

Did you say "Objections?"

Yes that's right!

Believe it or not, as much as we LOVE everything LGN Prosperity has to offer, and we can't imagine why ANYONE would give you any objections as to why they shouldn't join...

Guess what? It DOES happen!

Here's your solution...

Simply use these scripts when ever you are faced with the dreaded "Objection"!

By the way, these are the EXACT SAME scripts that I used to create 14 signups within my very first day in the business!

Enjoy!

Answering Objections IS FUN!

That's right! Having objections is a good thing... it simply means your prospect is engaging you with their thoughts!

Here's the WORST-CASE scenario, let's say you've been going back and forth with a prospect, as a LAST resort, you could always close them with:

"Well since you enjoyed the movie, you probably are curious about the product, let's have you try the product out for \$19.99." (One sale will pay you for your time!)

The Most Common Objections & Stalls That Turn Into More Money In Your Bank Account !

"How much is this?" (Stall)

"It's not about spending money, it's about making money. You're looking to create some extra income for yourself, right?" (Then proceed to continue on with the [PHONE SCRIPT](#).)

"I'm not sure if I could afford it." (Stall)

"It doesn't cost anything to check it out." (Then proceed to continue on with the [PHONE SCRIPT](#).)

"I don't have the money."

"That's the best part about what we have for you. We've designed it so anybody could afford to join!"

(If they can't afford \$299):

"How does that make you feel?"

"Imagine what it would feel like when you have a bank account that allows you to never have to say those words again, 'I can't afford it'. Now how would THAT feel?"

FEEL, FELT, FOUND: (Share Personal Story)

"I know how you feel, I felt the same way. However back when I was looking to join, what I found was that if I could just find a way to come up with the money, I'd change my financial picture forever. I had to sell some things in order to generate cash for this business. And now here I am, enjoying that decision I made so long ago."

"What is this all about?"
"How does the system work?"
"What are the products?"
"How would I make money?"
"What do I get?"
(Stalls)

"What this is about is all about **YOU**. You'll receive the EXACT same website system that you see now, however it will be personalized with YOUR information!

Your system promotes digital informational success products (like audios, e-books & VIDEOS) and they've been improving people's lives for the better. And every time a handful of customers purchases from your website, you'll earn \$777...EVERY TIME.

The team training and system will show you exactly how your website system can help you make sales! You'll be able to start earning that \$_____ per month! (Use the monthly dollar amount that your prospect mentioned in the first part of this [PHONE SCRIPT](#)).

If you started earning that (amount), how would that make you feel? (Listen)

So go ahead and watch the movie and attend the call!

"How much are you making?"

"It's not how much I'm making, but how much YOU can or want to make. I've been working the system and I know that I could get to a success rate of 1 sale per day in the near future."
(Then proceed to continue on with the script.)

"My sponsor/Team Trainer/Team Leader/Mentor and Coach is generating 5-figures a month, would you like to speak with her/him?"

"How long have you been in this business?"

Answer honestly. If you are new, don't be afraid to tell them. Just introduce them to your sponsor or one of the leaders.

"My business partner has been in this business for over a year and 6 months now, and he just started training me recently. Would you like to speak with him? (Proceed to continue on with the script.) (Exchange Contact Information, Send them to a site, Set an appointment)

"I don't like to sell."

"That's great _____, because this is not a selling business. This is a coaching business. It's about working with a team to help inspire others and create success in others.

"Here's the best part...with our system, you don't have to do any selling (if you don't want to) that is why we have a duplicatable system in place." (GAP)

"My friend told me these never work."

"Really? How much does your friend make?" OR "Do they have a high salary?" (If they respond with a decent dollar figure – usually not – then say:

"Great! And do they work for themselves, or are they still slaving away making someone else rich?"

"Is this a pyramid thing?"

1) "Oh wait, is that what you're looking for?" and WHATEVER they respond, say:

"This is an internet-driven information business and you'll earn \$777 every time a handful of people purchase or become a member from your website."

2) "I know how you feel, I felt the same way, but what I found was that pyramids are illegal, and our system would not have operated successfully in the public eye for over 3 1/2 years now if it wasn't the most legal and ethical business you'll find.

Do you follow me?"

3) "So if I hear you; you are against the concept of the person way at the top making the most money, right?"

"Where do you work? Your company is structured with an Owner and CEO, Middle Management, and Employees. The Owner and CEO of your company makes more money than the employees. Isn't that right? Isn't that a pyramid structure?"

"See, unlike your company, with our business you actually have the opportunity to make more money than the owner of the company.

Do you follow me?"

"Can you guarantee me that I'll make money?"

"What I CAN guarantee is that if you keep doing what you've been doing over the past 5 years, you'll likely stay where you are today and five years from now... is that where you really want to be?"

"How long has the company been around?"

"We've been around for over 2 1/2 years now, and the company is growing DAILY!"

"How much money can I make?"

"Similar to starting a weight-loss program or exercise regimen... your results completely depend on you! The more coachable and productive you are, the more money you could potentially earn!"
[Edify Leader income...]

"What kind of marketing will I be doing?"

"Every form of marketing works and this is YOUR business, so it's completely up to you as to what kind of marketing you choose to use to grow your business.

"We'll give you all the necessary tools, resources and training that you need for the various types of marketing that's out there - so the best part is that you could choose to start small... or you could go all out and try everything! It's up to you!"

"What kind of marketing do you have in place?"

"We have extremely powerful magazine co-ops that are targeted to folks who are actively looking to join a home-based business! We also have specially designed tools and postcards that really get a prospect's attention.

"But one of the most powerful marketing resources that we have are systems that literally do the marketing for you, and send extremely interested prospects right to your website in real-time. You could literally have 20, 50 to over 100 live prospects on your website system in one day!"
(Redirected Lead Sources)

"What kind of training is there?"

"We have daily training webinars with the leaders of the company that is highly interactive...you could start your training the same day you join!"

"How fast will I be making money?"

"Similar to starting a weight-loss program or exercise regimen...the speed of your results completely depends on you! The more coachable and productive you are, the faster you'll start seeing success!"

"We have a 24-yr old team member that made her first sale within the first 3 days after she started marketing! (And she's got 4 children!)"

"How much time do I have to put into this?"

"The best part about a home-based business is that, in contrast with all the requirements your boss puts on you at your job, there's nothing that you "HAVE" to do when you own your own home-based business.

"Since you're your OWN boss... it's completely up to you how much time and energy you'll use to grow your business. However, don't forget... the more productive and efficient you are... the more success you'll attain!"

"How do I get started?"

"Log onto [your site], and click "Join Now." Welcome to the team!"

There you have it! Have these scripts handy EVERY TIME you get on the phone!

Enjoy...

And

Stay Prosperous!