

Answering

The Ten Most Common Objections

by Lynn Hagedorn

1. **I'm too busy.** I understand how you feel. As a working mom with three active children, I felt the same way. But then it hit me; I always found the time for the things I *had* to do, yet I never seemed to have the time for the things I *wanted* to do. I wanted more time with my family, but also needed the income. And that's why I got started. Because this business had the potential to provide my family with a residual income, I saw it as the best option to give me back my time while it provided the income I needed. Let me show you what I mean... (Draw out the compensation plan!) Let's do this together so we don't ever have to say we are too busy again! You can also ask them what they would do if they had more free time. Your objective is to help them see what their future could look like with more free time. This is also a great time to share your story, or the story of someone you know. Let me share with you what happened for me....

2. **Is this a Pyramid Scheme?** Before you answer, ask questions to really find out what they mean. Isagenix is a member of the Direct Selling Association and the DSA doesn't allow pyramid schemes. Isagenix is a Better Business Bureau (BBB) Accredited Business and has been awarded the highest BBB Rating of "A+" and the BBB doesn't allow pyramid schemes. Isagenix is also a member of the Gilbert, Arizona Chamber of Commerce and the Chamber of Commerce doesn't allow pyramid schemes. Unlike pyramid schemes, which typically don't offer a product, who pay people just for the recruiting of others, Isagenix provides compensation on the products purchased throughout your entire team. Truthfully, Isagenix is about as close to the exact opposite of a pyramid scheme as you can get because everyone has the same opportunity to reach the top. Education doesn't matter. Age doesn't matter. Race doesn't matter. Experience doesn't matter. Timing doesn't matter. With Isagenix, the only thing that matters is the effort you put in while you pursue the success you want.

3. **I don't want to make money off my friends.** Let me ask you a question: If you were to open a restaurant, gift shop, or any other traditional business, would you want your friends to know what you were doing? Now let me ask you this: Have you ever recommended your new smart phone, a great movie, or that amazing vacation spot to your friends? (Keep asking questions where you know the answer will be, "Yes." Soon they will understand this isn't what they thought it was.) If you put in the time, effort, and energy, Isagenix can provide you with long-term residual income, perhaps for the rest of your life. Best of all, as your network of people who are using, loving, and recommending these products grows, so does your income. True, your friends don't need to join you. But, wouldn't it be great if they did? You could build a team together, travel together, and have more time to be friends.

4. **Is this like Amway, Herbalife, or Mary Kay?** Always ask, "What do you mean?" For example, they may be asking, "Is this a Pyramid Scheme?" and if they are, please review the answer to question #2 above. They may also be asking you, "How does Isagenix compare to another Network Marketing company. If this is the case, don't worry about what you don't know about another company. Personally, I don't spend my time researching *other* companies; I spend my time researching *my* company. Ask them what they're looking for in a company.

Often, they won't really know how to respond... So, I share my story with them, what I was looking for, and what I found with Isagenix: The billion-dollar trends of Weight Loss, Energy, Performance, Healthy Aging, and the Opportunity solutions allow us to offer something to almost anyone between age 18 to age 80! Remember, the other company isn't usually as important as you might think. Share your story about why you chose Isagenix; and make sure they hear the passion in your voice!

5. It costs too much. People will pay whatever something costs if they believe it will give them what they want! Begin with these three questions: 1) What are you eating? 2) How much are you spending on what you're eating? 3) How do you feel? In other words, have you ever wondered if what you're eating is doing something good for you, or something bad to you? Really listen, and once you have an idea where they're coming from, continue... Isagenix is all about redirecting some of the money you're currently spending. For example: The Value Pack replaces 68 meals in a typical 90 meal month (breakfast + lunch + dinner = 3 x 30 days per month = 90 meals). We can even show you how to pay for your products. I would love to show you how it works: You Share; They Share; Repeat! Make sure they understand Isagenix is all about redirecting some of the dollars they are spending on food. Ask them, "Who do you know that would love to gain health and lose body fat with you? Let's talk with them." Remind them that all we really do is to ask people we know and care about to, "Take a look..." We are the messenger; the solutions Isagenix offers is the message we share.

