

# FLIP IT



A REFERENCE GUIDE TO FLIPPING  
COMMON RECRUITING OBJECTIONS  
INTO FAVORABLE OUTCOMES



#JUSTFLIPIT  


## OBJECTION

# I DON'T HAVE THE TIME...

Well, if you did this, how much would you be able to work?

My average Facebook party takes me about an hour total... and I average earning \$XX from each of those. In four parties, I profit around \$XX... in just four hours!!

You can put any amount of time you are comfortable with into your business. (That's why direct sales is so awesome.)

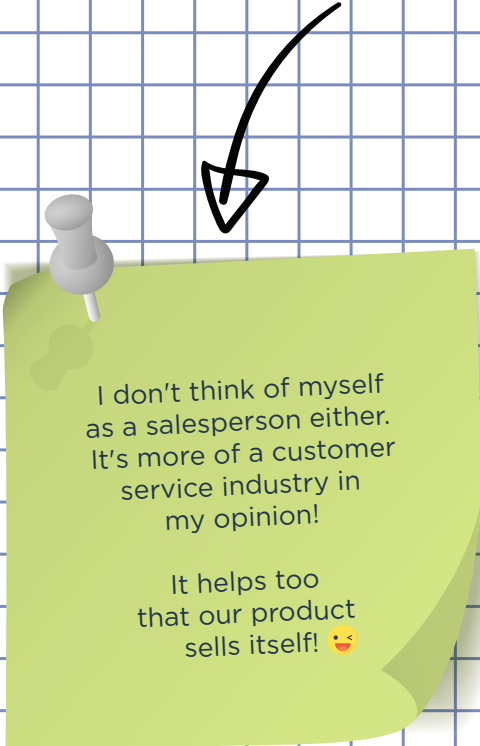
You just need to use your time wisely and I've learned how and will show you!

In my experience, busy people get the most done. 😊

Since you're the boss, you get to decide how to work your business.


## OBJECTION

# I'M NOT A SALESPERSON...



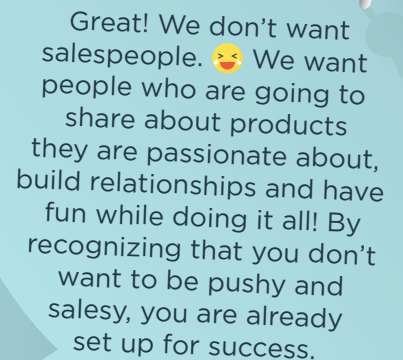
I don't think of myself as a salesperson either. It's more of a customer service industry in my opinion!

It helps too that our product sells itself! 😊



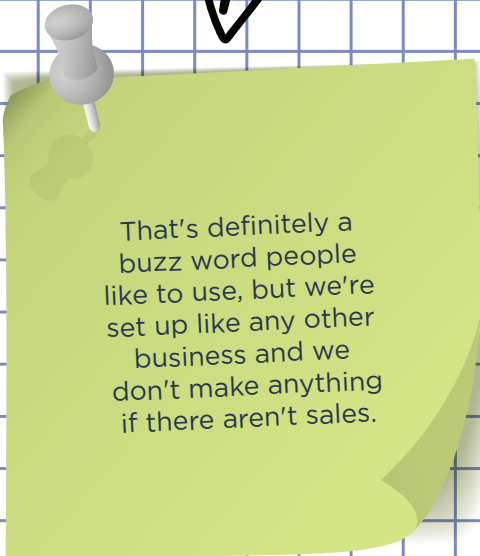
Me neither!  
And honestly, you'll be more successful if you don't try to be all salesy!

Be a friend, share your passion and excitement for the products and focus on relationships!

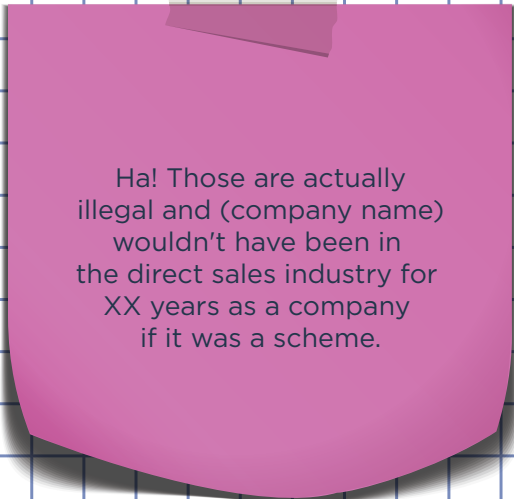


Great! We don't want salespeople. 😊 We want people who are going to share about products they are passionate about, build relationships and have fun while doing it all! By recognizing that you don't want to be pushy and salesy, you are already set up for success.

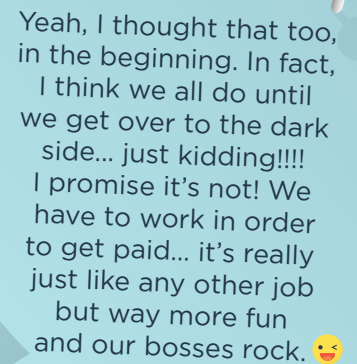
# IT'S A PYRAMID SCHEME...



That's definitely a buzz word people like to use, but we're set up like any other business and we don't make anything if there aren't sales.

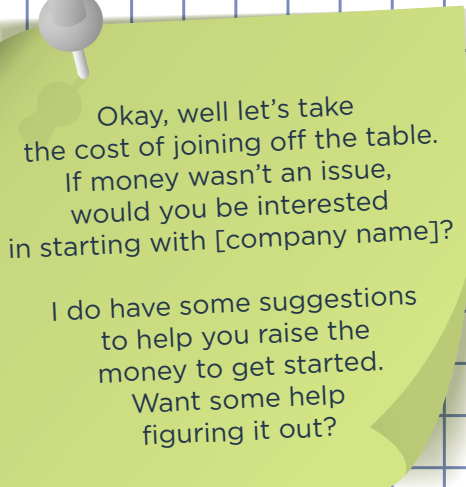


Ha! Those are actually illegal and (company name) wouldn't have been in the direct sales industry for XX years as a company if it was a scheme.



