



DEALING WITH “NO”

Many people are concerned with the answer “No.” This fear stops many from even trying. But with this simple script, you can make “No” a good word to hear.

Respect – Feel – Found – Feel

When someone tells you “No,” reply “I RESPECT how you feel. I used to FEEL the same way until I FOUND (my health got better, checks started to show up in my mailbox, I realized that building my own home-based business was easy, etc.) and now I FEEL (excited about life again, financially secure, hope, etc.) If it could do the same of you, would you be interested?”

If they say “No” again, ask them, “Would you like me to contact you again when I see more success?”