

Lots of objections...

“Bob, if I could resolve all of your concerns, will you enroll?”

or

“Bob, is it that you really don’t have the time or money, or you’re just telling me these things because you’re not interested at all, and you don’t want to hurt my feelings?”

If they say they aren’t interested, ask for a referral, and ask if you can check back with them in a few months and update them on your progress? Do they know of anyone who might be interested in making a change in their lifestyle, get the name and contact information, and politely excuse yourself.

I don’t have time.... I’m too busy... I’m overwhelmed...

- You’re right – you don’t have time! You’re working two jobs, and you’re trying to make ends meet, and you barely have any time with your family as it is, let alone a business project. I know it’s not easy, but would it be worth it to walk away from those jobs, and never have to work for anyone again? Would it be worth prioritizing your time temporarily to achieve that?
- Would it be worth 30 minutes to find out how you could free up some time?

I don’t know enough people....

- Aside from that, is there any other concern you have which would keep you from getting started?
- I understand that you don’t think you know enough people. In fact, I don’t even know if you know enough people to make this work. But I do know that we have a program that can help you, if you really want to focus on the reward of what this business can do for you, instead of all of the things that might get in your way.
- How many people do you think you need to know to make this work?
- If we could show you a way to find enough people, would you want this business to work for you?
- You could have great success with 3 or 4 people who ARE interested. Do you know 3 or 4 people?
- Are you willing to learn how to meet new people?

No Money OR I cant afford it now...(This indicates a lack of belief in their ability to do this)

- If money wasn’t a problem, would you get started right now?
- Why don’t we start your training and you can save up the money to get started?
- If you think this is something you’d like to do, why don’t we show the program to a couple of your friends, and then you can decide