**How to Handle Objection** **– Dan Yuen:**

1. Never take an objection personally.
2. They will think they know more about this business than you do .We are a Trained independent business owner .What people are doing, is they are making assumptions. MOST PROSPECTS Won’t know what you already know.
3. We'll probably Be a fake. So when you show someone the plan, if you introduce the business to them and the first objection here out of their mouth in most cases is not the real reason why they're not going to do this.

**Objections:**

1. I’m Too busy: I don’t have the time. Excuse to get rid of you even time. Agree With them. (Challenge them). And if you don’t change what you’re doing right now, do you getting any less busier in the future? i.

1. Is it a Pyramid? (what a pyramid is?). And in most cases, when they come to the realization that they really have no idea at all, okay. Number one, they are illegal. You will go to jail for running an illegal pyramid. Number two of illegal pyramid is really, really only the top people make most of the money. And then point number three is only cash usually flows through a pyramid system. There's no actual products are being sold.
2. I’m not a Sale person. If everyone had something that they really believe them, they would love to sell. It is because they don't want to be rejected. best customer in your own business is you, right? Could you sell yourself something you're not going to reject yourself? In actual fact, you don't even have to see a live person in order to sell a ton of products nowadays, because so many people now communicate through email, through texting through the internet. And so selling your product online by directing traffic to your old website is more popular now than ever before.
3. I don’t know a lot of people. In most cases, the people that you know are not the ones that are going to support you. We live in a society and I don't, and I don't have the answer white that most of your friends and family members will not support you in your business endeavors. They will not support you. They will support someone else.
4. The products are too expensive. Well, I've heard that one, many times will, are they.But the reason why you might hear that our products are more expensive because in most cases, people don't compare apples to apples, right? They do do a cross-comparison.
5. I'm the type of person. Who does it a hundred percent or I won't do it all. These are a hundred percent people. Everything they do is a hundred percent. Okay. Well, this is where the business, this business is quite unique. We're looking for individuals who are ready and who are open to diversify what they do for a living, but we only need a part-time commitment.

* The majority of time when I get an unknown objection. When they say something like I'm not interested, it always boils down to one of two things and here they are (read negative on the internet, Worried about what their friends think)