

I don't know that I could do this...

I could never do that...

(wish they could or wish they could believe they could)

- Why do you say that?
- What exactly do you feel you couldn't do?
- What is it you are unsure of?
- I don't know if you could either. Are you teachable? Are you motivated? Are you willing to work for what you want? If you are, then I'll help you.

I don't think I would be interested...

- How do you mean?
- What part are you not interested in?
- You mean you wouldn't be interested in making more money?
- Have you ever considered making more money or starting your own business?

My spouse isn't interested...

- Are YOU interested?
- If your spouse chose not to be involved, would you still be interested?
- Would he/she support you if you chose to be involved?
- Let's show him/her the business presentation, so that he/she can make an informed decision

I talked to a few of my friends, and they're not interested...

- Be careful whom you take advice from. I only take counsel from people who are living the way I want to live. Are your friends living the lifestyle that you're striving for?
- Do your friends pay your bills and fund your lifestyle? If they do, take their advice, if they don't, take their counsel as just one opinion and get on with it
- What they think will lead to the level of success that they can create doing what they believe in. If that's ok with you, then listen to their advice.
- What is it that they weren't interested in?
- Does that change your desire to want to achieve your dreams?
- Tell me about your conversation
- Of course not! You haven't been coached properly on how to talk to people about this business yet.