

# **Sales All Objections and How to Overcome Them**

## **Price: "Is it too expensive for me?" Or "I can't afford it right now/lack of money"**

1. The fact you cannot afford it right now is the number 1 reason you need to buy right now. That's Because lack of money is because of lack of skills. You will gain skills and that is what will help you earn money.
2. What is more Expensive - Buying or Not Buying? Cost of Not buying - Staying at the SAME place.
3. If someone in your family is in a medical emergency and the treatment requires urgent money, will you not arrange it? You need to treat your success as urgent. Or else success will not come to you.

## **Time - I don't have time**

1. If you keep doing what you are currently doing, the results will stay the same.
2. Your current bank account figure is a direct reflection of how well you are utilising your time right now. If you keep doing the same things daily as you are doing right now, your results will remain the same.

**Solution** - You need to replace the least important thing that you are doing in your schedule. Everyone has the same 24 hours.

### **Another one:**

1. Look I understand it's a busy time for you. But please tell me is this (online business) something that you have wanted to do for a long time? (Yes).
2. So do you think you will be busy later also? (Yes)

3. Then the only way to do it for the long term is to start in your busy season(right now). Because once we figure out a way to get started in your busy season, you can easily do it in your free season and you will be able to do it for the long term. The main thing is to take the initiative right now

**Another one:**

1. I also used to struggle with the same thing. I also used to say I don't have time to learn new things. My mom/wife got tired of seeing me saying this. She took my phone and showed me how much time I was spending on social media. And showed me how much time I can take out now if I stop wasting time on social media. You can also try the same thing. Just take out 1-2 hours a day and be consistent.

**Need: "Do I really need this?"**

You give everything you need to become successful.

**Quality:**

1. Best Marketing Training
2. Best Customer Support
3. Accountability

Highlight the fact that we are the BEST in everything. And you need all these things to get results.

**Hard to learn?**

It is super easy to learn. Even 6-year-olds can easily understand and learn

**Nothing to Lose**

No risk guarantee. If you don't like it, you can refund.

## **What if it doesn't work for me?**

1. What do you have to lose? But what if it does work for you?
2. You are not even ready to invest for your success? You don't think of yourself to be deserving enough to invest in yourself?
3. If you won't invest in yourself, why will someone else invest in you? You will expect OTHER people to buy your products, or services or maybe give you a promotion or funding, whatever. Any way you want others to invest in you, but you yourself are not ready to invest in yourself.

## **I am scared will it work for me?**

1. The good thing is you are just like every successful person. Every person I have talked to was scared before starting. But the difference between a person who becomes successful and one who does not get results is successful one takes action despite feeling scared. Feeling scared is normal. But taking action even when you are scared is what separates you from people who don't get results.
2. Just last "month/week/" there was a member "Name" who was just like you feeling scared before getting started, but she took action and now getting results. I am excited to see you become successful.

(Basically, you need to comfort them that feeling scared is normal and successful people also feel scared. That will make them feel okay that I am also like them).

## **I am a newbie**

1. Everyone starts as a newbie. If you don't start you will remain a newbie. The key is to start & follow the process.
2. The earlier you start, the earlier you can leave the "newbie" zone

## **How fast can I make money?**

**Solution** - 10 years down the line when all your dreams are fulfilled, is it gonna matter whether it took you 3 months, 6 months, 1 year or maybe more to generate your first results? The key is to get started as soon as possible.

### **Depends on your background & your efforts**

**For example** - Let's say there are 2 people. One is currently 90 KGs and another is 70 KG. Both of them want to hit 60 kg. Both of them go to the same gym and work out with the same trainer. Who do you think will reach 60 KG first?

**Customer:** The second person who is at 70 KG right now

**You:** Why?

**Customer:** Because he is 70 and is close to 60

**You:** Ok what about the first person who is at 90 KG now? Will that person be able to hit 60 KG?

**Customer:** Yes. But it will take more time than the other person.

**You:** Exactly. See we can easily measure weight and that's why it is easy to predict the progress when both of them will hit their target weight. But the most important thing for both of them is to choose the right mentor and be consistent in their efforts. If they do that, they will definitely get results. Do you agree?

**Customer:** YES

**You:** Same is with you. You need to get started as soon as possible and then put in effort consistently. Depending on your current understanding of online work and your background, you may take more or less time than others, but if you remain consistent, then you will definitely get results.

Now just follow the training, implement what is taught to you and be consistent. If you do that, then 200% you will get results. Whether late or early it doesn't matter. My goal is to help you provide consistent results. That you will get. Just to give you a beginner-level time frame.

## **How to get time with a job to learn?**

1. Action-takers do whatever it takes. Remove the least important thing that you are doing from your schedule

Even just 1 hour a day is enough if you are consistent. The point is if you don't replace something in your 24 hours, then nothing will change in your life. To get different results, you need to change something in your daily routine.

