

## **Overcoming Dating Objections**

A proven technique for overcoming any initial negative response is to simply mention one or two other benefits. If the person receiving the call still has the same concern, you'll want to respond to it directly.

Here are some objections to dating you might hear from time to time, along with answers that may help you turn a NO into a YES!

Here's an important note - when someone offers an objection, briefly acknowledge it with an "I understand" or restate it. For example, if someone says, "I couldn't possibly host a party now. I'm too busy." You might say, "I understand. You know, Mary, if you and your friends are really busy, you'd probably enjoy a 'Stop 'N Shop' party. Your friends can drop by for a few minutes at their convenience and I'll give them personal demonstrations on the products that interest them. Does that sound interesting to you?..."

### **What people might say:**

I don't know enough people.

I've been to so many parties lately.

My place is too small.

I don't have the time, I'm just too busy.

Most of my friends have small children.

### **How you might respond:**

I understand. If I could show you how to meet new friends by having a fun demo, would you be interested?

I understand. If I could show you how to make sure your friends learn new ideas and still have fun, would you be interested?

I understand. If I could show you how to have a successful and fun get-together that's perfect for small places, would you be interested?

I understand. If I could show you how to have a great demo in no more than half an hour, would you be interested?

I understand. If I could show you how to Host a demo that works great with children present, would you be interested?