

Common Objections:

1. “Too busy, no time”

I totally understand. I felt that same way when I first started. But I find in MK that time is a mute point because in MK you set your own schedule. The busier women are the best in MK. Are you good at organizing your time? Would you find the time for the important things? Busy women get more done!

2. “I don’t know people/I have no friends”

I totally understand. I felt that same way when I first started. But this is what I have found. People connect you to people and more people, etc. Give the example....If you have one friend....then that one friend has friends that you do not know and she connects you with them and they connect you with their friends and its just an ongoing snowball.

3. “No \$”.

I totally understand. I felt that same way when I first started. However do you feel like you are worth more than going pay check to pay check? Lets just imagine if you had an extra \$500 what would you spend it on? (Paint them a picture).

4. “I’m not a saleswomen”

That’s good! This business is really about building relationships. Building trust in relationships and good at keeping those relationships. All you need is a good attitude and people skills. This product is #1 in the country and it sells itself.

5. “Now is not the right time”

There is not ever a perfect time in our lives to try something new. If your life is like mine then ther is always something going on. In all actuality things always stay pretty busy. If I could share my perspective with you? Most of the time when we are waiting for the perfect time we are doing just that...waiting. Sometimes when we wait opportunities and benefits pass us by. I would hate for you to pass up all the great things that lie in store for you.

6. “I’m too shy”

Do you want to have those characteristics forever? Would other people say that about you? Because if you are in MK you will come out of that shyness and be with supportive women. Tell me if you like to work with people? And do you prefer one on one or a group? In MK you have the choice and its up to you who you work with.

7. “I have to ask my husband?”

Do you think he will be supportive? What will be most important to him? \$. Ok....do you remember all the ways we make our \$ in this business? (Then set up a time to call her the next day to get back in touch because you know her husband will have questions). If your husband wants you to be happy I believe he will support you”.