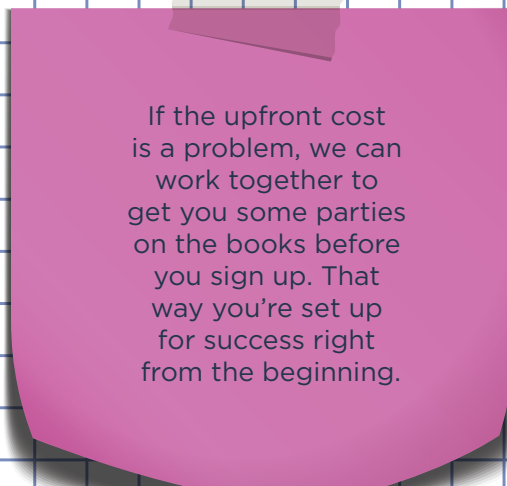
Yeah, I thought that too, in the beginning. In fact, I think we all do until we get over to the dark side... just kidding!!!! I promise it's not! We have to work in order to get paid... it's really just like any other job but way more fun and our bosses rock. 😊

# I DON'T HAVE THE MONEY...

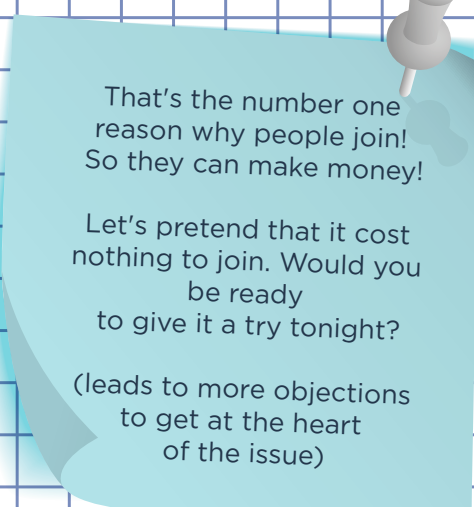


Okay, well let's take the cost of joining off the table. If money wasn't an issue, would you be interested in starting with [company name]?

I do have some suggestions to help you raise the money to get started. Want some help figuring it out?



If the upfront cost is a problem, we can work together to get you some parties on the books before you sign up. That way you're set up for success right from the beginning.

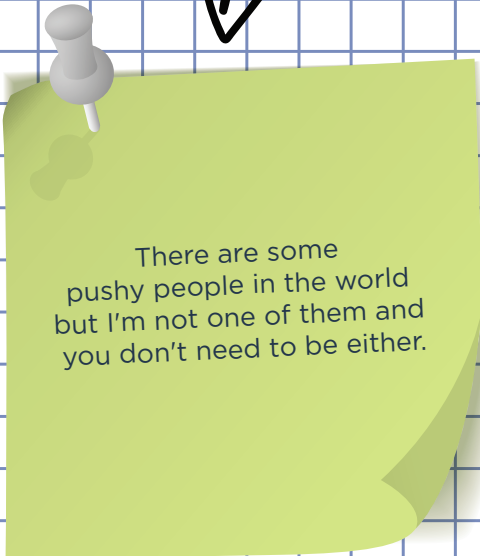


That's the number one reason why people join! So they can make money!


Let's pretend that it cost nothing to join. Would you be ready to give it a try tonight?

(leads to more objections to get at the heart of the issue)

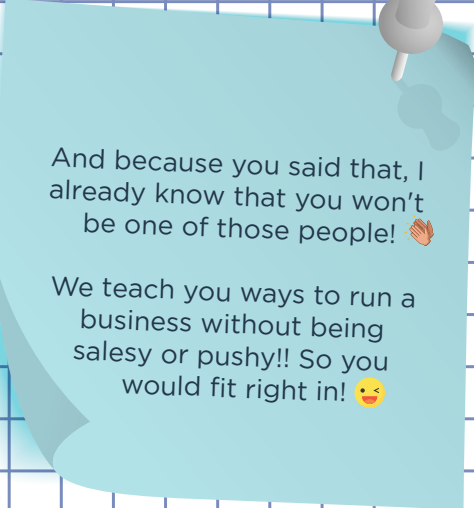
# I HATE FEELING PUSHY...



There are some  
pushy people in the world  
but I'm not one of them and  
you don't need to be either.



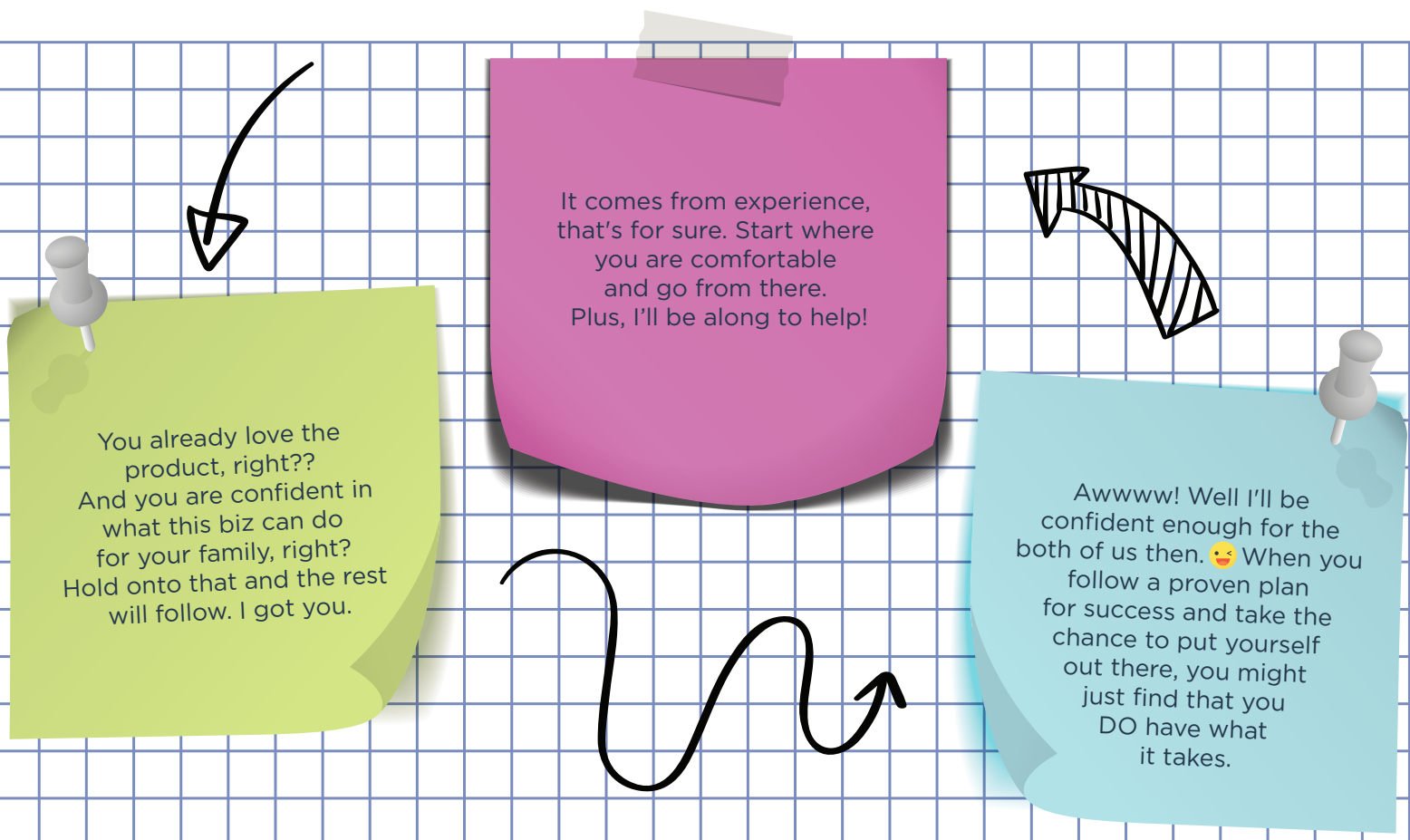
You really don't have  
to convince anyone to buy.  
You share what we have and  
if they want it, they buy.  
If they don't, that's okay!



