

Positive response first. Then work your way down

1. Ask the Smoke Out question: "What do you need to see or hear to be able to move forward NOW with our program?"
2. Based on the prospect's response, answer their questions, address concerns & objections.

E. Use 3-Way calls to help move prospects to the next level.

1. Set up 3-way calls with a strategy and give "*person validating*" information on the prospect

F. Alternate of Choice: never ask an open ended question such as – When can you watch the video?

1. Always give the prospect two alternatives, both of which work for you.

Example: Can you watch the video now? No. Ask, "Would later tonight or tomorrow evening BE BETTER FOR YOU?"

G. Determine the Final Objection:

1. **Smoke out question:** "What do you need to see to move forward NOW with our program?"
(Listen)

H. Four basic objections:

1. Money
2. Time
3. Can't Sell
4. Don't Know Anyone

I. Answer the objections: Feel, Felt, Found:

I can appreciate how you feel.

I (Many others) have felt the same way.

But, after _____ I (we) found_____.

If I could show you a way get started in your business,

1. Get your investment back within 60 to 90 days, could we move on right now?
2. You can devote 10 to 15 hours a week and achieve success
3. A non-sales type can master our training program
4. To build your business without knowing a lot of people.

Move/Invite to the final event or to a One-On-One

If you will join us in this business, and be teachable and coachable, I will commit to train you and stick with you until you get your investment back get your business up and running.

Work the numbers: The more people you touch in the last days of the month, the greater your possibility for creating a check, sponsoring a distributor, and setting up for even greater success next month.

The Twelve Universal Laws of Success by Herbert Harris is available at: www.12uls.com .