

Your Time is Valuable=Act like you are the President of the company and you want to help them and work with them BUT your time is money.

Common Concerns and Hesitations	Let Them Know You Understand Where They're Coming From
"I have seen some negative press about MONAT."	"That goes for any reputable company out there! We wouldn't still be one of the fastest growing companies in the US. The company prides itself on always improving the quality of the products! Would you be open to trying them out?"
"I want to think it over / talk to my [significant other] before deciding."	"I totally get that. I wanted to discuss with my [significant other] as well...does he/she have any questions I can address?"
"I am not a salesperson."	"The business is built for people who have no social media experience or sales experience. Training is provided, and we have a duplicatable system that works for everyone! Can I give you a breakdown?"
"I don't know enough people"	"How many friends/family do you know that wash their hair with shampoo?"
"I don't really think I can spend the money right now"	"I totally feel you, I didn't have the money when I was first starting out either, but I knew that if I didn't do something about it then I would be in the same position six months later."
"I am too busy". Or "I don't have the time."	"That's completely understandable! That's why the business may be good for you because It's made for the busiest person. No

	matter what schedule you have, it'll be super flexible to your needs!"
"Everyone is doing it."	"There's enough room for success for everybody. As long as you are coachable and are capable of following instructions, you'll be fine!"
"I don't want to bother people on FB."	"You're simply sharing products you love and educating them about it! We don't push sales on anybody, it's for anybody who needs it."
Pyramid Scheme	Wym pyramid
"What is the name of the company?"	Send a voice memo and say: <u>IF BEFORE THE VIDEO:</u> "It's Modern Nature aka Monat! Vegan, cruelty-free beauty company. Can I send over some info you can look at?" <u>IF AFTER THE VIDEO:</u> "It's Modern Nature aka Monat! Vegan, cruelty-free beauty company. Can I give you a breakdown of the compensation and training?"
"How well have YOU done?"	"I actually just started and I'm in training right now! I was told to talk to people I'd love to work with and thought about you. Can I tell you more about it?"
"Is this an MLM?"	"Yes! OMG, Are you already in one? :D"

“Do I have to pay for anything?”	“All you really need to do is get products for yourself to try! No monthly fees and no need to buy inventory to keep your partnership! Are you willing to do that?”
“Does it deal with me selling the products?”	“Yes! You get paid weekly commissions and monthly bonuses. Is that okay with you?”
“What’s the website?”	“We have a Customer option and Partner option, what info would you like to look at?”
What is it?	“It’s a partnership with a beauty company that pays out weekly commissions and monthly bonuses! Can I send you more information?”