

MLM Training Article

## **How To Handle Your Prospect's Objections**

By Tim Sales

**MLM Lessons**

Devoting Time, Tricks, Training and Income on Network Marketing Business

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One very important contributing factor to your success in the network marketing business is your Professionalism. To be a professional means to be: an expert, specialized, qualified, proficient, skilled, trained, practiced and certified. How many of these words describe you and/ or your business?

Always, always, always be a Professional. Don't ever "wing it." Be prepared and have a good answer for every objection and question that your prospects ask. Don't be surprised by their questions! Professionals do not wing it. You have a responsibility to every one of your prospects. When people in your organization ask you to do a presentation, they're relying on YOU to do a good job. All of them (your prospects and your organization's prospects) deserve to see Network Marketing presented in the most professional way possible.

I have seen this business model change the lives of many people (mine included) and you're sitting in the responsibility seat of exposing to people a way out of the biggest hassles of life-time and money. Don't take this responsibility lightly. Be prepared. Learn to do it right.

Recommendations for getting good at presenting Network Marketing

1. Watch the "Brilliant Compensation" video (the long version) several times. Take notes, and if you need to, learn and memorize the words that Dr. Charles King and I say. This presentation is great for prospecting, but it is also a very effective training tool for you. Learn as much as you can from it.
2. Get a whiteboard or plenty of scratch paper and practice drawing the "Broker/Agent," "Pyramid" and "Three Volume Gears" examples as many times as you need to be able to explain them clearly. When you master these conversations you will know exactly how to handle, at the very least, the following:
  - Isn't it one of those Pyramids? That's a scam!
  - Is that one of those things that you get paid off what others do?
  - I don't get it: How does it work? Isn't it people selling people instead of products?
  - Who sells the products? Is this door to door? Is this sales?
  - Doesn't each level of commissions just raise the price of the products?
3. Learn the "time objection" example near the end of the video. Learn to describe the concept in exact detail. The "I don't have enough time," and the "I'm too busy" objections are timeless objections that you will deal with every time you present Network Marketing. Get very good at answering them. *It will reward you well.*
4. Set up a stuffed animal or doll and "present" to it. Talk into a tape recorder when you explain what Network Marketing is, or when you practice your answers to their objections. Yes, you will feel silly. But after about the fifth time through you'll get over the silly feeling because you'll realize how much better you are.

Your success in this business is directly linked to your efforts in being prepared and truly treating this business like a professional business. Get good at it. Study it. Practice it. Be prepared and learn to do it right. If you do, your hard work and efforts will pay off; because when you do, you will be: a professional, proficient, skilled, trained, and practiced Network Marketer.

P.S. If you are interested in using the “Brilliant Compensation” video to study and learn how to respond to your prospect’s questions and objections, you can get the video at [www.mlmllessons.com/mlmmovies](http://www.mlmllessons.com/mlmmovies)

Tim Sales

*About Tim: About Tim: In 1989, near the end of an 11-year tour with the US Navy Underwater Bomb Squad Team, Tim answered an ad in the Washington Post newspaper that led him to his first and only network marketing company. Five years later his network marketing income rose to over \$150,000 per month with over 56,000 people in his organization. His most noted contribution to the Network Marketing Industry is the Brilliant Compensation presentation. In addition, Tim is a teacher at the university-affiliated Network Marketing Certificate Seminar sponsored by the University of Illinois at Chicago. To learn more about Tim visit his website at <http://mlmllessons.brilliantexchange.com>*

*Also, get great MLM prospecting movies by Tim Sales and Dr. Charles King on your website for only less than \$1 a day.*  
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## **MLM Resources**

### **MLM Brilliance** - by **Tim Sales**

One of the most brilliant MLM prospecting tools on the Internet. The movies professionally explain the concept of Network Marketing and why you should get involved in the business. Get these movies on your own website. If you don't have a website, MLM Brilliance will provide you one for FREE.

### **Professional Inviter** - by **Tim Sales**

How much is it worth to you to listen to a real network marketing professional talking to real 'live' prospects? Personally speaking, it's precious!

### **The Ultimate MLM Blueprint for Massive Success** - by **David Ledoux**

David Ledoux spills out his Massive Success secrets in his highly-acclaimed masterpiece. Available in both digital and physical formats.

### **103 Ways & Places to Sponsor New Distributors**

- by **Tom "Big Al" Schreiter and Art Jonak**

With this Power-packed 500+ page manual from two top Network Marketers, Tom "Big Al" Schreiter and Art Jonak, you'll never run out of prospects to show your opportunity.

### **MLM Success Tips** - by **Joshua Shafran**

Little Known MLM Sponsoring Secrets Cause Hoards of Prospects to Beg (even plead) to Join Your Network!

### **How To Get Rich In Network Marketing In The Internet Age**

- by **Frank Garon and Terry Dean**

Doing A Network Marketing Business Using Methods From 5 Years Ago is Like Trying to Fight a Battle with Clubs and Spears...When You have Laser Guided Tomahawk Missiles Available to You.

### **Kiosk Webhosting** - by **Kiosk Team**

Ever thought of making an online presence? The answer is... build a website with your picture and information on what you do in life - another great way to get your prospects to know and trust you on the internet, and much more. Kiosk can give you all the support you need to build a great website.

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