



OVERCOMING OBJECTIONS

I have no money!

1. If money wasn't the issue, what would your thoughts be on moving forward?
2. What if it were free? What would happen?
3. What's your understanding of how you make your \$499 back?

I need more information!

1. What would you like to know?
2. What information are you looking for?
3. If I can get you the info you're looking for, then what?

It's not for me!

1. Why not for you?
2. Why?
3. I apologize. What don't you like about the business?
4. No problem. How come?

I'm too busy!

1. What if you weren't too busy?
2. What if you had time and money?
3. What if partnering with us gave you the free time to do what you really wanted?
4. What if we can work around your schedule? What then?

Is this a pyramid?

1. No, those are illegal. What do you know about the differences between network marketing vs. a pyramid?
2. Define pyramid?
3. Show the diagram of corporate structure vs. Kyäni.

I'm not a sales man.

1. What if being a sales person wasn't needed to be successful in this business?
2. What if I told you that most of the leaders never had sales experience?

I have to talk to my spouse first!

1. Why's that?
2. If he/she had said "yes," what would you do? Why's that?

My job won't let me do other stuff!

1. What if there was a way around the issue? How open are you?
2. If they said it was okay, what would you do?