

100 No's Challenge

Are you up for the "NO" challenge?

Win a free background stamp and grow your business all in one!!!!

Anyone who is taking the 100 NO's challenge, please let me know

Details:

When someone tells you no, they are not rejecting you or your products. They are simply telling you that they are unable or unwilling to make any changes at the moment. Once you understand this, doing this business becomes a lot more fun. So, why not look for a way to make the word NO fun?

Each time someone tells you no, cross out one of the NO's at the bottom of this sheet. Set yourself a goal of getting all 100 NO's crossed out within the next month. If you want to see your business explode with growth, take this little exercise seriously.

Here's a hint that will make this easier. Ask each person more than one question.

Here's a Sample "script" and the questions to ask!

The reason I'm calling is because my "manager, upline, etc." (you can use any word you want here) is having a challenge for us this month. For this challenge, I have to call my customers and ask them a few questions...would you mind if I ask them?

1. **Have you ever considered joining Stampin' Up! as a demonstrator to make extra money or to get your stamps at a discount?** If they say no, Cross a NO off and ask them...
2. **Would you consider hosting a Workshop in your home?** If they say no, cross a NO off and ask them
3. **Are there any other products that you would like to order right now as I'm putting an order through in the next.....(week, day, soon). Then ask them...**
4. **I am starting a new stampers club where we meet monthly for 6 months. I demo a new technique & you get to make a card based on the technique. There is a monthly commitment of \$25 per month and one of the 6 months you will earn hostess benefits. Does this interest you?** If they say no, cross a NO off and ask them
5. **I send out newsletters with my events and specials, would you like to be added to my mailing list (OR if they already receive it: Do you know of anyone else that might be interested in receiving it? I can send them an invitation by email and ask if they'd like to be added?** If they say NO, cross off another NO...good for you-you got 5 no's!

You'll never be better at getting no's than you are right now. The more you do this, the tougher it will become to get those 100 no's. You'll find that a yes will creep in here every once in a while. Don't let the occasional yes distract you from your primary goal of 100 no's.

RULES: To complete challenge, you must have 100 no's and at least 20 people contacted and you will be put in a draw for a **free background stamp**. Drawing will take place on 16 September and winner notified via newsletter and team blog

Good luck!!!!