



Overcoming Objections Scripts:

Most common objections 1 – 10:

1. Objection: "I'm not like you."

"I know you're not like me. I'm not looking for people *like* me. I'm looking for people who are like they are. So is there any reason why we couldn't get you some more detailed facts about (building a business) that could possibly change your life.

Another Spin:

I'm good at what I do because I like who I am. You're going to be good at what you do because you like who you are. Right?!!!

Another Spin:

And I know that you have gifts that you could offer people that I may not have. I don't need you to be like me, I need you to be like you and share you with other people. So is there any reason why you couldn't take one hour to listen to what I have to say?"

ONLY ASK YES Questions and remember to nod your head to a YES response.

2. Objection: "Oh, I don't have any time!"

"Oh, I know you don't have any time. Most of us don't have any time. But, let me just ask you this, if making more money is really something you want to do, what are you going to do to make MORE money?"

Know the FEEL, FELT, FOUND method. "I know how you feel, I felt the same way to, but what I found was.

Another Spin:

I understand how you feel, I was extremely busy when I started my Direct Sales Business and I didn't have time. But what I found was my need for the extra money was more important than some of the other things I was doing with my life and I found the time.

Another Spin:

I don't know how you're going to find the time, but what I know is when you want something bad enough most busy women find the time.

Another Spin:

"I am too busy."

I am a busy person too and that's why I chose you! You see, busy people make the best partners. They are usually the most organized and get things done.

Let me ask you this? If I find out what you need and then explain what we have in my business. If what we have and what you need match up. We will know if our time is worth it. So, let's talk about your time and need?

Another Spin:

"This isn't the right time for me."

I understand how you feel. If someone had asked me at a recruiting event it wouldn't have been the right time for me either because I was thinking about all the circumstances not all the benefits.

3. Objection: "I'm not the sales type."

If you are face to face:

Have a sheet of paper and have her tell you – "Tell me about the 'sales type' is? What do you consider the sales type to be." Whatever she says, you write it down. Like "Pushy" and you ask her – "Did I appear pushy when we met?"

4. Objection: "I don't want to obligate my friends." "I don't know a lot of people".

You don't have to know anyone if I could teach you to market on social media could you learn to meet new people?

You don't have to know anyone if I could teach you how to network face to face could you learn to meet new people?

5. Objection: "I don't have the money."

Just look at her – the thing I love most about what I do I get to help people create residual income so they never have to say I don't have money! How would you feel if you never have to say that again?

Another Spin:

I know how you feel. When will you be ready to start making more money?

6. Objection: "I hate parties."

If you hold traditional home parties in your business OR you may have a Facebook party in a group.

Isn't it great that we have 10 other ways to build your business. It doesn't have to be a party it could be a one on one appointment, On the Go appointments, Trunk Shows, vendor events, strategic marketing using curiosity post. There are many ways other than parties.

7. Objection: "I need to think about it."

You know; if what I've shared interest you, why not give it a try?

Another Spin:

Tell me what's your main hesitation?

Another Spin:

Melissa, I read most people make decisions within 24 to 48 hours. Weather they are purchase a house, car, insurance. If I called you tomorrow would you be ready with yours?

8. Objection: "I knew someone who did it" or "my friend said it's a scam."

It's too bad about your friend, but it's unwise to judge your success or failure by what someone else did.

- **Another Spin:**
 - Your SMART, you should get fully educated about every aspect and make an informed decision for you.
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Another Spin:

If I offered, you an opportunity to get educated first would that be an option?

9. Objection: "I don't believe in the product."

Absolutely no problem. Yes, you want to be a product of the product. But you don't have to use all the products to believe it worked for someone else. If you are in a weight loss business. I don't need to lose weight, but Melissa does. I have proof that Melissa lose 8 pounds and I could use Melissa testimony.

Another Spin:

If I could show you other products that you could fall in love with would that be something, you'd be open to try?

10. Objection: "I already have a full-time job." "I love my job."

I respect your loyalty! You're Smart! I know you probably keep your options open just in case corporate America lets you down. Think about it! NONE OF US ARE IMMUNE to what's going on in the economy. Would you want to get educated just in case?

Another Spin:

I love my career too. Do you think it's possible to love more than one career?