

## **Booking Objections**

**Objection: I'm re-doing my kitchen.** Oh how exciting!!! Then you are definitely going to want everyone to see it. Let's wait until it is done and schedule a show then. Do you think March or April will be better?

**Objection: I work an odd-schedule.** Oh, ok...how far in advance do you know your schedule? Do you know if you are working this coming Saturday? Because we really only need a few days to get the word out by email or text to let your friends and family know you are having a jewelry show. You're not working this Saturday? That gives us 6 days! Do you want morning from 10-12 or 1-3?

**Objection: I don't wear jewelry.** Well what a sweet friend you are to come to a jewelry show, when jewelry isn't your thing! Thank you so much! What do you think about having a jewelry show and use the free jewelry you would get gifts throughout the year? I would love to honor you for your generosity, and I know your friends would appreciate it. Do you want to schedule one right away, or would you prefer to wait until February?

**Objection: Let me check with my friends and I'll let you know.** That's exactly what most people think when scheduling a show, but from my experience, it doesn't matter what day you pick, it seems there are always conflicts, right? Why don't we just pick a date that fits *your* schedule? Do you want to get on my calendar for the end of January, or do you prefer to wait until February?

**Objection: I don't have my schedule with me, can you call me next week?** Of course, I will be happy to. Let me just ask you this. Are you thinking about a weekday or a weekend? Oh, it needs to be Thursday? Ok, are you thinking about scheduling it around a pay day? So if you get paid on the 10<sup>th</sup> and the 24<sup>th</sup>, then it's probably good to schedule it on the 9<sup>th</sup> or the 23<sup>rd</sup>. Why don't we do the 9<sup>th</sup>, and I'll sell off the table for those that want to purchase something for Valentine's Day.

## **Hearing about Premier Objections**

**Objection: "I don't have the time."** So you are concerned about the time involved to do Premier, tell me about that.

At that point, they will have the opportunity to talk about their schedule or even that in a few months their schedule will be better. You can say, I completely understand. How about if we meet for coffee this week and I give you the whole scoop – if it turns out that you can build a business without affecting your present job and activities, would you give this any consideration?

**Objection: “I could never do what you do!”** Tell me about that. **I’m not a sales person. I’m not outgoing.** I used to think that too! The nice thing about Premier is that you don’t have to be a good sales person to be successful. The jewelry sells itself! If I was able to line up all the jewelry ladies in Premier right now, you would see all kinds of personalities. You don’t have to be like someone else to be successful – just be yourself and have fun! What are you doing this Wednesday – wanna meet for coffee and just talk about it?

**Objection: “I want to think about it.”** Or **“I want to ask my husband about it.”** Say, “Of course you want to think about it. Tell me what you’ll be thinking about!” Or “Of course you want to talk to your husband! What do you think he’ll say?”

**Objection: “I don’t have the money.”** I understand, I really didn’t think I did either. Let me show you how fast the investment is made back. If you have the money would you get into Premier? Listen...

### Close

To really succeed:

1. You have to believe that what you have to offer is really a good deal!
2. Believe that women would love to get together with her friends and get free jewelry or you won’t book.
3. Believe that someone can make extra money by showing the jewelry or you won’t sponsor.
4. Believe in yourself, Premier and that what you have to offer will add joy and hope to others. I’m living proof of that...aren’t you?