

Overcoming Objections

- I don't have the time - "Show me how to do this with my schedule"
- Not a salesperson - "Tell me I can really do this"
- I don't have the money - "Convince me I can make my money back"
- I don't like MLM - "Show me how this is different than what I've seen or heard of":

1. What do you mean exactly? (isolate objections and buy time to respond)
2. Obviously you have a good reason for saying that. Do you mind if I ask what it is?
3. Feel, Felt, Found - I understand how you **feel**. Others **felt** the same way, and *this is what they found...*

If I understand you correctly, you really get what's going on here and would love to do it, but...

<i>I don't have time</i>	<p>...You'd need to know you could actually find a way to do it in your already very busy schedule - is that about right?</p> <p>Feel, Felt, Found If, then</p>
<i>I'm not a good salesman</i>	<p>... are afraid you don't have the skills to do it. Is that about right?</p> <p>Don't worry. When people look in the mirror, or sometimes just HEAR about it, it really does sell itself and everyone you know has skin.</p>
<i>I don't have the money</i>	<p>... You're not sure you have the money to invest, is that about right?</p> <p>Knowing you can actually put this on any combination of credit cards, is it that you don't have the money, or are afraid that if you run up your cards, that you won't be able to pay them off?</p> <p>So, if I can show you how we're going to have them paid off within 1 month, you'd feel a lot more comfortable moving forward then?</p> <p>Launch Call/Meeting- Sponsor 4 reps</p>
<i>I don't like MLM/Network Marketing</i>	<p>Obviously you have a good reason for saying that. Do you mind if I ask what that is?</p> <p>Have you had experience in the industry?</p> <p>(Most often what they say is NOT what we do)</p> <p>Did you walk the first time you tried, or did you fall down several times first?</p> <p>If we base our future on others' failures we will never succeed.</p>

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