

World Ventures: Handling Questions/Objections

- a. **Is this MLM?** Absolutely, that's the best part of the project. It's network marketing being done the right way!
- b. **Do you have a website?** I sure do. You will get that as the 2nd step after we carve out the 20 minute slot with _____.
- c. **Tell me what we're gonna talk about?** "I work with some partners of mine from _____ who have developed an Internet business that teaches people how they can enjoy luxury travel, major sporting events, adventure vacations and once in a lifetime experiences all over the world while at prices that make dreams a reality. You will find their story very interesting"
- d. **I'm too busy to set an appointment.** Can you just send me something to review? "We have a policy that we never do that. It's not how we work. Hey, I'm just as busy, if not busier than you. It sounds like you are trying to tell me NO in a nice way. That's cool. I'll just cross you off my list and move on, ok?"
- e. **Do I have to sell something?** "We all have to sell in every business we do all day long. Yes, it will require promotion on your part."
- f. **I don't want to bother friends or family** "Heck, neither do I. But, if I have conviction about a moneymaking project, then I will not hesitate to share it with anyone I respect."