

Learn How to Respond To Your Prospect's Most Common Questions/Comments

Monday Call, May 7, 2007

Incentive Period Extended through Period 6

The Recall of the Serum

Mannatech's Earnings Announcement

What can we expect to hear from a prospect? If you are prepared, you will become a prospecting machine!

1. What's this all about?
 - a. Business
 - b. Product
2. Just cut to the chase...
 - a. Business
 - b. Product
3. How much does this cost?
 - a. Product
4. Where can I document/verify this?
5. Is this going to cost me anything?
 - a. Business
6. How much money have you made? Show me your checks
7. How long have you been in the business?
8. Can you finance me?
9. Why should I do this?
10. I've been burned before
11. Are you member of Better Business Bureau (products approved by FDA)
12. I do not have the time or money
13. I need to think about it

14. I need to talk to my husband/wife
15. Just stick it in the mail
16. I'm too old/too young/too busy/too handicapped
17. Is this MLM?