

## **Common objections and suggestions on how to respond:**

**Too expensive, tight budget:** When you compare it to high quality items at the health food store, our products are actually better priced especially on our autoship program and if there is something out there to spend a little extra on, I believe it is my family's health but let's dig a little deeper. I used to say that things were "too expensive" as well, the suite on the cruise, the fancy camera, the travel soccer team, but I got tired of saying that and went looking for something that would give me the extra money so that I never have to say "it's too expensive" again. This might not be that thing for you, but I hope you take a serious look. I don't sell products, I share a way for people to get ahead in life --- Then I would attach a video or a screenshot of a testimony that proves our health is worth the expense. Then I would attach a video or a screenshot of a testimony that proves our health is worth the expense. [Rachel Garcia]

**Pyramid scheme:** Yes, I do get a commission, but there are many industries who get paid on commission or sales bonuses. Car salesmen, ad sales, travel agents, clothing/suit sales, etc. And we incentivize people all the time, with things like referral bonuses. It's a natural part of growing many businesses and earning a living. And my friends are actually happy for me to make a commission from a product that will help them. They want to support me! [Shala Wilson Graham]

Pyramid is corporate America. You can never make more money than the person above you. Capitalism is built on profits. I would rather support a friend or family member than give money to a stranger. [Mikell Clayton]

**Tried that before/we're just not the type:** It is like nothing you have ever seen before but on that note ...did you ever go on a bad date? Did you swear off of men forever as a result? Don't let one bad experience steal from you something that could very well change your life forever. Taking a look doesn't mean you are doing anything, it just means you are taking a look. [Rachel Garcia]

Eric Worre says to respond with, "Ooh, sounds like you have a story. Tell me about it! What happened?!" Listen with genuine interest, then say something like, "If I could show you how... (whatever addresses their previous failure), would you like to hear more?" Nothing high pressure, just a genuine desire to see you get healthier and succeed. [Kyria Baker]

**Don't want to make money off my family/friends:** When someone starts to say things like "I refuse to make money off of my family and friends" I respond with a story.... "you know what I used to feel the same way and so we just started by using the products, then I lost 32 lbs, my husband's depression disappeared and my son's stomach and allergies issues resolved completely and I felt ethically obligated to share it. Now I know sharing PURE isn't about money, this is a GIFT and I don't know who needs it so I share it with everyone. Would it be okay if I add you to our testimony page on Facebook so you can see how many lives are being changed daily?" If you don't have a story of your own to share, share someone else's story. I share YOUR stories on Connect calls daily.[Rachel Garcia]

First I don't think about this as making money off my family ; rather I'm offering the people I love most this way to change their health and wealth.. they will make far more money or progress by joining than you will ever make from them..

2. We don't get the nutrients and vitamins that we once did by eating fruits and vegetables.. therefore in order to maintain a healthy lifestyle we must give the nutrition in a different way... I use this video to drip on anyone that has questions about nutrition or food..

<https://youtu.be/r4DOQ6Xhqss>

3. Lastly, we get negative people from time to time and this is NOT for everyone.. but if you

reach out to 200-300 people you will find who is looking for a change and they will welcome this into their lives!!! [Kristin Wetzel Hendrix]

**Not now, not for me, too busy:** First whenever someone says one of those things to me, I try to leave the door cracked open to come back so I will usually respond with. “Timing is so important, is it okay if I check in with you from time to time to let you know how things are going for me?” They will usually respond with “Sure” and it makes coming back easier. If you didn’t leave that door open I might say “Hey Becky, it’s been a little while since I last reached out to you and I wanted to check back in. Timing changes for everyone and since I last reached out our company has really started to explode. Are you open to taking another look?” Maybe share a little bit about how your life has changed or how someone you know has seen their life change since starting with PURE. I share your stories all the time. “Since we last chatted we are seeing people join and have life changing results with their health, finances, time freedom, etc... Additional streams of income is just smart and making \$500 per month is not difficult to do here, are you open to taking another look?” [Rachel Garcia]

**Another company:** I have said, “I know you are an expert in this field, are you open to taking a look at my company, I would love to hear your thoughts.”

People jump from other companies to ours ALL THE TIME. This business is difficult can you imagine doing it with a product that doesn’t give life changing results? Or worse a comp plan that doesn’t pay very much? They deserve to know there are other options. [Rachel Garcia]

**I get my nutrition from food/supplements too much like an addiction:** One of my answers to the addiction question **if and only if** I am in person : “Would you agree that if you drank one gallon of water a day for a month that it would be good for your body? And that if you stopped drinking the gallon of water each day you would be able to tell and probably not feel as good? Well we wouldn’t want to get addicted to that water would we? 😊 Think of how much better you could feel if you cleansed out the toxins and poured plant-based nutrition in for a month? One of the absolute best gifts we can give to our children is a healthy parent.” [Rachel Garcia]

**Not interested with no explanation:** Okay, thanks, [name]! If that ever changes, please keep us in mind, and if you run across someone who DOES need a change in their health or finances, feel free to share my story with them and send them our way. [Kyria Baker]

**It sounds too easy:** I would tell them, “It is simple but not easy. Don’t let what could be one of the best things that could ever happen to you pass you by because “it sounds too easy”. Do your research; what do you like best about it?” [Rachel Garcia]

**Stick with my doctor/meds:** I’m glad you’re happy with what you’re doing! Five of our products are listed in the Physician’s Desk Reference, so if things change, keep us in mind. Your doctor might like to add some of them. 😊 They have helped the symptoms of my Lyme disease tremendously. [Kyria Baker]

I always say there is a time and place for medications but understanding the root cause of disease and learning how your body is supposed to function is life changing! I’m so thankful I kept an open mind! Oh and we have an entire wellness advisory board of medical doctors [Melissa Pfennig Urban]

**I’m healthy:** That’s good to hear! We both used to be the same, so we know from experience that things can change unexpectedly. Please keep us in mind. You might come across someone who does need some help in health and/or finances. If so, feel free to share my story with them. Thanks! [Kyria Baker]

“That’s awesome!! I’m so glad you don’t ... you must be super disciplined and know what to do  
.... You are perfect for helping me change some lives !!”  
“You like to help other people right??!” [Trish Muehlstein]