
OVERCOMING 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?

OVERCOMING OBJECTIONS CONTINUED

I already take _____ (different vitamin/supplements, etc) / I'm happy with _____.

I understand how you feel, I felt that way. I have learned that we should get our vitamins from food. I love that JP+ has a food label, it also has the NSF Certification – a third party validating that what is on the label is in JP+ and NSF also stringently tests for contaminants, mold, bacteria, heavy metals to be sure those aren't in JP+. There are also 38+ medical studies on JP+ that have been done all over the world for over 20 years.

Is there clinical research on the vitamins you're taking?

I just don't believe it! How can they get all of those fruits and veggies in a capsule?

So amazing isn't it? I never realized that fruits and vegetables were so full of water. It's like the human body. If you were to dehydrate me, I would fit in a cup – same with F&V. If I can show you the 20 years of gold standard medical research that has been conducted on people eating JP+ would you like to take a closer look?

It sounds good but I will have to talk to my husband (spouse).

That's a great idea. When my husband heard from a doctor about JP+ he was really excited. Can I share a video with your husband?

I think I'll just try eating right first.

That's GREAT! I was so excited to learn that we need to eat 7-13 servings a fruits and vegetables a day. How many do you think you can get in your diet everyday? How many do you think your kids will eat? (Bring up the Family Health Study)

I hate taking pills.

If I can teach you a way of getting your JP+ without swallowing the capsule, would that help? Would you want to look at our chewable option? I know a lot of people who open the capsules into their morning smoothies.

COMMON OBJECTIONS ABOUT THE BUSINESS AND RESPONSES:

I found negative information on the Internet.

Tell me, what did you find? Do you know what the source was? Have you googled the credibility of the source? How do you think the source compares with the 38 credible medical research institutes that have studied Juice Plus+? I would love for you to talk with my friend _____. (Set up 3-way Call)

I don't know enough people.

Who do you know that could benefit from more fruits and veggies?

How many facebook/address book/phone contacts do you have?

Do you have friends that might get excited about sharing this information and work with you?

OVERCOMING OBJECTIONS CONTINUED

I'm introverted and hate to talk in front of people.

What if there were tools you could plug into that shares the education?

How would you feel if we partnered and I initially did most of the talking?

What are your strengths that you think would be good for this business?

Is this an MLM?

Why do you ask? (Some people are looking for a home based business)

Here are some reasons why are we NOT a Pyramid Scheme:

1. Pyramids are illegal. The JP+ Company was founded in 1970 and is quickly approaching half a century of providing solutions to some of the greatest needs facing families.
2. It is only \$52 to join our Juice Plus+ business. No large fee to join and none of this fee is paid to the upline sponsors.
3. The primary income of a JP+ representative is earned by sharing JP+ products with people and teaching others to do the same. They don't earn income for merely signing people up as representatives. We have a solid company that pays people based on the sales of products from yourself and the team you build underneath you. This is a great way to create a residual income. Take real estate brokers for example. They bring on agents, and in turn get paid on every sale of a home within the brokerage. The same applies to our business; it's literally the exact same concept, the only difference is it goes multiple levels. Since JP+ products are consumable this creates exponential, residual income, which is continuing income past the point of sale.
4. We have the most powerful whole foods nutritional product exchanging hands. We have products that families need and we build legitimate customer bases. Over 85% of products that ship from the JP+ company go straight to customers so we are not a "buyers club". A "buyers club" type of company strongly recommends that everyone signs up as a rep to get the best price for the product. Buyers clubs often require reps to meet a quota each month or they don't get paid. This is not true of the JP+ Company. This gives us so much credibility in this network marketing arena.
5. Any representative of the JP+ company can advance both in title and pay past the level of their upline sponsors or NMDs.

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. Work with your sponsor to strengthen your belief.