

Overcoming Objections - Guiding to a Decision

COMMON CONCERNS & HESITATIONS	UNDERSTAND & RELATE	FIND OUT MORE	PROVIDE MORE INFORMATION	GUIDE TO A DECISION
<p><i>"I'm super busy." "I don't have the time."</i></p>	<p><i>"My life was packed when I was first considering the business- so I totally get that."</i></p>	<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></p>	<p><i>"My sponsor and I looked at my calendar and we found where I could fit in a few hours a week. This has been enough time to fund my _____!"</i></p>	<p><i>"If I were to help you find a few hours each week, how would you feel about giving it a try?"</i></p>
<p><i>"I don't think I can spend the money right now." (Business)</i></p>	<p><i>"I hear you- I was in a similar situation when I was first offered the business, so I decided to sell some things that I've been meaning to get rid of."</i></p>	<p><i>"If money were not an issue, is this something you think you would like to do?"</i></p>	<p><i>"Something to consider is that many of our Market Partners earn their investment back (and then some) in the first month."</i></p>	<p><i>"If I were to show you how to do that, how would you feel about giving it a try?"</i></p>
<p><i>"I want to think about it."</i></p>	<p><i>"I totally get that- I needed to take a few days to process the information I received too"</i></p> <p><i>"It's natural to feel a little cautious because you haven't experienced the fun and profit yet."</i></p>	<p><i>"Aside from what we've talked about, what other information might you need to know as you're thinking about it?"</i></p>	<p><i>"MONAT offers a 30-day money back guarantee - and that includes Product Packs!"</i></p>	<p><i>"How would you feel about re-connecting this Friday to see if any other questions have come up?"</i></p>
<p><i>"I need to talk to [John/Jane] about it..."</i></p>	<p><i>"I totally get that. I wanted to discuss with my significant other as well..."</i></p>	<p><i>"What questions do you think [John/Jane] will have that I can help answer?"</i></p>	<p><i>"So here's some food for thought: MONAT offers a 30-day money back guarantee - and that includes Product Packs!"</i></p>	<p><i>"How would you feel about re-connecting this Friday to see if any other questions have come up?"</i></p>

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<i>"I don't know enough people."</i>	<i>"Believe it or not, I thought that too. The funny thing is most of my customers are not even from my friends & family circle."</i>	<i>"Can you think of that one person in your network who seems to know everybody? You could start with them!"</i>	<i>"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>"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>
<i>"I am not a salesperson."</i>	<i>"Have you ever shared something you love with others? The funny thing is that we recommend things to people all the time—restaurants, baby sitters, hair stylist... and making a product recommendation based on a great experience is no different than recommending that new favorite restaurant."</i>	<i>"What was the last thing you can recall recommending or sharing with someone else? And how did that make you feel knowing that you could potentially help them?"</i>	<i>"Influencers 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? What are your thoughts on giving it a try?"</i>
<i>"I've seen some negative press about MONAT."</i>	<i>"Every successful brand in the spotlight will have people who aren't fans, but our overwhelming numbers speak for themselves"</i>	<i>"Have you seen our clinical study data?" (and/or) "What questions do you have about what you read/heard?"</i>	<i>"I know our 1 Million + VIP customers are loving our award-winning products, and I am too! My hair/skin has never looked or felt healthier."</i>	<i>"Is there anything else you want to know, or would you like to see for yourself?"</i>
<i>"That seems expensive..."</i>	<i>"I understand, if you're not used to buying premium products, it can seem like a lot at first."</i>	<i>"Out of curiosity, what do you usually spend on personal beauty and wellness?"</i>	<i>"MONAT products may be more cost-effective than you think. Many people say that our products last longer than their bargain brand, probably because our products tend to be more concentrated."</i>	<i>"What do you think about giving it try with our 30 day money back guarantee?"</i>