



RESPONDING TO OBJECTIONS

Bring this worksheet to the tele-class to take notes and create your new word choices!

Concern	Check for Understanding	Acknowledge Feelings	Respond (with Clarifying Questions & Information)	Extend the Invitation Again!
<u>HOSTING</u> I don't know enough people. (OR, everyone I would invite is here tonight at this Show.)	It sounds like you're concerned the Show wouldn't be a success?	Many of my best hosts felt the same as you.	1. What kinds of things are you involved in? Church/PTA/ Work? 2. Would it be helpful if I gave you ideas for who to invite? 3. Let's brainstorm who you could invite.	Does that list we came up with make you feel more confident? Should we set a date?
I don't have time to do a Show—I'm really busy.				
I don't want my friends to feel pressured to buy.				

Concern	Check for Understanding	Acknowledge Feelings	Respond (with Clarifying Questions & Information)	Extend the Invitation Again!
<u>RECRUITING</u> I'm not a salesperson.				
I don't have the money right now.				
I want to think it over (talk with my husband, etc.) before deciding.				
My husband doesn't want me to be gone at night.				
This isn't the right time.				