

I'm not a salesperson.. I'm no good at sales...I don't like sales -(means they don't think they have the personality nor do they want to be like, a bad salesperson)

- What are you good at?
- What do you like to do?
- What is it about sales that you don't like or feel that you're not good at?
- Great, that would be your first advantage. Are you willing to learn?

I did something like this before & it doesn't work OR

My neighbor's best friend's son did something like this and it didn't work...

- Really? Tell me about it...
- Yeah, me too. People quit things all the time and make all kinds of excuses to justify their laziness or lack of desire and drive to succeed. You aren't like that, are you?
- Are you the kind of person who can learn new things and follow a system? If you are, we have a proven training system for success, if you have the desire to follow it

If this is so good, why isn't everyone doing it?

- Not everyone takes advantage of opportunity when it knocks. Walt Disney, Henry Ford, J. Paul Getty, and Bill Gates all offered their friends and family the opportunity to work with them, but not everyone did. Why not?
- Not everyone lives a healthy lifestyle, do they? However, we know more about diet and exercise now than ever before. So why is it that more people are obese than ever?
- Do you know anybody who would like to make \$250,000 a year? Then why aren't they doing it? They either don't have a way to do it, or they are committed to Monday Night Football, bowling or skiing, or some other hobby
- The bottom line is that just like these examples I'm sharing with you, you have the opportunity to move forward, and I think that you should do it. But, of course, you get to decide.

I think I've seen this before...

- What exactly did you see?
- What kept you from doing anything?
- Really? Tell me about that...
- I had too, but I never saw it with the professional and profitable approach our team uses in this industry
- You may have seen something like it, but if you saw what we were doing, you would be calling me!