And because you said that, I  
already know that you won't  
be one of those people! 🙌

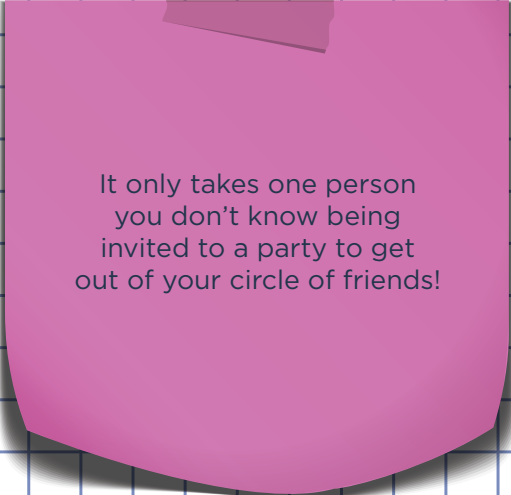
We teach you ways to run a  
business without being  
salesy or pushy!! So you  
would fit right in! 😊

# I DON'T HAVE THE CONFIDENCE...

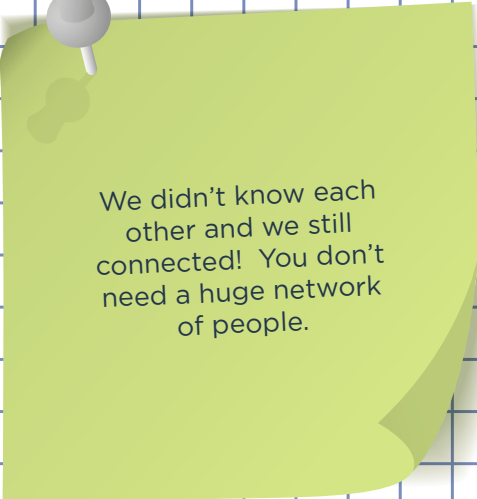


## OBJECTION

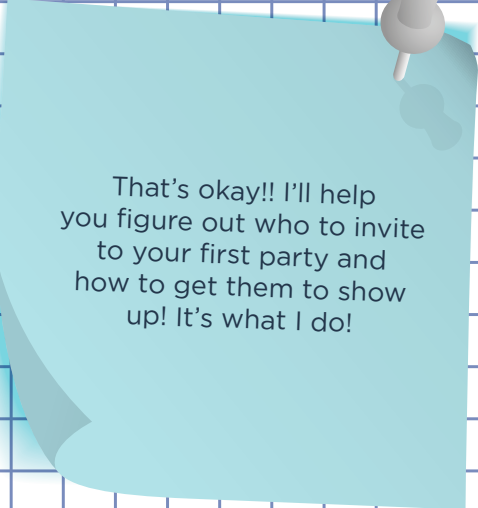
# I DON'T KNOW ENOUGH PEOPLE...



It only takes one person  
you don't know being  
invited to a party to get  
out of your circle of friends!




We didn't know each  
other and we still  
connected! You don't  
need a huge network  
of people.



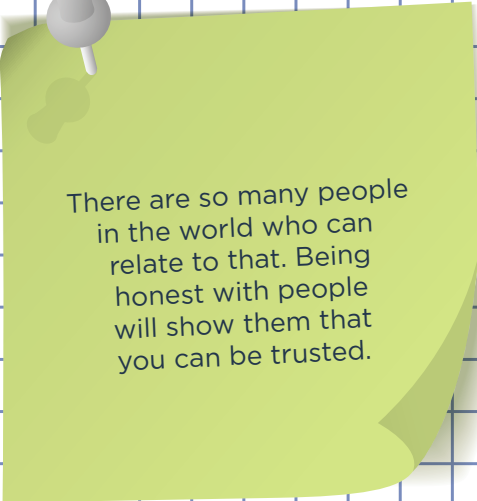
That's okay!! I'll help  
you figure out who to invite  
to your first party and  
how to get them to show  
up! It's what I do!



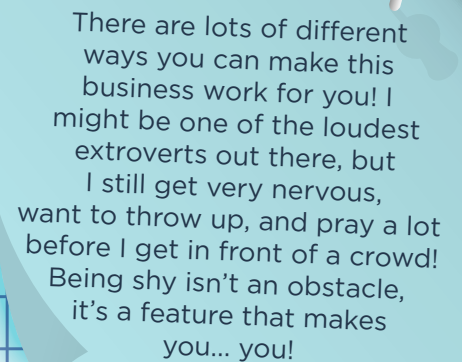
# I'M TOO SHY...



I'm actually a huge introvert!  
I do like to have the option to  
share myself on my own terms.

