

5 MOST COMMON OBJECTIONS IN NETWORK MARKETING

Below is the most important strategy used to answer the prospects' objections DURING YOUR PRESENTATION.

There will be times when you need to answer the objections directly. Experts say objections are often a way for your contact to "protect" their interests so your objective is to make them feel comfortable. Always validate what the prospect is saying and feeling. Never take offense to their questions/objections.

One great way to validate their feeling/objections is to share stories of people who have been in the "same boat."

The one characteristic that is most important is your POSTURE. Having a strong, unwavering belief in Mannatech products and opportunity will go a long way to moving forward with your contact.

1. I'M SO BUSY, I DON'T HAVE TIME.

"I understand how you feel. I felt the same way when I got started. Most people who start a home-based business with Mannatech work full-time and, thus, they work the business part-time. Even part-time, anyone who is coachable can build a great business. Your coach/upline will train you in the "Mannatech Success System".

2. I DON'T HAVE THE MONEY TO GET STARTED.

"I can appreciate that. Many people are faced with the same dilemma. Our plan can fix that problem. We have people who were really excited about getting started and held a garage sale to earn the money! So, let me ask you this, "What if we could teach you a simple system to make your initial investment back in one month?" (Share the pod system.)

3. I'M NOT A SALESPERSON.

"Great! I'm not looking for a salesperson. I am building a great business because I am passionate about helping people both with their finances and with their health. We're looking for passionate people like us who enjoy helping others. I can see that you have doubts but when you join our team, you will have the training you need to be successful. Believe me, if I didn't think you'd be successful, we wouldn't be talking!"

4. I DON'T KNOW ANYBODY.

"We have many people who start thinking they don't know anyone. Through our coaching and training system, we will teach you how to build a list of people to talk to. For example, if you were planning a party in your neighborhood, you could probably put a party list together, right? This is not that much different. What I love about this business is that it isn't necessarily who you know but often times it's who they know! We'll teach you the tools on how to open the door to people."

5. IS THIS A PYRAMID/PYRAMID SCHEME? (What's important here is your posture...answer in a relaxed, confident tone.)

"What do you mean by a pyramid? Pyramids are illegal. With pyramids, there is no exchange of goods or services, no value. In addition, we are a publicly held corporation and are transparent to the community. We have a strong and loyal customer base. To date, we have sold over \$2 billion of our top product worldwide. Let's get back to talking about whether or not this business is a good fit for you.