**Responding to Booking Objections**

Shared by Gina LaGalbo, Diamond Executive Manager

**You may hear objections while booking Shows – on booking calls and at Shows. Here are some ideas on how to respond to them. Remember: feel-felt-found is a helpful guideline.**

**“I am too busy.”** - “I sure know how that feels, but what I found is that this is exactly why you should have a show. Having some relaxing time sounds just what you need! Plus, a L’BRI show is fun and easy. It takes about an hour; just have simple snacks; I will help you invite your guests; and you don’t have to deliver anything! You deserve to have some fun girl-time! How does that sound?”

**“I don’t know enough people to invite.”** - “I know how you feel; I felt that way at first too when I had my L’BRI show. Let me help you with that. I have a fun thing I do with FRANK…F is for friends. Give me the names of three friends you would invite. R is for relatives. Who are three relatives you would invite… and so on. Looks like you have lots of people to invite! They will love discovering L’BRI.”

“**I never have anyone come to the shows I’ve had in the past.”** - “I know how you feel. I always felt nervous about that too. What I found is that I can help you with your inviting. We can create an E-vite and Facebook event. I will show you how to call everyone. With just eight people coming, you’ll earn a great shopping spree! It’s really about your excitement! If you’re really excited when inviting your guests; they will be just as excited to attend your show!

**“My friends have no money.”** - “I understand how you feel. The economy can be tough for some people, but actually what I found is, because L’BRI is skin care, body care, hair care and cosmetics. Regardless of the economy, people still need to purchase these products for themselves and their family. And, L’BRI is so affordable. Plus, I have found that because of our incredible Hostess Rewards, this gives your guests who may be on a real tight budget the opportunity to book their own show and receive a great shopping spree and free products, too. Look at what YOU get for FREE when your friends book shows! We may also find that some of your friends may want to look into becoming a Consultant so they can earn some extra money!”

**“I don’t want my friends to feel pressure to buy.”** - “I know how you feel about not wanting to pressure your friends. What I’ve found is that a L’BRI show is more about pampering, fun, girl-time and learning about healthy skin care. I promise I will pamper them, let them try the products and let them decide if they would like to purchase. I promise you that I will make your guests feel comfortable. Putting pressure on people is just not my style. How does that sound?”

**“My husband doesn’t like me to have parties like this. Or, my house is too small. Or, I am remodeling.”** - “Oh, I know how you feel and what I found is that is no problem. We can have the party at my house, a friend’s house or a club meeting room. What do you think of that idea?”