### How to Turn Rejections and Objections into Summer Sales & Profits Study Guide

Welcome to "How to Turn Rejection and Objections into Summer Sales & Profits."

Most people are under the illusion that the "how to's" are the road to success, but unfortunately, it's living life on the surface and your success is always determined by your willingness to go deep into the areas of your habits, characteristics and previous choices so you can really witness the truth, sometimes painful and realize what you really need to change about yourself and what you're doing to get the outcome that you really want.

# #1 Principle: Your Action will increase through understanding how you're wired and how you want to be perceived by others!

Let's get clear about why you don't take action. You might think you don't take action because you're tired of rejection and don't know how to handle objections, but that's not really the root cause of the problem. When you understand the root cause, you'll know what changes you must make that will get you into action. Part of the equation that you might not have looked at, is that you are uniquely wired up with values and strengths and if you don't honor those you won't take action. Let's identify it.

#### #2 Principle: Extraordinary follow up systems that inspire others others will eventually convert!

I want to challenge you to schedule 90 minutes in your calendar to go through your calendar, Facebook friends, business cards, previous parties; basically all data of anyone that you want to eventually connect with and share your product and business. Come on! Get into it and make it fun! Ask yourself the ideal questions:

- Who have I connected with that loves my product?
- Who would I love to host a party for?
- Who's someone I'd love to get to know more (neighbors, friend of a friend, someone who you do business with, the fun Starbucks employee, the outgoing bank teller or your insurance agent)?
- Who in your past has said, "I can't host a party right now but I will in the future?"
- Who would benefit or be talented in your business?
- Who haven't I talked to for months or years that I would love to connect with?
- Who have I supported in the past that might want to return that generosity?

Listen carefully! Your number one objective is to get others to call you back so that you can connect and create opportunities and the greatest way to get others to call you back is to invite the people on your "Who do I want to connect with list" to something special.

If you have an activity to invite others to they'll call you back and believe it or not, you might convert more business before your live or virtual event than at your event, but If you don't have anything to invite them to then you'll most likely appear like a telemarketer. Stay with me, it will all make sense in a moment.

What might that be?		



The program for direct sales professionals who want consistently high sales, high personal recruiting, huge results and more time for what matters. Build your personal business and unlock your potential with Lifeline's best resources at an AMAZING price—and get membership for LIFE!

### **Benefits of the Gold Program**

#### Personal Access to Lifeline's Protégé Library

Your own personal username/password for the Protégé Library with 24/7, 365 days/year, lifetime access.

#### 9 Instant-Access Ecourses (\$2,900 value)

Nine online self-paced ecourses to build your ideal business, increase your income, leverage your time and live an empowering life!



**Exploding Your Personal Business Over the** 



Choice Management: Taking Back Your Life, Time & Business



Partnering With Your Hostess: How One Hostess Can Lead You to Hundreds



Launching Your Greatest Holiday & New Year



30-Day Recruiting Mastery Boot Camp



Designing a Life & Business Plan



Rev Up Your Sales & Recruiting through Facebook Parties, Facebook Opportunity **Events and Social Media Secrets** 



Launching the New Year With an Ideal Personal Business and Income



Living a Life of Self Esteem

#### **Private Community** (\$195/yr. value)

Connect with other Gold members in our Private Facebook community to share ideas, ask questions, network and get inspired!

#### Shareable/Downloadable Training Materials (\$495 value)

An entire library of Complimentary Resources with shareable videos, audio and document trainings with short training to build your business and train your team.

# Monthly Group Coaching with Steve Wiltshire or a Lifeline Coach

(\$1,600/yr. value)

Coaching Works! Every month you'll have the opportunity to join Steve for a Group Coaching Experience and receive coaching! Can't attend? It is recorded and added to the library.

# "Direct Sales University" Membership (\$195/yr. value)

Your Protege membership includes lifetime access to Lifeline's "Direct Sales University."



#### **BONUS: Specially Priced Coaching & Group Coaching Opportunities**

Protégé Gold Coaches, **Jennifer Andersen** and **Christina Hanthorn**, lead Group Coaching and Masterminding groups each quarter. This is a specially priced offering that is completely optional but a big bonus!



## **Seminar Special Price:**

\$5,300 Value

12 payments of \$67

12 payments of \$37

Total \$444 (Regularly \$804.00) 4 payments of \$137

4 payments of \$87

Total \$396 (Regularly \$548.00) 1 payment of \$487

1 payment of \$327

(Regularly \$487.00)

Special Offer Pricing Good Until End of the Event

www.MillionDollarProtege.com/gold

If you can't click the link, copy and paste it in a browser

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How often do we make a choice that doesn't feel good? We punish ourselves, we judge ourselves and then feel insecure, inadequate and worthless. *How's that working for you?* 

This tool changed my life and has worked for hundreds of my clients and Gold members in my Protege Program. Place 5 x 7 cards in the places where you spend the most time, perhaps somewhere in your kitchen, office, car or in your datebook until you make this tool a habit.

When you feel insecure or you notice negativity in your head or any diminished feeling or question yourself, go through the following process.

Simply write "I'm taking responsibility for my life!"

- 1. What are emotions that describe how I feel?
- 2. Specifically about what?
- 3. What are my options or other perspectives?
- 4. What action steps and commitments will I take?

When you become aware of what you want, your limitations, your positive--and not so positive-behaviors and beliefs, you have an intuitive insight that leads you to breakthroughs.

Opportunity is education, whether you find a resource, coach, course, or program. Opportunity meets results when that education is congruent with your objectives and WHO you must become to attract what you want. Through education and acting on the education you will amplify your thoughts, creativity, confidence and faith.

Love and success.

Steve Q. Wiltshire, CEO Lifeline Coaching & Education, Inc. www.LifelineCoaches.com

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