

# Actions for Module 4 - Overcoming Objections with Flair!

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Now comes the hard bit! How are you going to put into practice what you have learnt today? This sheet is to help remind you what we covered and identify what actions you need to put into place.

## How are you going to change your mind set?

How would you describe your mindset now? How does it need to change?  
What will you do to actively change it?

## What is your magic formula?

How will you approach objections?  
What do you need to remember?

## How will you overcome objections?

Use the formula!  
Have your questions ready - 5-10 ideally, remember you wont get through them all in one call

## What can you sell that will relieve their pains?

What can you sell in that will be a solution?  
Plan this in to the call  
Have selling points ready for each objection you face

# *Overcoming Objections with Flair!*

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The  
Recruiter  
Accelerator  
Club

How will you ask for commitment?

Will you ask for commitment?

What will this look like?

What is your end goal?

## **Remember to:**

Use  
your personality!

Be  
memorable!

Keep  
going – keep your eye on the prize

Change  
your expectations to really make progress