

Overcoming Objections and Answering Questions

(Name) is it that you are really serious about **(List there wants and needs and goals and dreams here)** or are you just telling me that you need to **think it over** because your not serious about that at all or is it that you just can't say no and don't want to hurt my feelings?

Is it really that **you have not had a chance to look at the site** and that you are serious about **(List there wants and needs and goals and dreams here)** or are you just telling me that you have not had time to look at it because your not interested and you don't want to hurt my feelings? Well, I don't usually do this, but if you are really serious. I am willing to give you a second chance and have an appointment open in an hour. Look at the site right now and I will call you in one hour.

Is it really that **you don't have money** and that you are serious about **(List their dreams making a lot of money and having a lot of fun or** and you really want to get started or is it that you just can't say no and don't want to hurt my feelings. Dani Johnson at age 21 had only \$2.03 to her name and was so serious about changing her life that she went our and borrowed \$4000 to get her business going and she ended up making \$6500 her first month, \$250,000 her first year and over \$1 million by the age of 23 in this industry. So how serious are you about **List their dreams....** Let's see how you can come up with the money to get you started.

Is it really that you **consult your spouse** on all decisions and that you are serious about **List their dreams making a lot of money and having a lot of fun or** and you really want to get started or is it that you just can't say no and don't want to hurt my feelings.

Is it really that **you don't have time** and that you are serious about **List their dreams making a lot of money and having a lot of fun or** and you really want to get started or is it that you just can't say no and don't want to hurt my feelings. This is a great business for busy people, I know an attorney who had five law offices and was working all the time. He just started working an extra 5 hours a week and within a short period of time he was able to replace his income and get more free time. (John Gardner)

Questions (AFTER READING ONE OF THE ABOVE)

Ok, it sounds like you have some questions, what is your first question? I'm taking notes. Your second question is? (Listen) Great question (name). What is your third question? OK and what's your fourth question? OK All right... any more questions? OK Great question...in fact I had the same kind of question myself

Ok, Annie, if I can answer all your questions and you are fully satisfied and you feel really good about the answers, are you ready to go ahead and get started right away so that you can **(list their wants and needs and goals and dreams)**

(Name), I don't want to waste your time and I certainly don't want to waste mine, so I just need to know if it is worth it for me to answer your questions here.

So if I can answer them and you are fully satisfied and feel really good with those answers that your ready to get started so that you can (wants and needs) Pause for answer. Ok awesome.

Ok question number 1, you have that pen and paper handy right? Pause. Awesome

Question # 1 is: (insert question and answer)

Does that answer your first question to your full satisfaction?

Question #2 is: (insert question and answer)

Does that answer your second question?

Third question (Insert question and answer)

Does that answer your third question? OK

Question #4 is (insert question and answer)

How do you market the product, that is a great question. Do you know what we have a lot of different ways that you can market the product. Some people do a little bit of advertising to market the product. We have a lot of people right now that have responded to an advertising campaign of people looking for a home-based business and quite typically when people have taken a look at Pre-Paid Legal they find that the services are needed and want the service for themselves, so that is one of the ways that we market the product. There are some other people who market our services to small businesses and even as employee benefits to companies.

If they ask are there other ways then answer this...

There are many ways to market our services and you would be amazed at how creative some people get. As I said there are advertising venues there are word of mouth venues, Does that make sense?

How do you make money? Awesome question. There are three ways to make money with Pre-Paid Legal. First, every time you get someone to try the service, you'll get paid \$103. Think about that; you protect just 5 families a week that is over \$500 a week, \$2000 a month \$24,000 a year added to your family's income.

Second, we also receive override income when we help others start a business and train them to market memberships. You know how you pay your car insurance every month and the insurance agent gets paid, his broker gets paid, the regional manager and the district manager all get paid. They get paid because they help that agent. We do the same thing and the overrides are between \$30 and over \$100 on every membership marketed in your team.

The third way we get paid is residual compensation. You see we get a 1-year advance on our earning for each membership and the customer keeps the service year after year. The company pays residual compensation month after month on your personal sales and team sales for as long as they stay in effect.

So, how much money would you like to earn this week? _____. So lets break it down at the basic level. For example... lets say that here you are in a Fast Start associate and lets say that through an advertising campaign you wind up bringing in Bob. When Bob purchases the membership you receive \$103 in income. After you market 3 memberships you receive a raise and a promotion to Sr Associate which pays \$138. Now Bob through an advertising campaign through interviews and a lot of on the job training he brings on Sue in California. Sue purchases the membership and Bob makes \$103. You get paid an override of the difference of about \$34. You did not even talk to Sue. Does that make sense? So basically you will receive an override for every membership that Sue markets you will receive an override for that.

You will move up through the compensation plan by personal production or building a team and helping other to over \$250 per combination sale.

Ok, so there are three basic ways that you are for you to be able to make a substantial income right away; not to mention the fact that there are bonuses available and for someone like yourself that has a nice goal of making \$500 your first week you would get incredible amounts of recognition. Does that make sense?

How do you get started? That's very simple all we need to do is get your contact information and how you want to take care of your associate position.

Starting tomorrow we will begin your training, I have some homework that you are going to do tonight and tomorrow we begin working together right away. We have our advertising campaign running and basically we are going to do some on the job training. I by the way was reading a script to you today. I basically read a script and brought you to the information and then I have been trained to answer some questions about it so how you get started is let's get you enrolled and then

tomorrow we begin your on the job training and start working immediately for you to be able to make \$_____ your first week.

Do you have to talk to your friends and family? That's a great question, you know there is a lot of people that choose not to do that and we are a professional business home based business so you don't have to worry about doing that; unless of course that you feel so compelled that this is important to protect them, then that is up to you. You don't necessarily have to go in that direction if you didn't want to. You said you wanted to talk to your friends and family or you don't. If no, it's not a problem. Then you would position yourself where you would be part of an advertising campaign. Great there are 1000's of people looking everyday for a home based business. Do you feel like you could do some interviews with people who are looking for a home-based business just like you?
OK

Question # Does that answer your 4th question?

Question # 5 **Is this AMWAY?**

No, and I don't know that much about Amway and what do you mean by that? **Let them talk** Why do you say that? **Listen** Ok so your understanding of that is? **Let them talk.**

As I said we run advertising campaigns and we are a professional home-based business. We are very similar to the insurance model and are an insurance based product in 14 states. The main thrust of what we do is this you interview people who are looking for a home-based business to really determine the ones that we would rather work with a home based business such as Pre-Paid Legal Services offers and those that choose the division of just marketing our services and they make that decision to build a team and you receive an override of all the business that they write in their local community or abroad and also for those that you decide are qualified, once you have the training to determine that, that are really determined about setting up a home based business and because of the fact that you did get them started and you did train them...then our company rewards you for their success as well

Does that answer your 5th question?

Ok Awesome, Welcome aboard... let's go ahead and get you enrolled.

Can you be online and on the phone at the same time?

If yes, go online and walk the through the enrollment. Start with the membership and then complete the associate agreement