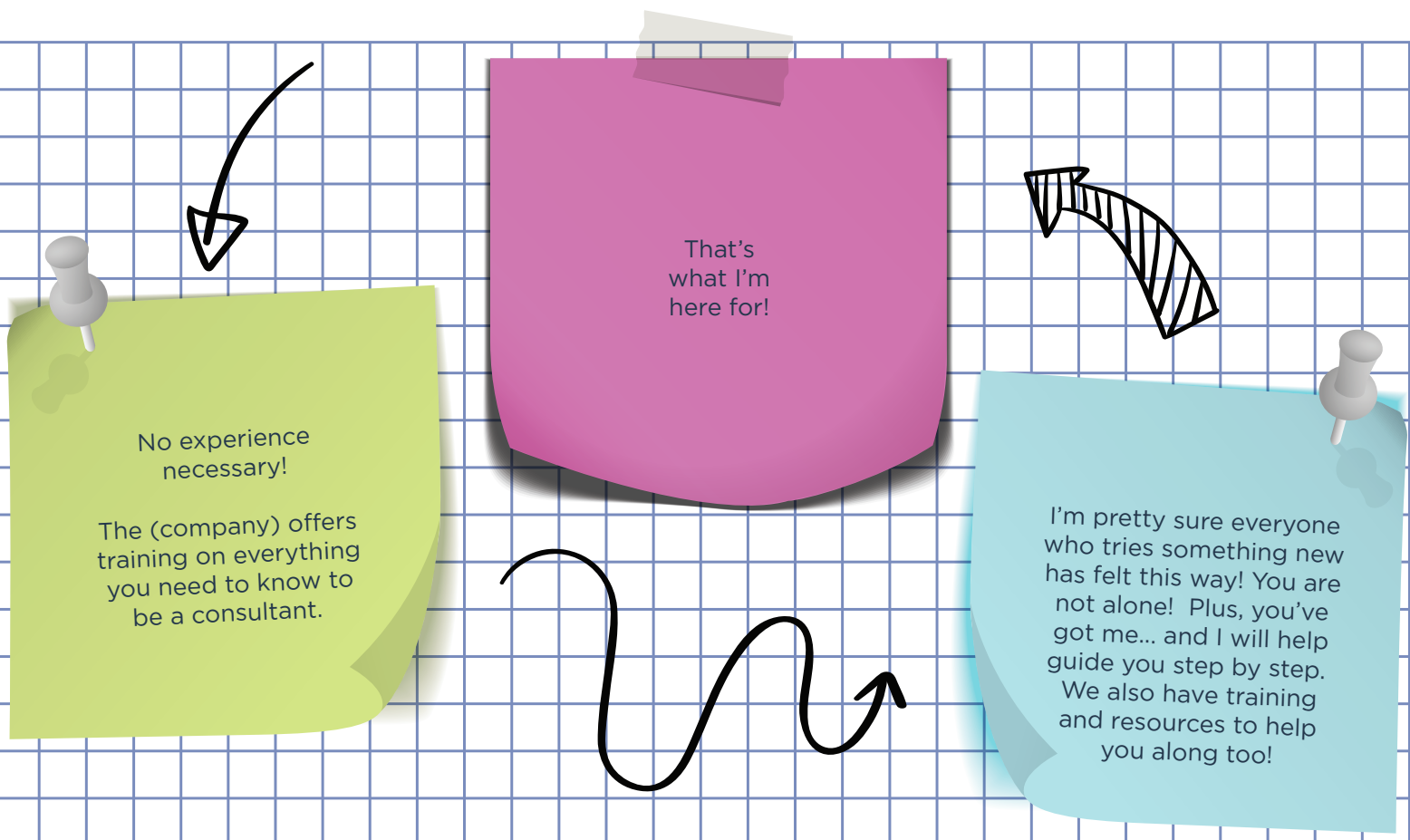


There are so many people  
in the world who can  
relate to that. Being  
honest with people  
will show them that  
you can be trusted.

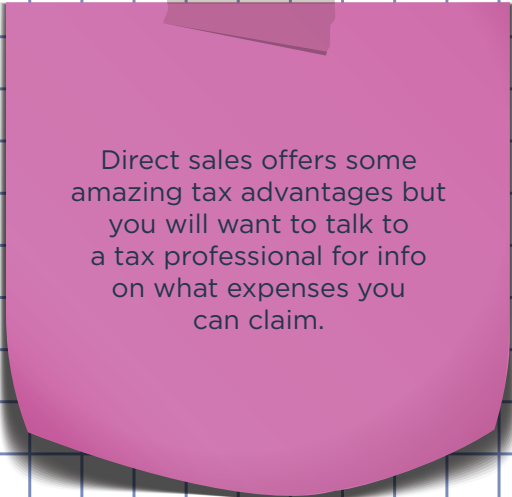


There are lots of different  
ways you can make this  
business work for you! I  
might be one of the loudest  
extroverts out there, but  
I still get very nervous,  
want to throw up, and pray a lot  
before I get in front of a crowd!  
Being shy isn't an obstacle,  
it's a feature that makes  
you... you!

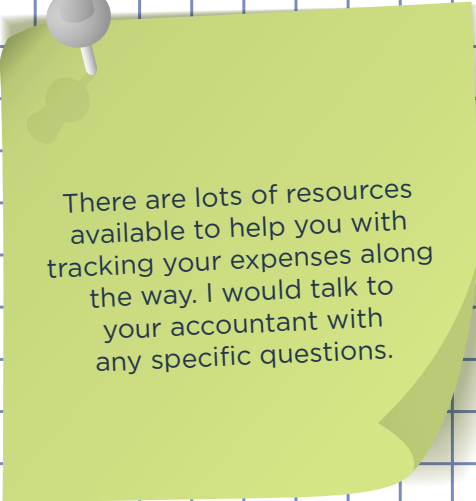
# I DON'T HAVE ANY EXPERIENCE...



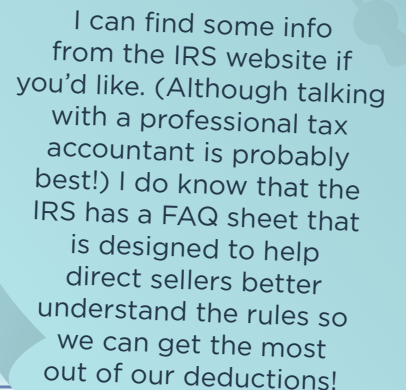
# WHAT ABOUT TAXES...



Direct sales offers some amazing tax advantages but you will want to talk to a tax professional for info on what expenses you can claim.

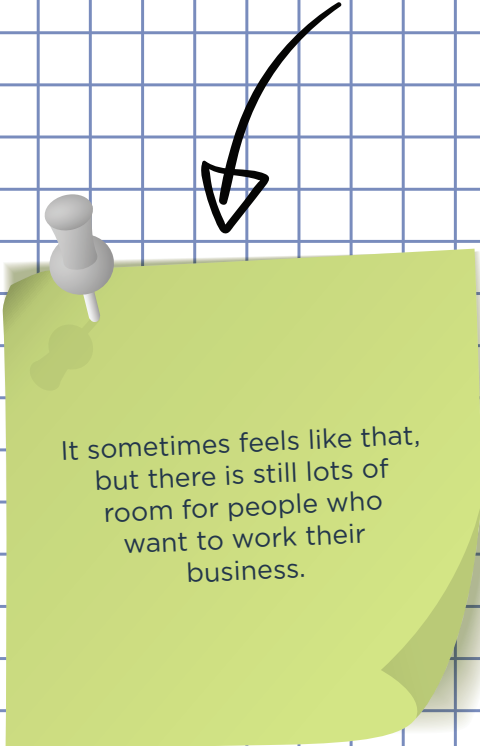


There are lots of resources available to help you with tracking your expenses along the way. I would talk to your accountant with any specific questions.

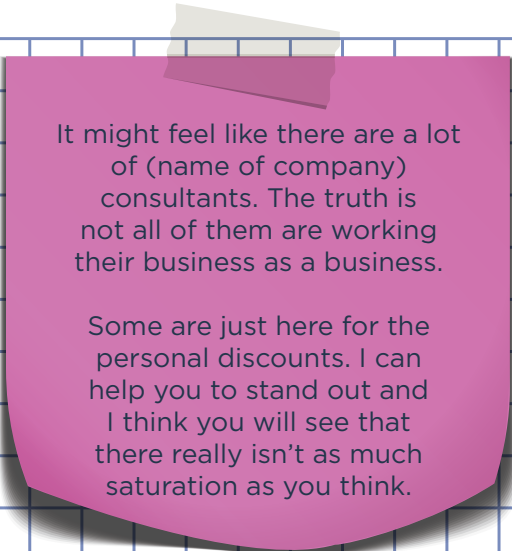


I can find some info from the IRS website if you'd like. (Although talking with a professional tax accountant is probably best!) I do know that the IRS has a FAQ sheet that is designed to help direct sellers better understand the rules so we can get the most out of our deductions!

