

## Follow-Up Call - Overcoming Objections

Follow Up Call "Overcoming Objections & Starting Their Business

By Steve Thompson

Asking positive questions brings positive results!

You must listen to your prospect if you are going to solve their needs!

People like to belong and they need to be wanted! If you are sincere in your desire to help them, they will be more likely to join!

Remember to center on: We! Us! You! Together! What you want is a TEAM member and a Partner.

You are not selling; you are guiding people as they strive to improve their own lives, through their own desires and achievements! Give them the Opportunity!

Ask the prospect to tell you what they liked best in the Online Tour/Business Presentation!

- Listen for their answer, as they will open the window of opportunity!
- Agree with what the prospect says and restate it in a positive statement about your business!

Ask the prospect what else they saw that they liked!

- Listen to what they say, as it will let you know what they want!
- Give the prospect time to formulate their ideas and express their Positive Thoughts!
- Again, agree with prospect and restate how your business will meet their stated desires!

Restate, briefly, their statements and tell them that you really look forward to helping them work toward their goals. Ask, "If we can make this work for you, are you ready to get started?"

- If they offer another objection, listen and then ask, "If you and I can find the answer to \_\_\_\_\_, are you ready to

give this a try, together?â€•

As this point it is time to sign them up, but without pressure! Assume a positive answer and tell them you are really looking forward to building this business together, and with very little risk! Help them launch their business on your website!

Example: What did you see that you like the best?

- I liked Making Money!
- I like Saving Money on Services!
- I like Sharing my good fortune with my Friends and Family!

Thatâ€™s exactly what got my attention when I first saw the presentation. This is the greatest financial opportunity! What else did you see that you liked?

- I liked not selling any stuff, just helping other people!

You know, that is the best part! Everybody already uses our products and service, and itâ€™s great that you and I get to build our success by helping other people improve their lives and achieve personal success!

Working together, you and I can help a lot of people and we donâ€™t have to sell them things that they donâ€™t want! It will be great to have fun making money together! If we can make this work for you, are you ready to get started?

- Maybe, but I need to think about it.

Great, then let me show you how simple it will be to get started. If you are not ready to start, then we just wonâ€™t complete the process! What name do you want on your checks?

- (Complete a paper application.)

We can do this together. Would you like to begin right now? With you and me doing this together, there is very little risk! Letâ€™s get your business started, now!

## Follow Up Call Script

Hi \_\_\_\_\_ (Their Name) \_\_\_\_\_, this is \_\_\_\_\_ (Your Name) \_\_\_\_\_, with (COMPANY). We spoke on \_\_\_\_ (Date of Last Contact) \_\_\_\_\_. You sounded like you were very interested in our Business, and may have the attributes I am looking for in a working partner. Did you take the Online Tour?

If No: \_\_\_\_\_ (Their Name) +