2. Imagine a few months/years down the line your online business will far exceed your current full-time income. You need to give time to learn & grow

## **I need to talk to my parents for permission**

Tell them you are investing in your learning. Don't talk about earning money online. They are currently more focused on your learning & education. So if you ask for money for learning/education, they will give it. Surprise them with your earnings in the coming months/years.

## **I need to talk to my partner**

**2 Scenarios here.** We need to confirm from them whether their partner will be **SUPPORTIVE** or **NOT SUPPORTIVE**.

**First Scenario - Supportive:**

**Customer:** I want to speak to my partner

**You:** Sure, what exactly do you want to talk about?

**Customer:** Actually we make all the decisions together

**You:** I am really glad that you have such a wonderful partner. By the way, does your partner know you are struggling to learn about (Pain point) just like you told me?

**Customer:** Yes he/she knows everything

**You:** Is he/she aware that you have been looking for a solution for a long time?

**Customer:** Yes he/she does

**You:** I just want to know is your husband/wife supportive of you doing (Action for Dream Goal)?

**Customer:** Yes he/she is supportive

**You:** And have you shared that (Pain point) means so much to you for your personal growth?

**Customer:** yes

**You:** OK so please tell me this if your partner is well aware that this means so much to you and you have been struggling about this for a long time to find a solution and he/she is supportive.

Then why do you think if you take action without discussing it they might not be happy?

In fact, they will be so happy that finally after so many months/years, you are able to find a solution for (pain points) and they will be super happy for you.

Do you think your husband/wife will say **(use funny tone)** "No I don't want (customer name) to be successful and I don't want you to follow your passion even when I am supportive and I want to see you struggle even when I know you have found a solution after so long?"

**(And laugh about it with the customer)**

**Customer:** I haven't thought of it in this manner, no he/she will be cool with it

**You:** Exactly. I respect you discuss everything with our partner but this is something not new and this is something they already want you to excel in, so just take the action and start right away.

**Second Scenario - Not Supportive:**

**Customer:** I want to speak to my partner

**You:** Sure, what exactly do you want to talk about?

**Customer:** Actually we make all the decisions together

**You:** I am really glad that you have such a wonderful partner. By the way, does your partner know you are struggling to learn about (Pain point) just like you told me?

**Customer:** Yes he/she knows everything **You:** Is he/she aware that you have been looking for a solution for a long time?

**Customer:** Yes he/she does

**You:** I just want to know is your husband/wife supportive of you doing (Action for Dream Goal)?

**Customer:** I am not sure. He/She may not support. Because of XYZ reasons.

**Now in this scenario, you need to prepare them for** - What if your partner says NO? Are you gonna give up on your dream?

If they say they can say no because of "XYZ"... Then discuss that specific "XYZ" problem with them

**Then ask them:**

1. Do you really want to become successful? (YES)

2. Is your partner aware that you really want to be successful?
3. Does he/she know that you are struggling with this and you need this very badly?
4. Then why would they say no to something that's gonna get you out of this struggle?
5. Won't they be happy if you make a decision today for your success?

**If they insist on talking to a partner. You teach them to tell this to their partner:**

1. Don't ask for permission. Ask them for support.
2. Tell them you have finally found a community that provides you with everything you need to fulfil your dreams and that you really want to do this
3. And I am just looking for your full support when I am starting with this. Tell them if you don't support me now, and 5 years down the line I am still living a miserable life, when I know I can do better, it will not be good for our relationship also. Plus there will be so many people just like me who are getting started now and becoming successful, and all I will be doing is watching their online results. That time I will feel bad about you also because you didn't support me when I needed it the most
4. I am just looking for your full support.

**I want discount**

1. Ask them how much discount you are looking for. Get a figure from them. Let's say 10%.
2. Tell them we don't have any policy for discounts. But are you gonna give up on your dream just because of the simple 10%?



3. Just Rs 10% will stop you from going after all the dreams you just shared with me?

**Solution** - Remember they are already ready to pay 90% amount. So now you don't need to sell them 100%. You only need to sell them the remaining 10% (the discount they are asking). Connect that discounted amount with their dreams and close them.

## **I need to think about it/I need more time**

Awesome. Most people say this. So what part of it is that you wanna think about?

### **Another one:**

Hey listen it doesn't take time to take decisions. It needs information to make decisions. The problem is we think the longer we wait, the more information we are gonna have. But I am the only source of information that you have to make this decision. So what are your main concerns?

## **Price comparison with other companies. They are selling for less.**

1. Who would you buy from if the price was the same? From us or them?

2. They will answer - From you because they are talking to you.

3. Ask them why. Why would you buy from us and why would you not buy from them?

4. They will tell you the amazing differences why they want to buy from you. Then state back to them that just because of the small price gap you are gonna give up on these amazing differences that's gonna give you so much value?