

FITTEAM

OBJECTION REBUTTALS

Below are example rebuttals to common objections that prospects may present to you. Use them as needed to help gather more information and overcome their objections.

I'm too busy.

If we could teach you how to earn an extra \$100-\$200 a week/\$400-800 per month, working only a few hours a week from home, could you find a few hours?

I can't afford it.

Do you have a credit card?

If we could show you how to earn your product for free, could you find someone to help you get started?

I'm not a salesperson.

Would you believe that the most successful people in FITTEAM are not the salespeople? Actually, pushy people don't do well in FITTEAM.

If we could teach you how to share the products and let them sell themselves without being pushy, would you feel better about doing it?

I don't know anybody.

While we know more people than we usually think, the majority of us don't know a lot of people. That's okay because there is a system in place that will train and assist you in building your business.

Do you know one person who might be willing to try our products? If I could teach you how to turn that one person into all the people you will need, would you be willing to learn?

Not now, maybe later.

Let me ask you a question. If you were going to do something like FITTEAM right now, what would be your reason? If I promise to hold your hand and teach you how to do this, what would keep you from getting started today?

Is this a pyramid?

No, a pyramid is when you can make money without selling a product or service. This is network marketing and that is why there is so much income potential. You are able to build a business that creates residual income which means you get paid over and over again when people buy products thus leveraging your time, energy and effort.

I need to talk it over with my spouse.

Absolutely, talk it over with your spouse. Before you do though I want to make sure you are comfortable with everything we have discussed? So, do you feel this is something that would be a good fit for you? **(If yes say)** And this fits within your budget right? Based on what we have discussed; what do you think your **(insert relationship i.e. husband)** will say?