6. I'm not a salesperson. Believe me, I know how you feel. As a former healthcare provider, I felt the same way. But I found I'd been sharing the things I loved with the people I cared about for years. And I'm not alone. It seems most people like to share what they love. Hair care products, good movies, or great restaurants are prime examples. Think about it like this: Would you rather have a billboard advertising your products, or 100 people singing your product's praises? When you get our amazing products into your body, people will notice. It's like you become a walking ambassador. And when people ask you, "What are you doing?" it's easy to share your experience and show them how redirecting some of the money they're already spending on food can get them the same amazing results.

7. I don't know enough people. I understand how you feel. I felt the same way. But then I found out I knew a lot more people than I originally thought! Let me ask you the same question I was asked: How many names could you come up with if you were offered \$100 per name? True, those people may or may not have an interest. But all I'm doing is asking them to "Take a look..." No pressure. I am simply growing my team of customers and business builders by creating healthier lives. Because of social media, we're all so connected these days. I've also come to appreciate that every one of the of the people we know, also knows at least 50, or 100, or maybe even 500 people we've never met! Those connections could easily provide all the people to contact you will ever need. In our business, it's not who you know; it's who you're going to meet!

8. I don't want to be on Autoship. I believe in Autoship, and I *always* share the benefits of Autoship like this: I'm going to enroll you in Autoship because I want you to get the best price. The enrollment fee is \$39, but when you enroll in Autoship you automatically save \$10, and that's just the beginning... From your first order onward, you will also receive the discounted

"Rewards" prices available only to those on Autoship. And, you'll have 30 days to experience these great products before your next Autoship arrives. Your Autoship account is online; you can adjust it, postpone it, or cancel it anytime you choose. Doesn't that sound easy?

9. What if I don't like the taste? Before I got started, I wondered the same thing... But then I found out I could return anything I didn't enjoy. Truthfully, I was willing to try just about anything if it would give me the results I wanted. However, I quickly discovered I loved these products, my children loved these products, and my friends loved these products too! Now I *crave* the taste, and I *love* the results! Before I got started, I thought this was all about drinking shakes—and I didn't want to drink my food! But then I started following the system—replacing two meals a day and enjoying one healthy meal—and within a few short weeks I'd reached my goals. Then I adjusted my order to ensure I would never put that weight back on. My energy increased, I felt healthier, and following the system was so simple. For me, once I fell in love with the products, Isagenix became a lifestyle.

10. What if I don't want to lose weight? People who want to maintain their weight, or even add more lean muscle love Isagenix. Although it's true that 65% of North America is overweight, Isagenix isn't about losing weight; Isagenix is about cleansing and replenishing the body. That's why we offer solutions for Weight Loss, Energy, Performance, and Healthy Aging, not to mention my favorite solution—Opportunity! Today, almost 600,000 people around the world are using these products to enhance their health, to eliminate toxins, and to replenish their body. We have 100 trillion cells in our body that are both toxic and deficient. Our products help to eliminate the toxins; like taking a shower on the inside. Then we flood the body with over 242 nutrients. Believe me, if your body is anything like mine, your body will thank you! You can find more information about gaining muscle on IsagenixPodcast.com > search "athletes." You can also check out teamisagenix.com.

Asking people to get started today is more about the passion in your voice than the words you choose! Try to imagine the *passion* in my voice as I say these words: Is there any reason why you wouldn't want to get started today? Is there any reason why you wouldn't want to start making money today? Let's do this together, and go to the top together! What would earning a few hundred extra dollars per month mean for your family? Listen and then respond... I can show you (or we can show you) how to earn that—and more! Let's look at our compensation plan together! (Draw it out and/or share the Compensation Plan video on OneBigTeam.us) Let's get the products in your body and the money in your bank account. Let's get you going today, and do this together! Remember, there is a 30-day money back guarantee. If you haven't done so already, show them how to get their products paid for... Show them the "tracks to run on" A.C.M.D.E. - Associate. Consultant. Manager. Director. Executive. Repeat. Repeat!

In conclusion, remember "objections" are simply a request for more information. Over time I've found the more information I had access to the easier answering those "objections" became. Our OneBigTeam.us website is an excellent place to get more information! Enjoy!