Okay let’s talk about I don’t have the time objection.

This is one of the most common, it’s probably the second most common objection that comes out. So you know, presentations over, what do you like? “Man, it all sound awesome, I just don’t have any time.” And so, first way that you can overcome this especially if this is true for you, you use this.

Man I felt the exact same way when I saw this. Man here’s what I had going on, got the kids, I’m working a job, you know, my wife is doing this, had all of this going on. I just felt like I had zero time. But you know, here’s what I found out, here’s what I realized is, you know, everyone has the same amount of time in a day. We all have 24 hours in a day, and I knew if I got committed to changing my financial future, then I could come up with an extra two, three hours a week because it was meaningful for me. Because I did not want to have to work the rest of my life trading hours for dollars. And you know, someone a wise man told me that if you don’t find a way to make money while you sleep, you’ll work until you die. And I don’t know about you but I don’t want to work until I die. So you know, I just decided to carve out a few extra hours and you know, I can now see where, through this business, that I can earn my time back, I can create a residual income where I can start doing this fulltime. I’m not saying it’s gonna happen overnight but man, I see that so clear in my future so how about you and I team up. Let’s just carve out two three hours a week, let’s get you started. Sound good?

Okay? That’s feel, felt, found.

Number two is tell a story. In fact, I’d personally, I don’t feel comfortable doing feel, felt, found when it comes to the time objection. And so I use the, tell a story. So someone tells me, they don’t have the time. What I do a lot of cases is, I want to validate it, I may not go through the whole three step framework, but I’ll say this, I’ll go,

“Hey, man I hear what you’re saying, I know everyone is busy today but tell me this. Is it really that you feel like you don’t have the time or do you just not like the idea?”

Okay? I’m getting them to validate that they like the idea. Okay? If they don’t like the idea, sometimes I don’t have the time it just maybe a smokescreen. They just don’t like it. And so I’m giving them permission to just say no. I am cool with the no. I love a no.
What I hate are time wasters. Time wasters are the ones who just give you objection, after objection, after objection because they don’t have the guts to just say no. And so I want people to say no. In fact I want to help them say no.

So what I do is I’ll validate the objection and then I don’t go through, if it’s time I usually don’t go, “well do you want to do this?” Do you really want to do this? I don’t find that it works all that well with time. So I’m just gonna validate the objection and I’m gonna say, “You know what? Man, you remind me so much of my buddy David. David work in 50 hours a week, he was making great, great money. In fact several hundred thousand dollars a year but man, he was earning every dollar. He was working like crazy, stuck in the office all the time, and he just realized that if he didn’t find a way to create some residual income, to create some leverage in his life, he would be working forever. And so he took out about one to two hours each night and he ended up hitting the top rank in our company in less than a year, that’s over half a million dollars and now he’s financially free. He doesn’t have a job anymore, he doesn’t have to be in that office, he’s travelling all over the world and it’s all because he carved out a little bit of extra time. So let me ask you this, do you have maybe an extra, I don’t know, one, two, three hours a week that you can carve out to start creating some residual income?”

And I’m just asking the question. Now if the answer is no, I’m okay with that. And if the answer is no, what that really means is that they just want to tell me no. The answer is no. And they just don’t have the guts to say no. So I’m gonna let them say no. I mean, if they say, they don’t have an extra one to three hours a week, they’re lying. They are lying to me. So I’m gonna let them go at that point. Okay? So realize you don’t have to close everyone.

*Step number four or the fourth way to overcome the time objection. It’s the daily method of operation close.*

So, you know, someone sees it. They have the time objection, and you just ask them, “Well how much time do you think it would take?”

And you see, a lot of times people think it would take twenty hours a week. Now there are very few people in network marketing, on a part time basis, who are actually working 20 hours a week. That would be incredibly rare. And so when I asked, “How much time do you think it would take?” Then they’re gonna give me a really high answer.

