

HANDLING OBJECTIONS

a foundational element to growing a
successful business

THIS IS IT TEAM
YOUR BEST YEAR EVER
VIRTUAL EVENT

UNDERSTAND THIS...

Objections are opportunities

Objections allow you to build genuine relationships

Objections help you grow as a leader

Objections help you educate prospects

Objections allow you to demonstrate your knowledge

Objections allow you to tell your story

OBJECTIONS STEM FROM...

Limited Belief In Themselves – SELF MENTAL BLOCK
&

Limited Belief In Network Marketing – MISUNDERSTANDING

THE WINNING FORMULA

Listen & Ask Questions For Clarity (not to fight)
do not talk over them & watch your tone!

Relate To Them – Empathize or Build Connection / Build Rapport
Stories – Understand & Respect Where You Are & Tell Them A Story

If I could show you how to/the path/roadmap to X... Would you be
interested/willing?

Turn the problem into an opportunity!!

Remember you have the PRO Strategy, the most powerful tool!

I WILL NEVER DO NETWORK MARKETING

Ask Their Story

So why are you so anti NWM? What happened?

Connect With It, Laugh, Ask Questions In Relating Way

“I get it – that sucks... I wasn't sure either. It was the same for me... it was (negative reason) to me but...”

Lean On The THIS IS IT System & Pro Strategy

I found a way to get the best of this / the benefit without all that crap (problem).. can I show you the method / strategy I found? Can I show you the way I found to do it without the problem we both faced?”

I WILL NEVER DO NETWORK MARKETING

Have you ever had a bad date? bad doctor? bad store?
did you stop dating? did you stop seeing doctors? did you stop shopping?

Do you have an iPhone? android? do you have a TV?
did you still buy your phone / TV when you saw the bad reviews, complaints? Did you return when you saw the lawsuits?

I HAVE NO TIME

I started only with my driving time and once kids were asleep

- driving to & from work, kid's school, gym, tennis...
- little bit of time each day gets you close towards time freedom...

I used my lunch breaks every day to start

- I had to eat everyday, so I used that time to connect with people
- call two people per lunch break & connect with them before bed

MAKE SURE YOU ARE NOT TELLING THEM THEY CAN REACH

UNREALISTIC EXPECTATIONS WITH LITTLE TIME

NOT A SALES PERSON

To start, just refer the people to me

I can do the heavy lifting in the beginning! THREE WAY CALLS!

Do you ever recommend a good movie? new restaurant?

Of course you have – this is the same thing but you get paid to talk about this incredible patch that will change their life.

This isn't selling – this is sharing!

This is helping people get better. If you had severe back pain and your friend knew of something that would fix that problem, would you want them to share that with you? Think you could invite a friend to grab a coffee?

The system is duplicatable!

You don't get in this business and have to figure it out on your own. We have the roadmap to success and you are just Copying and Pasting it into your life.

I NEED TO THINK ABOUT IT

What could change in your mind between today and tomorrow?
Is there additional information about the company or patches you need to help answer the question or thoughts you have?

Would getting you on a call with my partner/upline help with making the decision best for you?

I've heard that before and there is almost always something specific on their mind that they need to think about more. Can you share with me what that is or tell me if there are questions I or perhaps my partner/upline can answer?

If you get started, you can share your story about how you wanted to think about it at first. Will be able to share that success story because you took action and made the decision.

FIXING THE NO'S FROM MONTHS AGO

Step 1: SAY HI – Hope all is well text. Let them respond.

Step 2: APOLOGIZE – “Sorry I know I came over to you a bit over the top, probably a bit aggressive/ pushy/ salesy when I got in this business. I know I made you uncomfortable. I didn’t know better, I was just excited and new to this. I didn’t know how to share with you something that was important to me, my health, my family..”

Step 3: SHARE YOUR STORY & PERSONAL PROBLEM (the things that were bothering you & or scaring you) – “I am not even sure if I even told you what was going on in my life that led me to this...”

Step 4: PERSONAL SOLUTION – “I just wanted you to know why I did this. I never shared that with you. So yeah, I would love for you to join, you're my best friend/colleague/ sister/dad/roommate; that would be amazing to do this with you. But if you don't, that's fine, I am okay with that. Our relationship is more important than any business.”

You become relatable and your mistake is now understandable. You built rapport. You have a much better chance to get that NO to a MAYBE or YES!

WRAPPING IT UP...

Listen & Ask Questions For Clarity (not to fight; be genuine)
Do not talk over them or at them & watch your tone!

Relate To Them – Empathize / Build A Connection / Build Rapport

Stories – Understand & Respect Where You Are & Tell Them A Story

If I could show you how to/the path/system/roadmap... Would you?

Go Back To The No's: Feed them your **why** & knowledge to turn them into a YES!

Don't forget the power of going PRO!

Let's Make January The Month of Prosperity – The Month It All Started For You. No problem is too big, just ask yourself, HOW BAD DO I WANT IT? Now go out and catapult your business!