**OBJECTIONS FOR APPLICANT CALLS**

“**I ALREADY HAVE A JOB!”**

Awesome - I figured someone like you might already have something set up.   Where are you working?  How are things going there?  What do you like about it?  What parts about it might not be your favorite?  We have plenty of representatives on our team who have other jobs or had one before they started working with us, tried our program out, made great money, and then were willing to make the switch.  I think it makes sense to have options - would you be down to hear some more information - you have nothing to lose - to see if it could be a good fit anyway?

**"I’M NOT INTERESTED."**

**BEFORE INFO:** Why is that?> **HANDLE APPROPRIATE OBJECTION**

**AFTER INFO:**   What didn’t you like?

Well just so you know coming into an interview doesn't necessarily mean you'd be accepted but if you were, it wouldn't tie you down to the position either. It would give you a chance to learn a little more about the position and what your friend does, plus get professional interview experience. You don't have anything to lose by coming in to a quick interview. **(GO BACK TO APPROACH)**

**"CAN I TALK TO (REP’S NAME) AND GIVE YOU A CALL BACK LATER?"**

Of course, I would expect you to talk to **[Rep’s Name]** before you come in for the interview, **[Rep’s Name]** is actually expecting you to call.  The only reason I was giving you a call was because we are filling the positions very quickly, and since **[Rep’s Name]** recommended you, we wanted to save you a spot on one of our interviews. What does your schedule look like for the next few days? **(GO BACK TO APPROACH)**

**"WHO RECOMMENDED ME?":**

**(Reps full name) – use info sheet thought jog--** Does that not ring a bell? -He/she gave me your name and number and said you would be interested in a summer position with our company. You might have met them at a party or in class maybe? Seems like you made an impression on them (SMILE!). **(GO BACK TO THE APPROACH)**

**"I’M LEAVING TO GO TO SCHOOL":**

That's great! Where do you attend school? When do you leave? Well I do know that the managers are really flexible with location, and we probably do have an office where you go to school. So, what you could do is come in for an interview and then you could transfer to the local office near your school. **(GO BACK TO APPROACH)**

**APPLICANTS WHO HAVE RECEIVED MORE THAN ONE CALL:**

Wow, you must be super popular and your friends must think you would be perfect for the position. Since you have more than one friend who’s worked with us, maybe it’s worth checking out to see if it would be a good fit for you as well. You don’t really have anything to lose. Let me tell you a little more about it…   
  
**“I HEARD THIS IS A SCAM”:**

Sorry you’ve been misinformed. I can assure you we're not a scam, we’ve been in business for X years, through four different economic recessions and we're still growing. We've also been a part of (insert some type of credible source, if you'd like to come in the manager would be more than happy to explain all the details to you. You can get the truth about the position, not just heresy from a friend or misleading information online... So, what does your schedule look like the next few days?"  
--If still no—  
Well, then I wish you the best of luck!

**“I WANT TO THINK ABOUT IT”:**

I can understand that. I can set you up for a time to meet with a manager though where he/she can cover the FULL description and answer any questions you might have just to fill in all the blanks for you! Plus, because you came PERSONALLY RECOMMENDED by \_\_\_\_\_\_\_\_\_\_, I could get you in soon so that you could check it out. What’s your schedule look like for the next few days?

**"I WANT TO RESEARCH THE COMPANY":**

I'd be happy to try and clarify some information with you and of course in the interview, Mr./Ms. \_\_\_\_\_\_\_\_\_\_ covers a FULL job description as well. I definitely want you to be able to check us out since you’ve come personally recommended by (REP). The Interview also gives you the chance to ask any questions you have. What I can do is set you up a time to meet with her so you can get all that information. What does your schedule look like the next few days?

**"I WANT TO TALK TO MY PARENTS”:**

I can understand wanting to discuss it with them. Tell you what, if you'd like, you can actually just bring your mom or dad along with you to the interview. There's a certain portion of it where they could sit in and here the full job description along with you, that way they hear everything. This way, if you're accepted, you both are on the same page already…what does your schedule look like the next few days?

**“IS THIS DOOR TO DOOR?”**

Absolutely - so we sell (Company Name) service door to door! It works really well because we get to knock around current customers in neighborhoods that already use our service, so we automatically have credibility. With a service like \_\_\_\_\_, customers love the face-to-face interaction and our training is designed to turn you into a world-class communicator!  What type of experience do you have working with people?