“You know, fifteen hours a week, twenty hours a week.” And what I’ll do is, I go, “Oh, my gosh! No way!” “I mean, don’t even think about, I mean, I wouldn’t have, no one would have the time. If they have to work a fulltime job, forty, fifty hours a week, plus another twenty hours a week, that’s not the way this works. This is about you putting in a small amount of time. You know, two, three hours a week, showing other people, you got a handful of people started, they’re putting in two three hours a week. You help
them get a few other people started, and you start getting paid not based on your two to three hours a week but you got twenty people on your team, times two or three hours a week. And then it's fifty people on your team. And then it's a hundred people on your team. Each working two to three hours a week. This is a slow and steady business that builds over time. So if you can do two to three hours a week, we can get you going and we can get you profitable. Sound good?”

And I’m putting out my hand to shake their hand. That’s how I’m closing them. Okay? So that is one excellent, excellent way to overcome the, I don’t have the time. Okay?

_Fifth way is, where you are in life._

You know, it’s always going back to, you know, here’s, I’m just gonna give you some coaching. Where you are in your life right now is based on the decisions you made two and three years ago. Where you’re gonna be two to three years from now is based on the decisions or lack of decisions that you make right now. And if I had to guess, you don’t like the fact that you don’t have any time to carve out for another business that can set you financially free.

So my advice to you is make a decision now, carve out a couple hours a week so that you can create some time leverage so over the next couple of years, you can create a residual income that’s more than your bills. So does that sound good? Put out your hand, okay, let’s get you stated okay? Put out your hand.

Now, some of this may feel like you are being aggressive or it may feel like you’re being almost pushy. And what it is, it’s not pushy at all. It’s you stepping up with authority. It’s you stepping up as a leader and leading people. People need to be lead and what’s gonna make you a great closer is when you can just lead. Now it may feel awkward when you first started doing this. It felt awkward to me. Very awkward because when I first started having huge success in network marketing, I was twenty four years old. I was living at home with my mom. I was thirty thousand dollars in debt. I had been working as a waiter at Saltgrass Steak House. Right before that, I had been a service technician at Starbucks. I did not have anything big going on in my life. But I decided that I needed to step up and I needed to lead people. I needed to give people confidence in me.

And so when you go for the close, you say let’s put in a couple of hours a week. Two, three, four hours a week. I will help you create a situation where you’ve got some time leverage, where you can have an extra one, two, three, four thousand dollars a month coming in, whether you do anything or not. Let’s get you started okay? And I put out my hand.

You see when you do that, that you leading, it feels good to other people when you do that. They like it. It is attractive to other people. People are attracted to strength. So be strong, you may have to fake it until you really feel like you’ve got it in you. I had to fake
it. I had to act like I was confident before I really was confident. And you want to know the secret to becoming very confident? Pretend like you’re confident.

You see a lot of leadership is just the perception. It’s all about perception. If you show up, if you act confident, if you act like a leader, people perceive you as a leader. They don’t know the difference. Okay? Now internally, obviously, you need to get it internally but part of how you get it internally is showing up that way. Okay?

The sixth way that you overcome the time objection is, “Awesome! Listen here’s what we’re gonna do.”

Notice how I said, here’s what we’re going to do. This is you leading. You say, “Awesome! Hey man, I hear exactly what you’re saying. Here’s what we’re gonna do. I am gonna win you over with pay checks. Because here’s what I know is true, you have contacts and credibility with people that you know. I have time, experience and with all humbleness aside, I am really good with this. And so you put people in front of me, I’ll sit down, I’ll actually do the presentation with them. I will enroll them into the business for you, into your team. I’ll get them started, I’ll work with them and bottom line is, I’m gonna win you over with paychecks. Sound good?” And I put out my hand to shake their hand.

Now that is a powerful way to close. I use that typically if it’s someone who has credibility. If it is, I mean, I hate to you know, sound like I’m being demeaning or something like this but if it’s a waiter, if it’s a you know, a store clerk, if it’s someone like that, I’m typically not gonna do this close because like attracts like.

