



Early Objections: Turning No's into "Tell Me More"

"Every hustler knows: Objections are just roadblocks on the way to success. Learn how to recognize and overcome those early objections before they derail your call!"

Early Objections: The "Gatekeepers"

"Early objections are the "gatekeepers" that try to stop you before you even get a chance to pitch your value. These are the "I'm busy," "I'm not interested," and "I'll call you back" responses that every hustler encounters."



Spotting the Early Objection: The Telltale Signs

"Here's how to identify early objections:

- "I'm busy/don't have time": Watch for a rushed tone and a quick dismissal.
- "I'm not interested": Listen for a lack of engagement and a hesitant tone.
- "I already have someone/I'm not looking": Pay attention to the "I already" phrases and a reluctance to provide details.
- "Call me back later": This is often a sign of a lack of urgency and a desire to avoid the conversation."





WANTED



"I'm busy right



"I'll call you back later."

"I'm driving."



"I don't have time for this."

"I'm not interested."



"I'm not looking for anything right now."



"No Thank you!"

"I'm not sure I need that."



The Usual Suspects: Common Early Objections

These are the most common early objections you'll encounter:

- "I'm busy right now."
- "I'm not interested."
- "I'm not looking for anything right now."
- "I'm driving."
- "I'll call you back later."
- "I don't have time for this."
- "I'm not sure I need that."



Pushing Back: Turning Objections into Opportunities

"Don't let early objections derail your sales momentum! Here's how to turn them into opportunities:

- Acknowledge and empathize: "I understand you're busy. I'm just making a quick call to share something that could be really valuable for your business."
- Reframe the objection: "I'm not sure if you're interested in online marketing, but have you ever considered how important it is to attract customers online? Many local businesses are missing out on huge opportunities."
- Offer a compromise: "I understand you're busy. Would it be alright if I just take a couple of minutes to share some quick information? If it's not a good time, I can always call back later."
- Highlight your value proposition: "I'm not just calling to sell you something. I'm calling to help your business thrive. Have you ever considered the benefits of having a powerful online presence?"
- Set clear expectations: "I'm only going to take a few minutes of your time. I'm confident this information will be worth your while."

Turning the Tables: Rebuttals That Work

"Here are some example rebuttals you can use to overcome common early objections:

- Objection: "I'm busy."

- ❑ Rebuttal: "I understand you're busy. I'm just making a quick call to share some information that could save you time and money in the long run."

- Objection: "I'm not interested."

- ❑ Rebuttal: "I understand. I'm not sure if you're interested in online marketing, but have you ever considered how much business you could be missing out on? Many local businesses are struggling to get new customers."



- Objection: "I already have someone."

- ❑ Rebuttal: "That's great to hear! Are you completely satisfied with your current service? We have a proven track record of helping businesses achieve amazing results, and we're confident we can exceed your expectations."

- Objection: "Call me back later."

- ❑ Rebuttal: "I completely understand. How about we schedule a quick call for tomorrow? I'm happy to work around your schedule."

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"I already have someone."

"Call me back later."



Never Give Up: The Hustler's Mindset

"Remember: Every successful hustler has learned to handle objections with grace and persistence. It's not about being pushy; it's about showing value and proving your worth. Don't let those early objections get you down! Keep pushing forward and never give up on your sales goals."

Remember:

- Confidence is Key: Project a confident, persuasive, and positive attitude.
- Empathy and Understanding: Put yourself in the prospect's shoes and address their concerns with compassion.
- Be Prepared: Have a clear understanding of your product and value proposition.
- Stay Flexible: Adapt your approach to different personalities and situations.
- Persistence Pays Off: Don't be afraid to push back gently and show the value you offer.



Questions?

