

OVERCOMING RECRUITING OBJECTIONS

THANK YOU NSD CINDY FOX

"I want to think about it some more."

I am so sorry. What was it I didn't make clear to you? What sounds the most exciting to you about what we talked about? You know, if you are like I was you probably want to think about it because you want to know more. Am I right? Our Success Meetings are fantastic, educational and fun! You will learn so much from them! Also, when you go ahead and order your showcase tonight, I can give you the Career Essentials for you to go ahead and start reading. The Career Essentials are only for those who've ordered their showcase. Is there any reason why we couldn't go ahead and do that today?

"I couldn't sell anything."

I am so glad you said that! I know exactly how you feel. I felt the same way. But I have found that the product really sells itself. All that I do is teach people how to use it correctly. At your facial, Mary, did it look to you like I was teaching and sharing a great product, or did it look like I was "selling"? Wouldn't you agree that the product really sells itself?

"I just don't think I could do it."

"If I could teach you how to do everything I do, could you learn?"

"I'm too shy."

Mary, may I ask you a question? Do you want to be shy for the rest of your life? Then that's the best reason to join MKY! This is the best self-improvement course and self-confidence builder I know of! You could start out doing one to one facials with your friends and family and just ask them their opinion of our product. Then as you feel more confident at what you are doing, I know you'll love doing the skin care classes! Two months from now you will be amazed at how you have grown!

"I want to talk it over with my Husband."

I certainly can understand that! It means so much to have your husband understand the marketing program, because then you are sure to have his support! Tell me this, if he decides for you that this is something you should do, how would you feel about it? Then let's fill out the paperwork, get your check and all done, then I will hold it for a day, until you have had time to talk to him. I'll bet with your charm, you usually can persuade him to your way of thinking, right? OR

I certainly can understand that! Tell me, does he usually support you in whatever you want to do? How would it be if I stop over and give him the facts. He may have questions that you haven't thought of that I could answer for him.

"The time isn't right now. I'll start in..."

You know, Mary, if you wait for the right time to start you will never find every situation in your life perfect. How many times have you driven through town and found all the lights green at the same time? If you wait until the time you think will be better, something will have come up again] I know you would be great and that you would love to try this. You know, it will really save you money to go ahead and start, even if you can't really get busy just now. The tax deductions begin when you order your showcase and you can take advantage of those right away. If you wait it will cost you in tax deductions. Plus while you're waiting you are going to run out of MKY products and continue to have to pay full price for them when you could get them wholesale. Also, remember Mother's Day, Father's Day and Graduation are coming up fast and you could give MKY products for those occasions and it only cost you 112. Why don't you go ahead and order your showcase, start saving that money and when your situation is freer, you can really soar!

"I just moved here and I don't know anyone."

Many of our Consultants were in your same situation when they first began. Now they know more people in their community than others who have lived there for years. If you would like to give this a try, I will promise to train you to work with people you do not know and to find new leads. We have the best training of any company anywhere!

"I don't have the money."

That's one reason we join MKY. You know, anyone can find \$100 if they really want to. Are you really interested in this opportunity? Is the \$100 a real question? Is it the money, or is it fear? (If the money really is it, ask her who does she know that really believes in her and would make her a loan. Or, include the case and the order all in one loan if she can qualify.)

NOTE: If she still can't decide, tell her you will give her 24 hours and you will call her for a decision. (This is a favor to her, as it helps her make a decision and stops her from agonizing and thinking about it for months!)

One more thing:

I have found that if the prospect gives you 2 or more objections and you overcome them, the truth is probably that she is just simply afraid. Learn to say this, **"Other than fear, Mary, what would hold you back from doing this today?"**

Always remember to ask questions and then BE QUIET and let her answer. Also, always look her in the eye when talking to her. Give her your full attention. Smile and nod your head at appropriate times, as you are speaking. This puts her in a "yes" mode, too.