



DREAM TEAM

SCRIPTS FOR OVERCOMING OBJECTIONS

RELIEVE ANY PRESSURE:

This may or may not be for you.

THREE WAY CALL OBJECTION:

Do you know what? I just always believe that it makes sense for good people to meet.

TIGHT ON MONEY:

I understand that you have budgetary issues. I believe that all good business is referral business. Would you just watch the video in case you know someone who this may be for?

DON'T HAVE TIME:

I totally appreciate that this may be the wrong time in your life but what I would really love is for you to just take a look at what I'm doing because if your situation changes I want to be the first phone call you make.

SAYING NO:

Option 1: I just want you to be crystal clear on what you're saying no to. If you review the information and it's not for you, I totally understand. Just really want you to be crystal clear on what you are saying no to.

Option 2: Totally understand this isn't for you, but let me ask you a question: Who do you know that I should know? I'm looking for someone who is ambitious, entrepreneurial minded, wants more out of life and likes making money.

NOT INTERESTED:

Totally understand. I just believe that knowledge and good information is never a disadvantage. What I'd love to do is: (pick one below)

1. At least have you review the video
2. Meet the person (3 way call)
3. Review the presentation
4. If it's for you great, if not totally cool