

“I need to wait 2 weeks for the money” objection script

Instructions: When receiving the objections; keep smiling, keep your posture strong, don't weaken or get defensive.

Tip: Smile while you're on the phone. You are not a salesperson, you are business developer.

You Say: OK, “PROSPECT'S NAME”, is it that you're serious about (repeat their needs, strengths and goals) and you really don't have the money or are you just telling me that you need to wait 2 weeks for the money because you're not serious at all about (repeat their needs, strengths and goals) and you don't want to hurt my feelings?

Prospect: No, I am absolutely serious about (repeat their needs, strengths and goals). I just need to wait for the money to come in.

You say: Okay, great! (NAME), do you have a pen and paper handy?

I have some instructions for you. Let's, at least, give you a head start. (NAME), this is how our relationship is going to work. I am going to give you some homework and if you follow through with it then I know how serious you are. Are you ready to write this down?

1. Take before measurements
2. Before weight
3. Write down WL goal, reasons why you want lose the weight
4. Take before pictures

I will follow up with you tomorrow and you can send the pictures to my email address at: abc@123.com

Ok, great. I will call you tomorrow at _____.