

Advocate Enrollment Objections

I don't have time.

That's what makes this so great. You control the amount of time you invest in your business. And, the busiest people, make the best Crunchi® Advocates. I would love to show you how to get the most out of the time you have.

I don't know anyone.

You know more people than you think. We have a fun method to help jog your memory. If we worked together to brainstorm who you know, would you consider it?

I'm not a salesperson. I am afraid I won't be good at it.

I hear you! The great thing about our Advocate Program is that no prior sales experience is needed. If you love our products and helping others clean their beauty routine, you would be a great fit!

I don't have the money to join.

I get that. Right now, you could invest \$49 and get a Digital Enrollment Collection. We can set up your first event to help you earn that investment back while also working towards earning free products and product credit in both our Smart Start program to help you build your own collection. Can I tell you more about this program?

I don't know enough about the products.

When you become an Advocate, you will have immediate access to our online training program, live events, webinars, meetings, and coaching. You also have all the information you really need right on your personalized, replicated Crunchi website and the Crunchi

App. You don't need to know everything about every product to be successful. Can I take you through a few products on our website?

I don't want to be salesy.

The fact that you're concerned about it means it's likely that it won't happen. But a great rule of thumb is to talk to people about Crunchi the way you would want someone to talk to you. Let's work on some wording about Crunchi that you wouldn't mind hearing.

I'm afraid I won't be successful.

I totally hear you! I'd love to hear what success looks like to you. With Crunchi, you are in business for yourself but not by yourself. I'd love to help you map out a plan to achieve your goals and find success as an Advocate.

Hosting an Event Objections

I don't need any products or I don't do events.

I know how you feel, I have Hosts who own almost every product, but what I have found is that many of them have a favorite charity that they like to help. Would you like to host a fundraiser for your favorite charity?

I know how you feel, I have Hosts who have almost every product, but what I have found is that many times they feel like having an event to get some free products when they run out. Is that something that appeals to you?

I know how you feel. I have several friends that don't host parties, but what I have found is that they love to attend them. Would

you be interested in attending my launch event?

My friends don't have any money.

I understand how you feel. I am always reluctant to invite someone to an event who is struggling financially, but what I have found is that they are the ones that really need a night out. There is absolutely no obligation to buy however if they want to buy something we have many products under \$30. Why don't we have a spa night and give your friends a fun evening out?

I don't have any time.

I am too busy.

I know how you feel. I am constantly wondering how I can fit another thing in, but I have found that having a Crunchi event is perfect for the busy person. All you have to do is invite 4-8 Friends and pick up a couple of small snacks. What do you think about a girls' night out event for your friends?

I know how you feel. How do you feel about hosting an online event with friends and family?

I have tried to have events before but no one comes.

I know how you feel, I have felt the same way when I hosted events in the past, but what I have found is that when you invite your friends and family and then ask them to bring one or two friends, then you end up with a nice crowd - and not to mention a great event.

I am new to the area.

I know how you feel, I have a friend that just moved to the area, but what I have found is that this is such a great way for someone to meet her neighbors. What do you think about a getting to know my neighbors event?