# THE MARKET IS FLOODED...

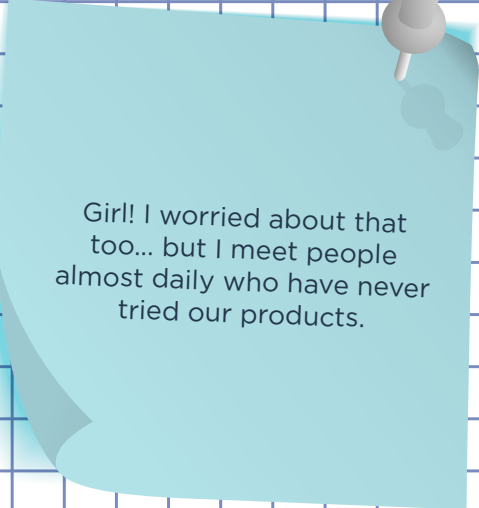


It sometimes feels like that, but there is still lots of room for people who want to work their business.



It might feel like there are a lot of (name of company) consultants. The truth is not all of them are working their business as a business.

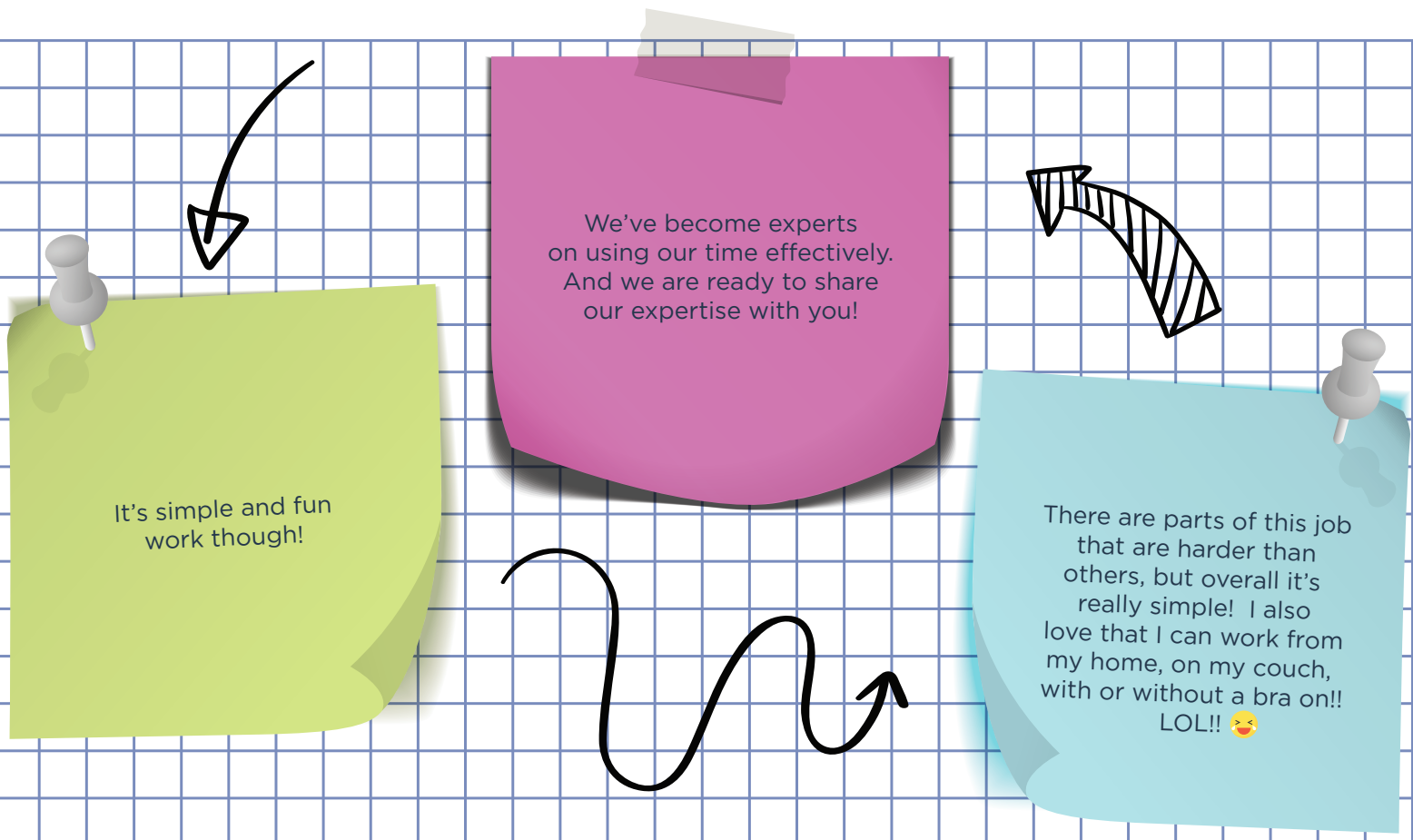
Some are just here for the personal discounts. I can help you to stand out and I think you will see that there really isn't as much saturation as you think.



Girl! I worried about that too... but I meet people almost daily who have never tried our products.

