

# Overcoming Objections

COMMON CONCERNS & HESITATIONS	LET THEM KNOW YOU UNDERSTAND WHERE THEY'RE COMING FROM	FIND OUT MORE	PROVIDE ADDITIONAL INFORMATION	GUIDE TO A DECISION
<i>"I have seen some negative press about MONAT."</i>	<i>"This is actually not surprising. Typically, when a new brand disrupts a market, you will see pros as well as perceived cons of the product or brand..."</i>	<i>"What questions do you have about that?"  "Did you also see the clinical study data?"</i>	<i>"I know our 1 million+ VIP customers love our products."</i>	<i>"Is there anything else you want to know, or would you like to see for yourself?"</i>
<i>"I don't really think I can spend the money right now."</i>	<i>"I hear you—and I was in the same boat. I started with the ___ Product Pack and earned that back within a couple of weeks."  "I hear you—and one of my team mates was in a similar situation. She was able to earn back her Product Pack cost and then some within a couple of weeks."</i>	<i>"If money were not an issue, is this something you think you would like to do?" (OR)  "If I could show you how to earn back your initial investment quickly, plus a bit more, what are your thoughts on giving it a try?"</i>	<i>"I know this might surprise you, but many of our Market Partners earn the investment back in their first month."</i>	<i>"What if I help you make a plan to earn back your sign-up cost quickly. Would that help? (wait for an answer). Should we go ahead and get you signed up and started now?"</i>
<i>"I want to think it over / talk to my [significant other] before deciding."</i>	<i>"I totally get that. I needed to give it some thought as well..."  "I totally get that. I wanted to discuss with my [significant other] as well..."  "It's natural to feel a little cautious because you haven't experienced the fun and profit yet."</i>	<i>"I know the questions I personally had to reason out before making my decision... what kinds of questions do you feel you may need more clarification on?"  "Aside from what we've discussed, is there anything else your [significant other] might want to know?"</i>	<i>"The great thing about MONAT is that we offer a 30 money back guarantee—and that includes the Product Packs! The best way to find out if this is a fit for you is to give it a try and see if you like it."</i>	<i>"Take as much time as you need to make your decision. I want it to be a good fit for you and your family. How about we have a few friends over and see what they think? And your [significant other] can meet me and ask questions in person. What are you doing on Saturday? I can come by and show products to your friends."</i>
<i>"I don't know enough people:"</i>	<i>"Believe it or not, I thought that too..."</i>	<i>"The funny thing is most of my customers are not even from my friends &amp; family circle. Can you think of that one person in your network who seems to know everybody? You could start with them!"  "Customers who love their experience give me referrals all the time! And it just started with one person who knew one person... and grew from there..."</i>	<i>"In fact, we even have a VIP referral program that rewards them for giving those referrals."</i>	<i>"If I could show you how to get started with just a few customers and then how to grow through referrals, would you be willing to give it a try?"</i>

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"I am not a salesperson."	<i>That's good because nobody likes to be 'sold' to. The funny thing is that we recommend things to people all the time—restaurants, baby sitters, hair stylist... and making a shampoo recommendation based on a great experience is no different than recommending that new favorite restaurant.</i>	<p>"What was the last thing you can recall recommending or sharing with someone else?"</p> <p>"How did that make you feel knowing that you could potentially help them?"</p>	<i>"Influencers on social media make recommendations all the time. And research has shown that people are more likely to try a new product or service based on someone else's positive experience. That's social proof at work!"</i>	<i>"Does that seem like something you could see yourself doing? (Wait for a response) "What are your thoughts on giving it a try?"</i>
"I am too busy". Or "I don't have the time."	<p><i>"I hear you! My life was packed when I started, and I was concerned about finding the time..."</i></p> <p><i>"It sounds like you interact with a lot of people who could become your customers! It's surprising how many Market Partners have full-time jobs and do this part-time."</i></p>	<i>"Are you thinking that you couldn't do a good job in the time you have, or are you not sure how much time a side hustle like this would take?"</i>	<i>"My sponsor helped me look at my calendar, and we found that we could fit in a few hours a week. This has been enough time for me to earn an extra \$xxx each month!"</i>	<p><i>"Does knowing that you could begin your business with just a few hours a week make you more comfortable with the time commitment?" (wait for response)</i></p> <p><i>"What are your thoughts on giving it a try?"</i></p>

## CLOSING QUESTIONS:

"How soon do you want to get started earning income?"

"What are your thoughts on getting started today?"

"Is there anything else you want to know, or are you just ready to get started?"

"I am so excited to welcome you to the team. Are you ready to get started?"