
OBJECTIONS

- Many objections are not truly an objection at all. Remember, ask questions to get to the bottom of their thinking.
- 92% of people give up asking after receiving 4 “NOs”, but 60% of the people say YES when asked a 5th time.
- 80% of all representatives don’t make it through the 1st year because they fail to make enough connections with people.
- 85% of interactions between reps and buyer end without asking for a buying decision – ask for the order, Go For No!
- If you are getting the same objection over and over, check your belief. We attract what we think, make sure your belief is rock solid.
- Be patient and persistent. Many people will say no many times and then yes later.
- Don’t convince people. Determine if they have a need. Are they ready to do something?
- Use Feel, Felt, Found if you get an objection.
- “I understand how you feel, I felt the same but I found _____.”
- Don’t be defensive – smile and take a deep breath.

COMMON OBJECTIONS ABOUT THE PRODUCT AND RESPONSES:

It costs too much, or I can’t afford it

I understand how you feel, I felt that way. Here’s what I have found... \$2.38 a day for the Juice Plus+ Trio which is 30 fruits and veggies is less than I spend for a cup of coffee. And if I go in the produce section and spend \$2.38 I might walk out with 2 organic apples. I’d love to show you a way to pay for your product and maybe even make an extra \$500 a month, would you be open to learning more?

I already eat healthy (or I eat enough fruits and vegetables)

That’s wonderful! I felt that way too and I realized I wasn’t eating 7-13 servings of fruits and vegetables daily and I’m so thankful for this added nutrition! It has made a huge difference in my health! I thought feeling tired in the afternoon and not sleeping well was normal but now I realize I needed more! Can I send you a video so you can hear from a doctor about the power of Juice Plus+?

I’m impressed! How do you do it? Tell me more about what you are getting into your diet? I would love your help in teaching others to do the same! So nice to talk to someone who values food and what we are feeding our families, you will really enjoy and appreciate this information.

I will have to ask my doctor if I can take it

I love how my friend, Dr. Jan Roberto, Family Practice doctor says to ask your doctor if you can eat a giant salad bar everyday because that’s what its like taking Juice Plus everyday :)

Who’s your doc and how long have you gone to them? Tell me about the nutritional advice that he/she has given to you? What type of foods do they encourage you to eat? What do you think their response would be about consuming more fruits and veggies?