

## 6 Recruiting Objections....

An Objection is a request for more information!!!

From Lesa Allison - 6

3x5 cards to overcome objections....practice like in school!!!

Objection on one side, and questions to ask on the other!!!

### 1. I'm so busy, I really don't have the time

If I could teach you how to make an extra \$100 a week - that is \$400 a month per month, working just 3 hours a week, and eventually double that to \$200 a week, could you find the 3 hours?

Is there any reason why we couldn't get you started today?

### 2. I'm not the sales type

Would you believe that about 90% of the women who start MK are not the sales type !  
yeah -

You know, I believe that pushy people don't do well in MK and I love working with women who are not pushy - if I could teach you how to share this product and let it sell itself, without feeling pushy, would you feel better about doing it?

### 3. I don't really know anyone....

Do you know 1 person who might be a practice face for you?

Great - if I can teach you how to turn that 1 person into all the other faces that you're ever going to need, would you be willing to learn?

Great, is there any reason why we couldn't get you started today...."

### 4. I don't have any money to get started

Gosh, that is exactly why you need to get into this business!

Do you have a CC or know someone who loves you that has a credit card? You know, we have Cadillac Sales Directors who started their business by borrowing \$100 for the starter kit!

If I could show you how to earn \$100 back within 2 weeks could you find someone to help you get started??

## 5. My family requires so much of my time....

*Similar to TOO Busy... but..*

Wouldn't it be great to set a really positive and powerful successful example to your family - is there any reason why we couldn't get you started today so that you could start on that journey.

*After each following objection:*

"Suzie, is there any reason why we couldn't get you started today...."

*(One may be the Husband - see #5b!!!)*

### 5b.. I need to talk to my husband...

Susie, what do you think he'll say? (if he's usually supportive....)

Great, so when he says to do whatever you want, will you be ready to get started, **or do you have more questions for me?**

Great - let's get your paperwork filled out, and then we'll be ready to go, and if he says ABSOLUTELY NOT, then I'll just rip it all up and take care of you as a Preferred Client, okay?

## 6. Not sure that NOW is the right time

(after baby, college, summer, wedding, kids in school.....)

Let me ask you, if you were to do something like MK, what would be the reason?.....

Would it be just to get out of the house, for more money, for something that is just yours, for something different?

*After she answers, say, well, what is your plan for getting that \_\_\_\_\_ (usually more money)?*

Do you have plan B in place? You know, people lose their job every day, what PLAN B do you have in place for that?

Usually have none, so you say,

"Is there any reason why we couldn't just get you going today?"

What if you could just find 3 hours a week.... And truly build something for the future, just 3 hours at a time....