

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!
<p><u>HOSTING</u></p> <p>I don't know enough people. (OR, everyone I would invite is here tonight at this Show.)</p>	<p>It sounds like you're concerned the Show wouldn't be a success?</p>	<p>Many of my best hosts felt the same as you.</p>	<ol style="list-style-type: none"> 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. 	<p>Does that list we came up with make you feel more confident? Should we set a date?</p>
<p>I don't have time to do a Show—I'm really busy.</p>				
<p>I don't want my friends to feel pressured to buy.</p>				

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<p><u>RECRUITING</u></p> <p>I'm not a salesperson.</p>				
<p>I don't have the money right now.</p>				
<p>I want to think it over (talk with my husband, etc.) before deciding.</p>				
<p>My husband doesn't want me to be gone at night.</p>				
<p>This isn't the right time.</p>				