

OBJECTIONS

I DON'T HAVE TIME!

A1: Get that! But what makes you think you'd have more time 6 months from now?

A2: Makes sense, isn't that the reason why you reached out? Because you wanted to find an opportunity that could give you more time?

A3: Yeah, who has time when they work 50 hours a week? Isn't that why we're talking?

A4: In reality we all have the same 24h a day, it all comes down to how we prioritise our schedules isn't it?

A5: I get it, for different reasons, life will always be busy, so the right time to start doesn't exist because being ready is not a feeling, it is a decision. Makes sense right?

A6: I don't think you would have reached out if you weren't serious, so why not start now at your own pace?

A7: Well you have time to spend on Instagram and also chat with me. The only difference between mine and yours is that I get paid, why wouldn't you make time to learn about it and do the same with yours?

I CAN'T AFFORD IT!

A1: Respectfully, how does that feel?

A2: Totally understand and respect that, but how does that feel?

A3: I respect that, but don't you think it is wild that we work full time and still don't have 90 euros spare for something that potentially can change your financial situation forever?

A4: Yeah I mean most people don't want to start a business because they already have all the money they need. They start because they don't... Right?

A5: Isn't that a good reason to start?

A6: I respect that but you can use that as your excuse not to start or your reason to start... Why are we having this conversation? As you told me, you don't want to stay in the same situation?

I DON'T HAVE EXPERIENCE!

A1: Yeah that makes sense, no one has experience when starting something new do they? It comes down to whether you want to get the experience or not?

A2: Totally! I would assume you didn't have experience, isn't that why you reached out and sought guidance?

A3: Ironically, you don't need all the information or all the experience to start, you learn by doing - just like in every new job, hobby, relationship, life experience as well. Don't you agree?

A4: Yeah neither did I, however I was so excited to learn, are you?

A5: Good thing we're having a chat then? Are you willing to GAIN the experience?

I AM SCARED OF FAILING

A1: Absolute valid reason, but why are you already thinking about and focusing on failing when you could focus on succeeding?

A2: I get that, fear of failure is pretty normal when starting something new, but really, you will only fail if you never try or give up. So why would you choose that?

A3: For sure. But think about it... If you start and then choose to give up, the worst case scenario is exactly where you are right now. And you're not vibing that right now, are you?

A4: Yehh I totally get that! But hey I've watched thousands of people go through this process and at the end of it there are only 2 outcomes, 1. You succeed 2. You give up before you succeed. Both are a choice, what would you choose?

A5: Fair enough, but you must face failure to then succeed and get what you want, or I mean, you can do nothing and never get what you want anyways. Why would you do that, no?

A6: I respect that mate, however, failure is a part of success, you can't have one without the other. How many times did you fail at learning how to walk until you succeeded and now walk flawlessly?

A7: Fear of failure is about self belief, and whether you think you can or can't - you are right. So what specifically makes you think you can't do this? Because you can.

KILLING THE OBJECTION BEFORE THE OBJECTION IS EVEN MENTIONED

“I need to speak with xxx first”

- Did you already speak with your partner about this? Do they know you are on this call / having this convo with me / signed up to this platform?

“But I don’t need this product.. There is clean water where I live”

- Let me guess, you think it’s already clean water where you live? So did I. But this is more than just a filter. It is a water **ioniser**, I can guarantee you that no country has electrolysed reduced water coming from their tap..

“I don’t have time to do this”

- You might think you don’t have time to run a business now and you're right! But you do have time to start one. Trust me, the freedom will be worth the extra 30 min to 2h day.

“I don't have money”

- Sounds a bit pricey or? Not everyone is sitting with 10 grand in their back pocket , right? Lol. Isn't that a good reason to start then? 😊

“It’s very risky...”

- What's your biggest goal in life?
Isn't this the biggest risk... Never achieving this? / Never having it? / Never living it?

“I have never done this before..”

- You might not have experience but who has experience when starting something brand new? I certainly didn't. But one thing I was certain about was that I wanted to change my life. Do you want to change yours?