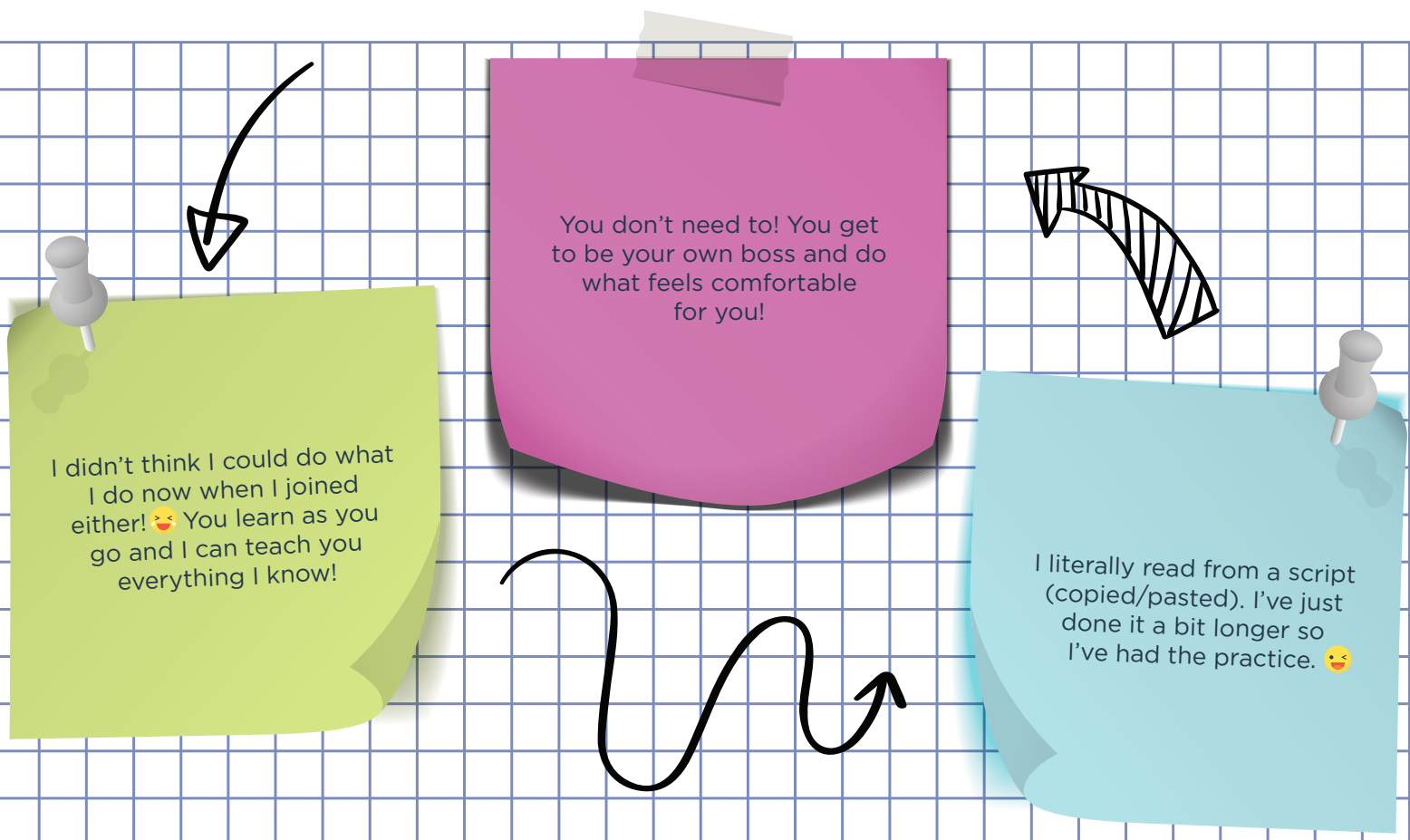
## OBJECTION

# IT SOUNDS LIKE A LOT OF WORK...

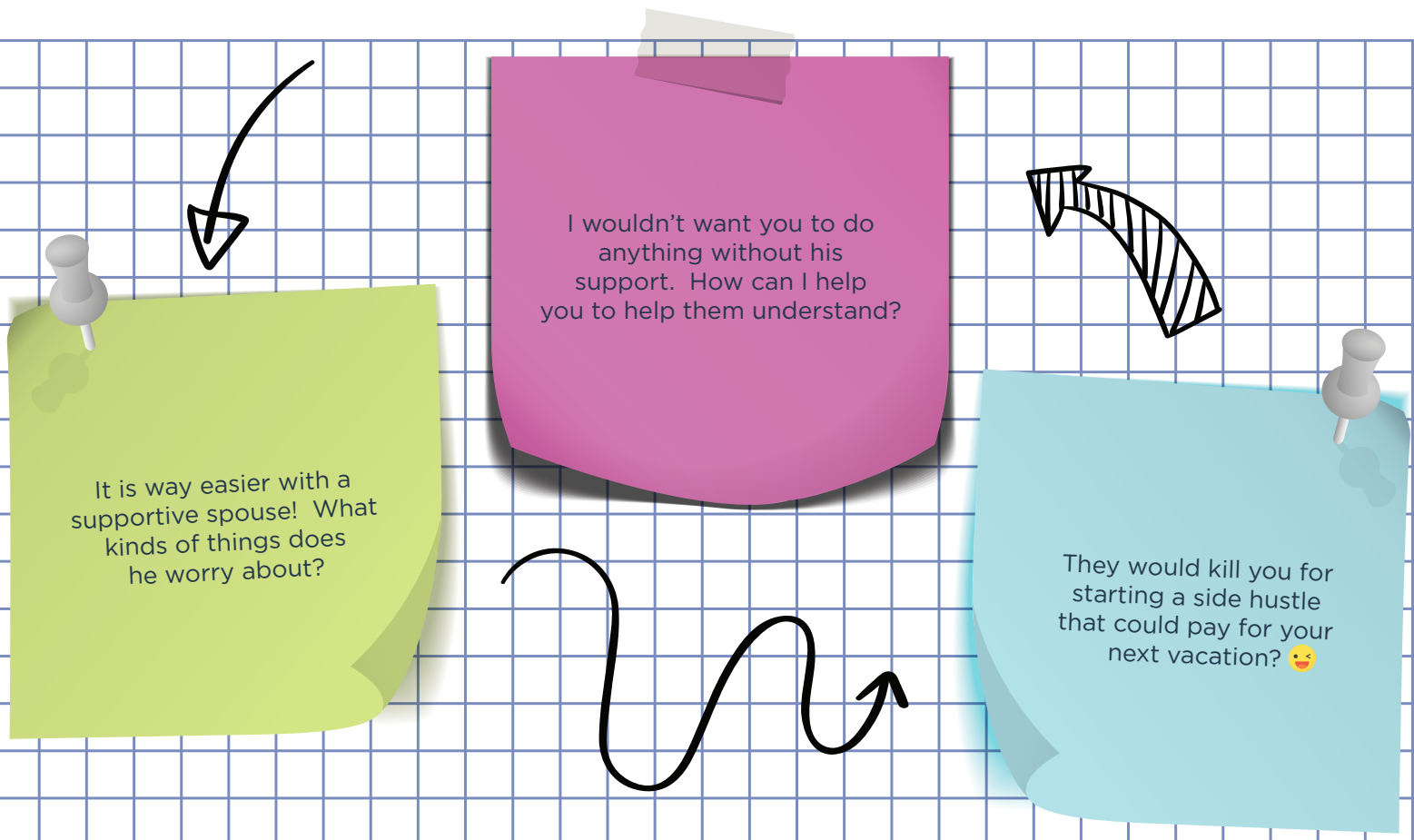


## OBJECTION

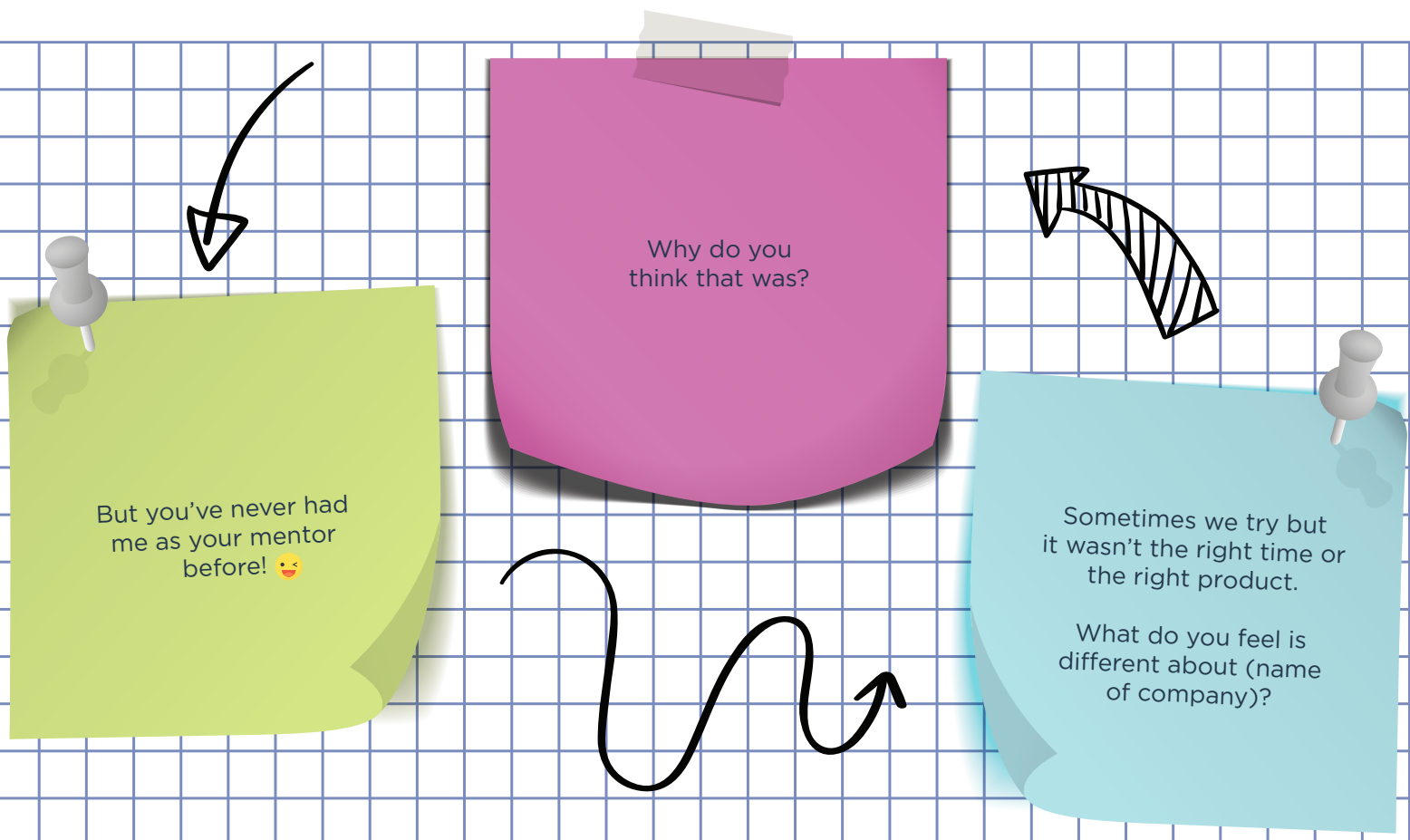
# I CAN'T DO IT LIKE YOU...



# MY SPOUSE WOULD KILL ME...



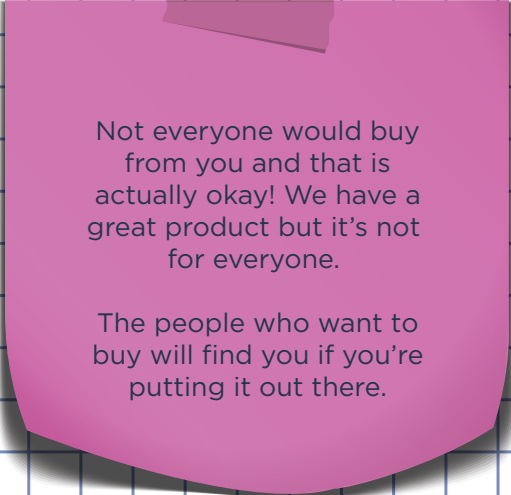
