

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...