432ONE only — will try tretinoin and Aztra-X for 3 days then give combined order."
-

Category 8 — Unexpected / One-Off Statements

- "Was finding his photo in our journal." (*doctor looked for himself in the Monoskin Annual*)
- "Founder se baat karao."
- "App 2–3 baar mil chuke ho but mere paas aapke brand ke liye abhi space nahi hai."
- "She said she never goes in minoxidil or steroid-based things." (*then became receptive*)
- "He is interested in Nanogrow but asking about conference participation."
- "Asking lot of questions about product use and scientific base — will decide after going through data."
- "She found the product and science base very interesting — will give order after discussing with colleague."
- "He said he'll do more research and also calling at 11 PM if he wants to give an order."
- "He said it's okay, you do your work and wait for the right time for your product in my stock."
- "She is saying she'll give orders after trying on more patients — going out of town next month so will place order after that."
- "He tried Aztra-X, Nanogrow and 4ZERO1 and had a brief review of the brochure."
- "She found the product okay but packaging was a bit impressive — wants to try for a month before prescribing."
- "She liked the product and packaging but confused because she found it a little expensive."
- "He said it's okay — I'll try on patients and will contact directly if interested." (*gave personal number*)

- "She prescribed Nanogrow and 4ZERO1 to a patient — reviews are good — will place order by end of month."

Category 9

Sample stallers :-

1. Maine aapke samples abhi trial ke liye de rakhe hai patients ko - unka response aane pr batata hu
2. Maine aapke samples staff ko diye hai - unka jab review aayega fir bataunga
3. Abhi aapke samples hi nhi try kiye maine
4. samples ka review aane dijiye fir batate hai
5. Aapke saare samples try karke - fir ek baar me order dunga

Hooks : Bina doctor prescription de nhi rhe hai

Aur yeh online bhi dekh liya - khi mil nhi rha product

Aapke doctor se ek baar puch lijiye naa ki woh iska likh denge kya prescription

1. Day pitching

Sir aap kuch bhi mat kijiye - aap bas din ke 2 likhiye - yeh well tested products hai - aap hi mujhe bula lenge - mujhe woh surity hai products par - aur nhi hua toh sir mai yahi hu - payments mai maang nhi rha hu - ho jaega payment

Kuch nhi toh mai wapas le jaunga - but aap mere kehne se yeh bas 2 per day likhiye

Per day 2

Per day 4

Per day 6