# I'VE TRIED BEFORE AND FAILED...





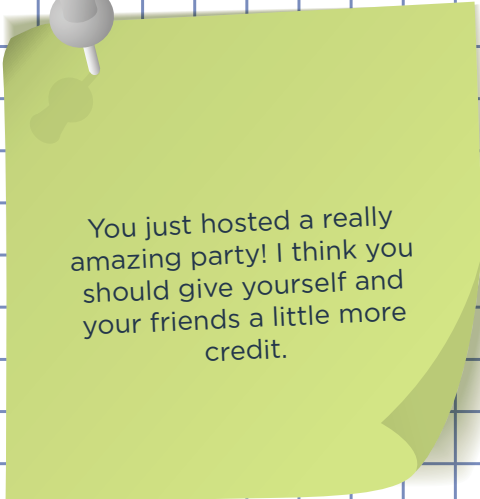
## OBJECTION

# NO ONE WILL BUY FROM ME...

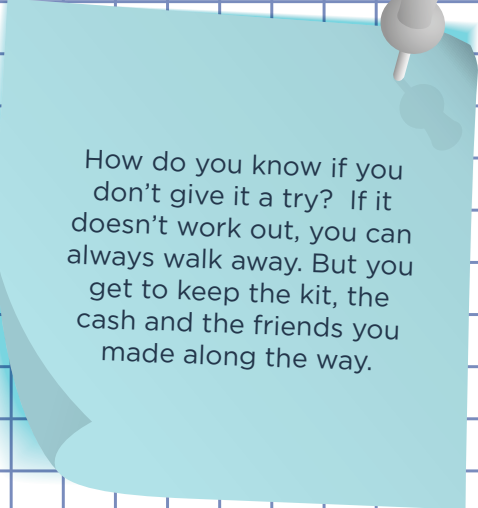


Not everyone would buy from you and that is actually okay! We have a great product but it's not for everyone.

The people who want to buy will find you if you're putting it out there.



