

Spring Fling 2012
 Over coming Objections and Postponements
 TABLE #1

Task: Practice the Feel Felt Found method and close the conversation!

Objection	Feel	Felt	Found	Close
I'm too busy	I understand how you feel.	I have felt the same way.	The prep is done by me and I have found that previous hosts who also are busy like you found it very relaxing to that that break!	How would a Sunday afternoon work for you?

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 TABLE #2

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Objection	Feel	Felt	Found	Close
My place is too small	I know how you feel. I understand how you feel. <hr/> A lot of hosts feel the same way	Ive had hosts feel that way before. <hr/>	Ive found that there are other options like have a party at a friends house or outside at a park <hr/> What we have found we can have great parties with just 4 or 5 people and some find too many people is too much	How do you feel about doing your party with a friend? We can set up something for next week. <hr/> Of the 4 or 5 guests that you have which night works best?

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TABLE #3

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Objection	Feel	Felt	Found	Close
My friends all work and have very little time				

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TABLE #4

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Objection	Feel	Felt	Found	Close
Everyone has all the Tupperware they need				

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Objection	Feel	Felt	Found	Close
My husband objects	I understand how you feel.	Ive had other host that have felt the same way	What Ive found is when you show him all the free product you are going to get he'll be happier your not buying it!	Is Monday or Wednesday better for you?

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Objection	Feel	Felt	Found	Close
My friends aren't the "party" type	I understand how you feel	I have friends that have felt that way as well`	They found that inviting co-workers or neighbours can get more people to come	Why don I call you back in a couple of days after you've talked to some of these people and we can talk about a date early next week?

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Objection	Feel	Felt	Found	Close
I need to cancel because I only have 3 people coming	I understand you feel you would like to cancel because you only have 3 people	I have had other hostess who have felt this way	I found a party can still be successful	Id still like to come to your house to do the party

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 TABLE #8

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Objection	Feel	Felt	Found	Close
No thanks I don't want to have a party right now				

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 TABLE #9

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Objection	Feel	Felt	Found	Close
I cant have my party next week – my parents are gone and I have no one to look after the kids	I understand your concern.	I have had past hostesses with similar situations.	What I have found is previous hostesses have made it a “kid-friendly” party. The kids can help during the party. We could make snacks for them. If you had a older child coming they could watch the kids in another room. I will bring special gifts for them.	I look forward to your show! Im happy we found a solution and glad we could work this out. See you at the party!
	I understand its difficult to find babysitters	I have been in that situation before		

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Objection	Feel	Felt	Found	Close
I've tried hosting a party before and it didn't work	I understand how you are feeling nervous from your previous experience.	I've also felt frustrated when parties have not been a success	I have found that if we offer a gift for coming things can turn around.	Why don't you have a couple of friends over and tell them to bring a friend as well. We'll make a cake and have a good time!

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 TABLE #11

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Objection	Feel	Felt	Found	Close
No way! I don't host these things!	I know how you feel, when I had to host my first party <hr/> That's ok I understand how you feel	I felt that no one would come to my party <hr/> Others have felt that way too	However, what I found worked was getting outside orders from friends and family <hr/> But I found that when you hear about the free gifts that you will receive you will be pleased	So, I really encourage you to host this Saturday to receive that salsa bowl you want. <hr/> Does Wed work? Its fun!

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TABLE #12

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Objection	Feel	Felt	Found	Close
I need to cancel because I've changed my mind – I don't really want to have a party.				