

OVERCOMING OBJECTIONS by Eileen Shaffer

I DON'T DO HOMESHOWS

1. Did you like the jewelry. (yes)
2. You don't have to have a big party. Just invite a few friends over. You will still earn lots of free jewelry!
3. This is very simple. I do most of the work. You don't even have to send out the invitations. I do for you as well. Just put out simple refreshments.

MY HOUSE IS TOO SMALL

1. A smaller show can be more fun when it is more intimate.
2. When a show is smaller, I can focus more on each guest.
3. Just invite a few friends, have them wear no jewelry & we'll select the best for them with everyone's input.

I'M RE-DOING MY KITCHEN

1. Awesome, I'm sure you'll want everyone to see it. Let's have your party when it is done.
2. No problem, let's book it for November. (Point is to book it out at a later date but still have a confirmed show.) If the construction is not done, we'll reschedule it for later.

I DON'T WEAR JEWELRY

1. Wouldn't you like to not have to pay for many of your holiday gifts?
2. Even if you don't wear a lot of jewelry I'm sure many in your family do & would love to receive it as a gift!
3. You can donate your free jewelry to a favorite church, synagogue or charity to use as raffle items.

I WORK AN ODD SCHEDULE

1. How far in advance do you know your schedule? We only need 2 weeks to get the invitations out.
2. We can do a you & a few show. Just let me as far in advance as possible a good day. Then invite your family & closest friends.

MY HUSBAND WON'T LET ME HAVE A SHOW

1. We could have it anywhere you want. Parents house, office, sister's... (let them tell you.)
2. Why don't you have it with a friend or sister? It's fun to do have a show with someone else.
3. I actually hear that a lot. You know, I've had hostesses in the same situation who schedule their show when their husband is traveling or out with the guys!

I HAVE TOO MUCH JEWELRY ALREADY

1. Wouldn't it be great not to have to pay for a bunch of holiday gifts?
2. Then you must really love jewelry! There must be an outfit or 2 that you would love to get new jewelry to update the look of it!

I ONLY WEAR FINE JEWELRY

1. Did you see our line of fine looking jewelry? It's almost impossible to tell the difference it is so well made!
2. Think of all the great holiday gifts you wouldn't have to pay for!

I'LL THINK ABOUT IT AND LET YOU KNOW

3. I know you want Susie Hostess to get the extra \$25 bonus. Let's pencil in a date and I'll keep in touch in case we need to reschedule
4. If now is too busy for you, let's wait until fall. That's a great time with the holidays.

THERE HAVE BEEN TOO MANY DEMONSTRATIONS IN MY NEIGHBORHOOD

1. I understand it gets to be a bit much. If everyone is showing up, they must be enjoying it. Why don't we pencil in a date for later on. Is November good for you?

LET ME CHECK WITH MY FRIENDS & I'LL LET YOU KNOW

1. From my experience, it doesn't matter what date you pick. There will be conflicts with people's schedules. What is good for you? August or Sept.?
2. You know summertime is a fantastic time to have a show. It's lighter longer, the kids aren't involved with a million different activities, people are home Tues - Thurs with not a lot on the schedule.

I DON'T HAVE MY SCHEDULE WITH ME. CAN YOU CALL ME NEXT WEEK?

1. I'll be happy to follow up with you when you do. So that Susie Hostess gets the credit towards the \$25 bonus, let's pick the month & day of the week.

I ONLY GO TO SHOWS, I DON'T DO THEM

1. I do fund raisers! What particular charity or organization to feel passionate about? I would love to help out by raising some funds for them.

I DON'T HAVE ANYONE TO WATCH MY KIDS

1. I cater to stay-at-home Moms. Have a few moms over with their children. I'll pass around some of the jewelry in trays instead of a whole display. They can look in the catalog & if they find something they like & I have it, I'll bring it out for them to try on.

MY FRIENDS ARE ALL BROKE

1. You know what's great about a Premier show is that you only need 1 guest and \$100 in sales! And, really, just invite everyone. They might think of a gift they have to buy anyway while they are here.
2. And, you can tell them that you get a bonus just for having 10 guests!

I DON'T FEEL COMFORTABLE ASKING PEOPLE TO SPEND MONEY WITH THE ECONOMY

1. I understand. I always try to remember that 90% of the population still is employed! And really, women aren't going to the mall the way we used to....so many people are looking for a fun shopping fix. And what's better than shopping, food and fun with friends!
2. Did you know that the average price of our collection is only \$34! I can certainly emphasize the more affordable items as well at your show. No problem!