

# **BONUS SAMPLE SCRIPTS**

for 21 Common Objections in Network Marketing

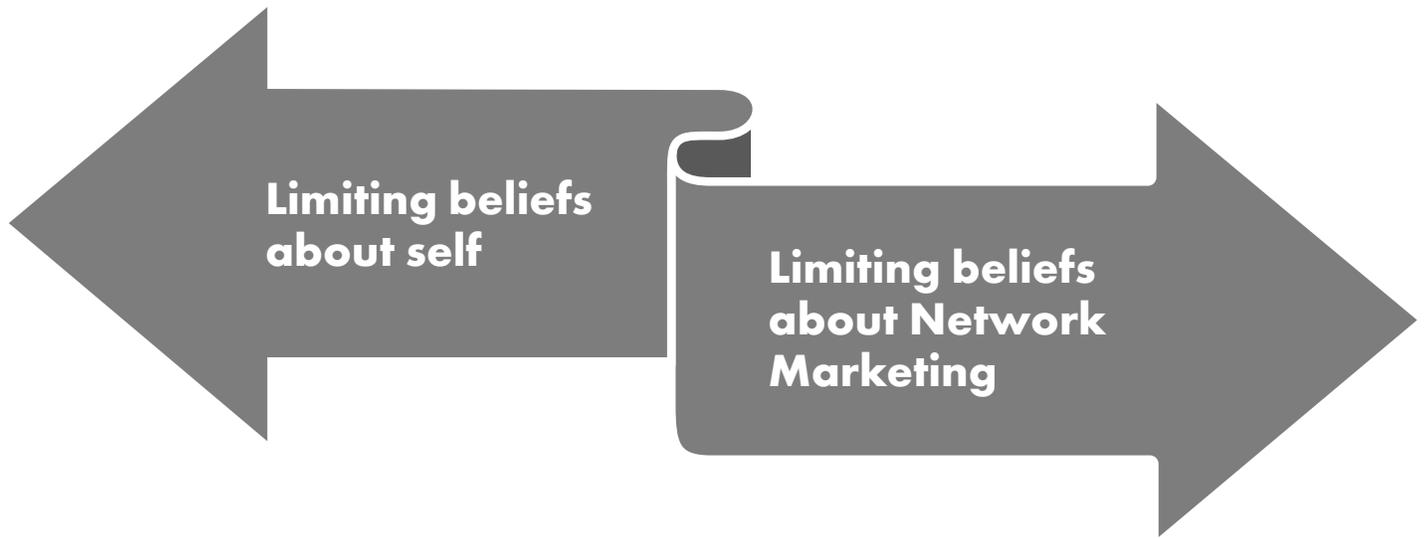
**MASTERING**

**OBJECTIONS**

**IN NETWORK MARKETING**

**WORKBOOK**

# THERE ARE ONLY TWO TYPES OF OBJECTIONS



**When faced with an objection from a prospect, think about whether their limiting belief is about themselves or Network Marketing.**

## **Keys to Addressing Objections**

- Build rapport first. Find commonalities. Mention the person who referred you to them. Talk about family.
- Find out why they're interested in looking at new opportunities. What are their pain points?
- Use your own personality and style when responding.
- Be genuine. Care about their circumstance.
- Listen. Know when to stop talking and let them talk. Give them time to process.
- Avoid being confrontational.
- Come from a Servant Leader position. You're there to serve them.
- Always remember that the four steps to handling objections (*Listen, Relate, Tell Stories, Ask the Questions*) will take you where you want to go when mastering objections.













































# MASTERING OBJECTIONS IN NETWORK MARKETING

