

OVERCOMING OBJECTIONS

There are common objections that will arise as you share your Organo™ business. This guide will help you to know how to address the most common objections:

1. I have no money.
2. I have no time.
3. I don't want to sell to people.
4. I need to research more first.
5. Is it a legitimate business?
6. I need to check with my spouse/partner.

1. I have No Money.

People think that they need to have a lot of money to start a business, and with OG we can show them that is not true. The products, literature, tools are all done - all you do is join and get on your way to sharing your 'why' and how OG helps you "have" or "do" or "be" - whatever your "Why" Organo can help. (For tips on your creating your "Why" story see the OG Getting Started Manual).

Tips to overcome I have no money:

- a. **You can 'buy and sell' or 'sell and buy'** - buy OG products and you are on your way to sampling, sharing and earning an income. If you have no money - then 'sell and buy'. Simply ask people if they drink coffee/tea/or want to feel better and lose weight (see the 4 Questions in the Getting Started Training) and you can sell them products, collect their check and begin making an income with OG.
- b. **I don't have the money** - with this, you are actually saving money on your groceries replacing meals, or getting paid to do what you do already- drink coffee. With our 3 and FREE incentive, you can also get your products for free when you enroll customers on our autoship program.
- c. **Let me show you how you can make your investment back - your first week!** (See the 5/1000 training).

2. I have No Time.

Can you spend a little time now to create the extra income, to create the life you dreamed of? With as little as 6 hours a week you can make a full time income (see the 5/1000 Training).

Tips to overcome I have no time:

- a. **I already have a full time job** - Super! You will already have a lot of people you know so you can earn Free product, and earn an income. Let me show you how you can make full time income working part time (see "5" and "1000" training).
- b. **I am too busy** - I'm busy too and that's why I chose you! Busy people make the best Representatives. They get things done.
- c. **I don't have the time** - if I helped do the work for you, would you be interested? If you have no time, it's partly because you have no leverage. When you join you have an up-line interested in your success and a team of people here to help you.
- d. **My kids are too young** - Perfect! You will LOVE the flexibility this offers.
- e. **I love my job** - Great. But can you use extra money? With only a couple of hours a week you can earn a nice income.

3. I don't want to sell to people.

It is not selling - it is helping others lose weight, save money, earn income, or get free product. Today you tell your friends about a great restaurant, or good movie - and don't get compensated for sharing. So when you 'share' your passion for OG - you do what you already do - naturally!

Tips to overcome I don't want to sell to people:

- a. **I've never sold anything before** - No worries. I don't either. I just tell people about what I like and why I joined OG.

- b. ***I really don't know anyone*** - Great. Let me show you our Memory Jogger, You will be amazed at how many people you already know. And as you build your business you will make new friends, and have a lot of fun too along the way.
- c. ***I hate parties*** - I understand. We limit ours to 6-8 people so that it's relaxing and fun, and we get to share coffee, tea, shakes, and talk. With only a few mixers a week - you can earn up to \$2,000 a month. Can I show you how you can fit this into your lifestyle?
- d. ***I don't want to obligate my friends*** - I know how you feel. But once my friends tried the products and found how good they can feel, they thanked me.

4. I need to do more Research.

People who like to do their research will want to read and watch any videos that you send them. So send them home with a list of things to watch/read and set a date to follow up.

Tips to overcome I need to do more Research:

- a. ***I need to do some more research*** - Great. Let me provide this information to you. Do you think you will have been able to read or watch these videos by ___ date? Great, what time can I call you to hear what you learned?
- b. ***I think I will wait until...*** - With all we have to offer, why wait?

5. Is it a Legitimate Business?

Organo™ is a global company, operating around the world helping deliver healthy coffee, tea, shakes and more to thousands of people just like you. The products are amazing, and the team behind the scenes dedicated to helping you succeed. More and more companies are moving out of 'retail' and into online selling and social selling.

Tip to overcome Is it a Legitimate Business:

- a. ***Is it a legitimate business?*** - Direct sales have been around for over a hundred years and has helped people make extra income.
Organo™ has delivered products and helped thousands of people around the world earn extra income, get their product free, and help others do the same. The bigger your organization, the more income you make and the more people you lead. Just like in any business, the organizational chart as you succeed looks very similar.

6. I need to talk to my Spouse.

When they say this then ask them what question they think their spouse will have. Is it price? Is it product info? Ask this question to help identify the concern. Ask if you can send information home with them to share with their spouse, and do a follow up call with them both.

Tip to overcome I need to talk to my Spouse:

- a. ***I need to check with my spouse*** - Ok. What do you think their question will be? Ok. Let me email you some information and a video that you can share with them and lets schedule a follow up call. Do you think Saturday at 10am would work?

Tips for Sharing:

- 1 What I did before I started my Organo™ business.
2. What attracted me to the opportunity.
3. What my greatest fear was, and what I found out.
4. What I most enjoy about my business now.