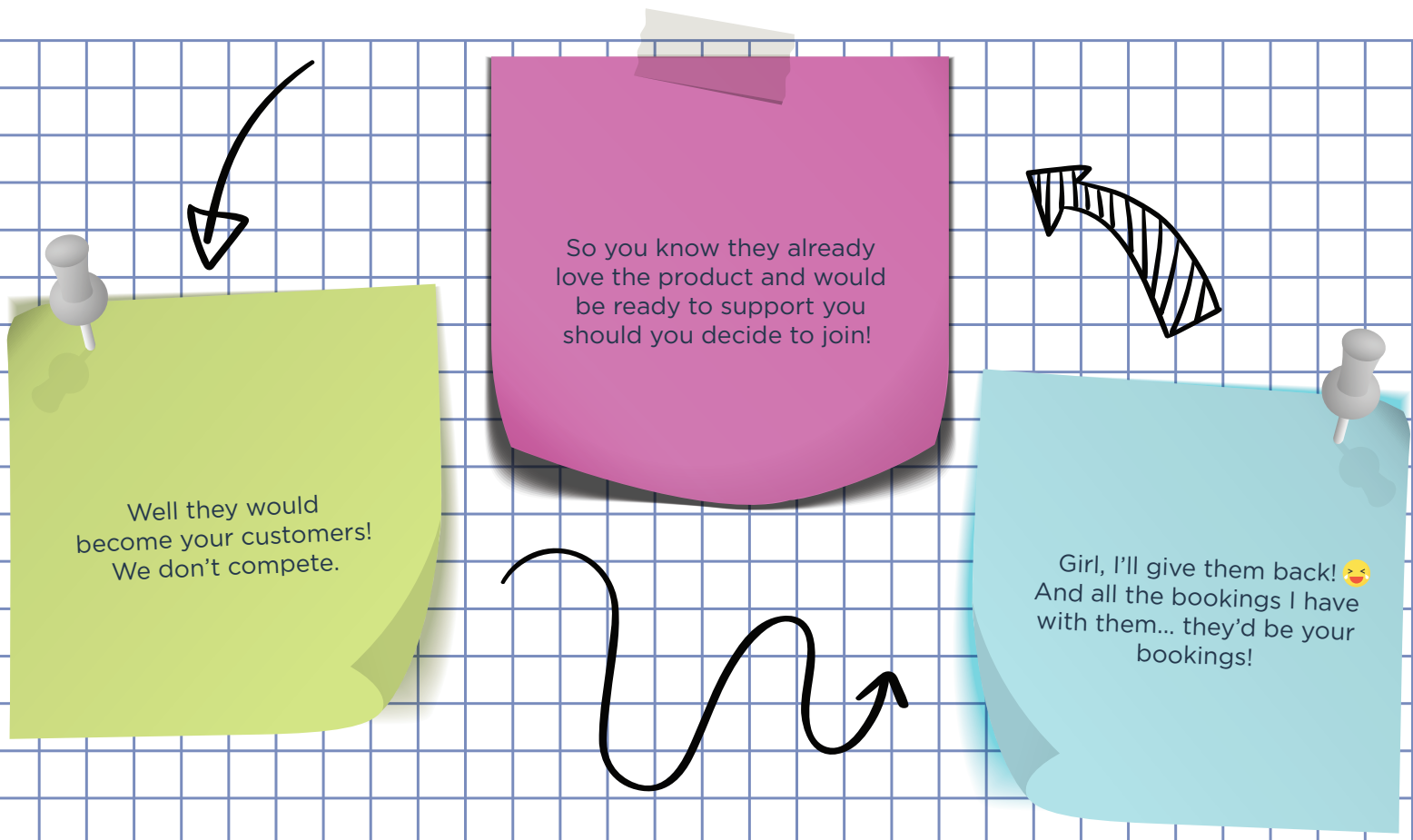
You just hosted a really amazing party! I think you should give yourself and your friends a little more credit.



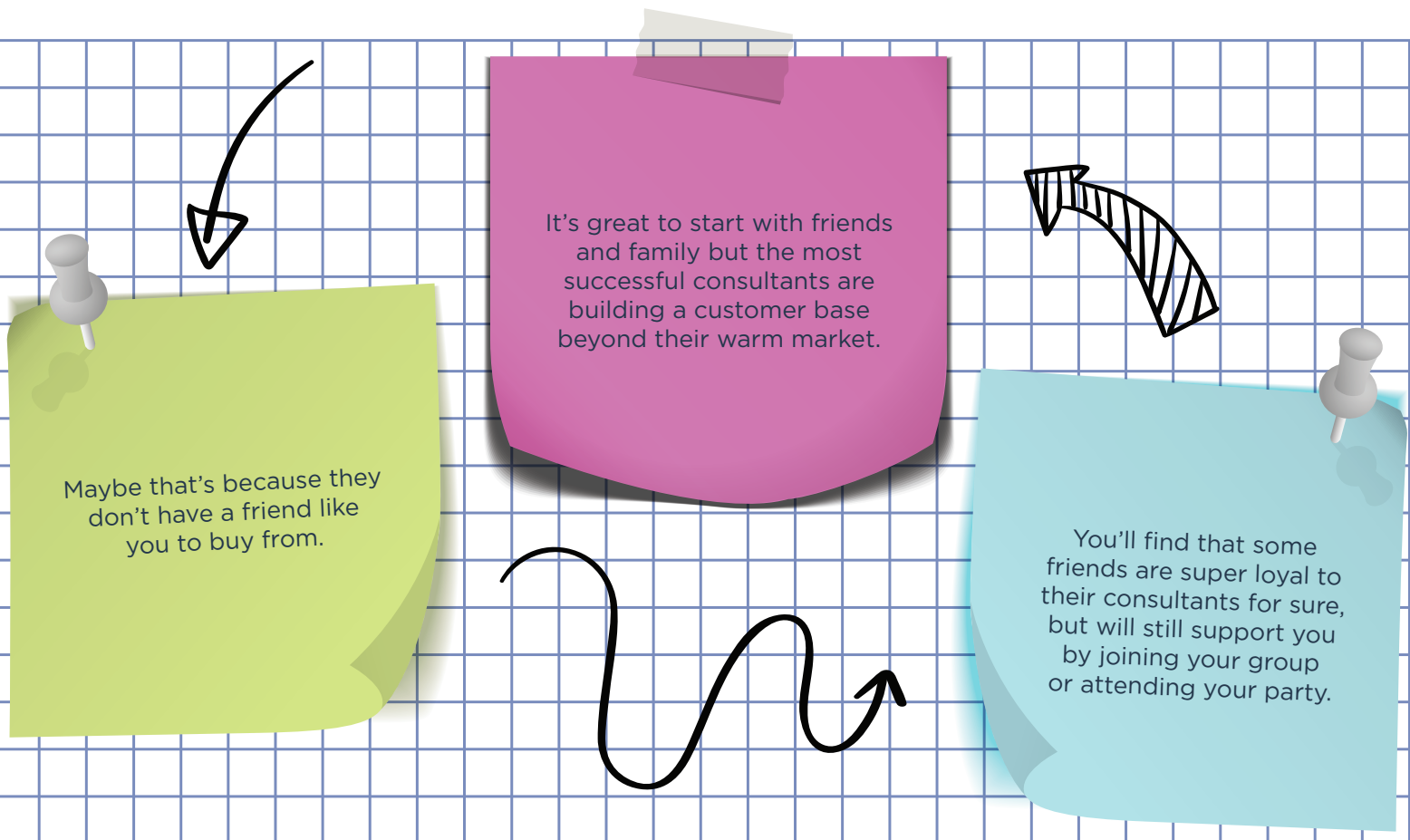
How do you know if you don't give it a try? If it doesn't work out, you can always walk away. But you get to keep the kit, the cash and the friends you made along the way.

## OBJECTION

# ALL OF MY FRIENDS BUY FROM YOU...



# ALL OF MY FRIENDS BUY FROM OTHERS...





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Amanda Todd is the "Chief Dot Connector" at You Dot This - a hub for direct sellers with tips, tools, training and resources with a focus on business-changing connections!



**YOU DOT THIS | AMANDA TODD**

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# FLIP IT

Overcoming objections can be challenging when it comes to sharing your biz, right? Especially when it comes to recruiting!

Don't miss another opportunity to recruit a new teammate because you don't know how to respond to an objection... **Just Flip It!**

The **Flip It Resource Guide** is filled with some of today's most common recruiting questions/objections along with 3 different ways you can flip those questions/objections into a more favorable outcome for your business goals.

The **Flip It Resource Guide** is a tool you'll go back to again and again and again. Easily look up the objection and copy the response of your choice into a text or DM. Or let the suggestions inspire you to create your own response.

Now, no matter what comes your way you'll be totally confident and ready!

**Can't wait to hear about your results!**

♥ *amanda*

*you dot this!*