I will do this with a doctor. I’ll do this with an attorney, I’ll do this with the chiropractor, I will, this is what my go to script with someone who has credibility. If they are an investment banker, if they’re a stock broker, if it’s someone who’s you know, making some good money, they just really are super, super busy, I’m gonna go to this every time and I’m gonna be confident about it because someone who has credibility, someone who is already successful, they are going to be really attracted to someone else who’s confident. And so you need to show up that way and they’ll have faith in you. Okay? And so, that’s how you close someone like that.

Here’s what we’re going to do, “I’m gonna win you over with paychecks. You have contacts and credibility, I have time and experience and with all humbleness aside, I am really good with this. So you put me infront of ten people on a bad day, I’m gonna close five. I’ll enroll them for you, I’ll train them for you, I’ll get them started and I will get you making money. So that’s what we’ll do. I’ll win you over with paychecks. Sound good?”

Okay? And you don’t have to go through all the intricate details. If they want details you can ask them. Now what I usually require, is and you know, you can do this different depending on your situation. Where I am, I would make them set up the appointment.
I’m gonna make them, you know, typically meet me at Starbucks. I’m gonna make them set the appointment.

I have had it happen before where you know, someone just gives a phone number, gives a referral, or sends a text message and say, “Hey, my buddy Matt is gonna give you a call. Take the call.” You know, it’s important. You know, they could just send a text message and then I’ll call. I’ve seen that work really well. I personally don’t like to do it. I don’t like to do the work for people. But if you’ve got a lot of time, and you know, you’re struggling to find people to show the business to, that’s a great way to get leads.

Now what happens is, when you win them over with paychecks, you help them make five hundred dollars, or a thousand dollars, then all of a sudden, they get more motivated. And suddenly, they come up with more time. And so you can convert someone who has no time, they’re super successful, you win them over with paychecks, they see how easy it is, then they get motivated to go all in. In fact one of my best buddies now, Doctor Dan, that was exactly how he came into the business. Someone said, I win you over with paychecks, they actually made him about a thousand dollars in the first two, three weeks and you know, then he went all in. Okay?

The seventh way to overcome the time objection is, just almost ignoring it. Okay? You know, you act as if it’s not a real objection. So “man, sounds awesome, I just, man, I don’t have any time.” And I’m just kind of, you know, maybe put my hand on their arm, put my hand on their shoulder. I’m gonna say,

“Listen, don’t worry about that. You know a hundred people that I don’t know. Everyone has a couple of hours a week. All you have to do is set up one or two coffee meetings a week. We’ll start creating a residual income, you put them in front of me on a bad day, I’m gonna close half of them. I’m gonna enroll them, I’m gonna train them, I’m gonna help get them started and we’ll start earning use of money and here’s what I know is true. Some of your friends, we’re hitting the market really hard and really fast. Some of your friends are probably gonna do it in any way, you’re gonna go eat lunch everyday anyway. You’re gonna have coffee anyway after work, you’re gonna eat breakfast before work, you might as well make it a money making lunch. You might as well making a money making Starbucks meeting. So let’s get you going. Cool?”

And I’m putting out my hand to shake their hand. That is one of the most common ways that I close people is, I put my hand out. When you put your hand out, again, it’s showing strength. It’s showing sealing the deal. It’s hard to say no to. Okay?

Eight way to overcome the time objection is calling bullshit.

Okay? Now this is something that I personally I love to do. I like to do it because again, I feel like I can build rapport pretty quickly. And so you know, they say, “Man it sounds great!” I just don’t have the time. I kind of give them a funny look, and I said,
“Well, you know it’s interesting because you know, you’re meeting me right now and we’ve been together for about an hour and a half. So you know, if you had time to meet me now, you have at least an hour to a week to refer people. So do that call bullshit on that one. And I laugh. And they’ll, you know as long as you’ve got rapport, a lot of times they’ll laugh too. And as soon as they laugh, I say, “Let’s get you going. Let’s get you enrolled, let’s locked in, Okay? Let’s get you started okay?” And you just put out your hand and shake their hand and sometimes, that’s all you need. So you have to do that one at least once in your career; call bullshit on someone.

So that is eight different ways to powerfully overcome the, I don’t have the time objection. Use them, memorize a couple of these and you will see results.