

Overcoming Objections -

This is a great tool corporate made with a ton of info on how to follow up/overcome objections!



https://lookaside.fbsbx.com/file/Resolving%20Concerns%20Scripts.pdf?token=AWxetvno95jMONx3ZzKlkNWlgDlf4tsVy0ysZNaf6ktO_LjKbBnbRI3u0opdoVk2JYuB8Jmapvb4ep9QH12Vii1jcJpV4uDyqsY_UiLmP5Gko7ToKQP2I1XImQCSULrPTIVgqblfF0HsM-A9leB97w6bs0LOcY3NNSedfyQa_BBINzAysJecc_ebZr9HcLVNginDKzi8QvdiM2OMqCSPTR888zchDankTzJMHpXLQv2InjPhm0PJZVbyu8StY3wQ_0wxzeZE005eLN5LZbBEr9NUR0_W0vkeUCleRFmQ05MWDs-kD6f9A8moGV2-3QPImZqU

They Want To See The Website

If you haven't already added them to the ATM group, add them to Live Clean Tribe now, then say -

The website doesn't really have a ton of information about the products, but I'd be happy to answer any questions you have! Also! I just invited you to a group with more product info and testimonials so you can stalk and check it all out! Send a thumbs up once you accept the invite so I can tag you in more info and send some more info here! ❤️

<https://www.facebook.com/share/g/17RbS8J6Zm/?mibextid=wwXlfr>

If you already added them, I'd say -

The website doesn't really have a ton of information about the products, but I'd be happy to answer any questions you have or create a shareable cart for you if you're ready to order! What specific questions do you have for me?

Remember to ALWAYS end with a question to keep convo going OR set a specific follow up time.

👉 *Examples -*

✳️ I'm swamped today, but I'll circle back tonight to follow up if that works for you!



THEN SET A REMINDER in your calendar and circle back later! Keep your word! (See follow up document below for examples of how)

✳️ Want me to send some info about our other system as well?

✱ I'm swamped today, but there's actually an awesome deal right now and we can barely keep ___ stock! If you don't mind my asking, is there anything you'd be worried about?

The purpose of this one is to uncover their objection and overcome it!

The Price Objection -

9/10 times they actually CAN afford it, they just haven't seen the value in what you're offering yet. Budget issues are, like all issues, typically an excuse for another objection, fear, or concern. There's a lot of ways to respond!

👉 Examples -

Totally get it. I thought the same thing at first lol. 😊 So the thing about these peptides, is that you can't get them anywhere else without a prescription or for less than \$600 - so this is actually an insane deal. They cost money because they actually WORK. And personally, I'm willing to invest in something that actually delivers - especially because it has a money back guarantee.



I think I forgot to tell you this, but you can actually pay in 4-9 payments as well, so it would be ___ today. Is that more doable?

If yes, transition to affirm script! 👉

<https://docs.google.com/document/d/19Y8wVmBUZktSUuReCThhXL65yl3uPdMnEdPI54Ln2XA/edit>

OR...

Totally get it. We have ways to help you save money on anything you want to buy and you'll get a minimum of \$10 off your first order. Pretty awesome, huh?! Do you have a budget in mind?

OR...

No worries! I totally understand. We definitely want it to be within your budget, I don't want you breaking the bank to reach your health goals! Would \$89 be more doable for you? 😊

👉 If YES, Downsell to Slim -

Ok perfect! We can get you Slim! Slim is a delicious daily supplement that helps support healthy weight management, metabolism, gut health, and glowing skin all in one. 🌿

You just take one tablespoon each morning - it's super easy and tastes amazing (literally tastes like hot fudge 😊). 💎✨

And no, you haven't seen this before.. it's BRAND new! In a 12 week study, 94% saw a reduction in visceral fat + waist & hip circumference! 🙌

Slim contains MoroSil Blood Orange Extract, a clinically researched ingredient shown to support healthy metabolism and help your body burn stubborn fat more efficiently. It also includes biotin & our medical-grade liquid collagen with a 96% absorption rate, so your body can actually use it. (Powdered, bovine, or marine collagens typically only absorb around 10–15% because their molecular weight is too heavy.)

And then it has Fenugreek + Prebiotic Fiber to support digestion, nutrient absorption, and appetite control, along with Cordyceps Mushroom to boost natural energy, stamina, and metabolic performance.

Together, it helps support gut health, digestion, and balanced energy, while nourishing your hair, skin, nails, and joints from the inside out & reducing stubborn fat. 💕

Sound helpful?

👉 If yes -

Say “Ok perfect! Have a sec to get setup with me now? I can grab the link!”

And send them ordering info!

👉 If NO, they can't afford \$89, downgrade to Nitro.

Ok! How about \$45 - is that more doable??

👉 If YES, Downsell to Nitro -

Ok perfect! Nitro would be perfect for you! It's a hydrogen + nitric oxide drink! It clears brain fog in minutes, doubles nitric oxide for circulation in under an hour, and fuels clean energy for up to 12 hours without stimulants. What this means is that it doubles the oxygen in your body going to your heart, your brain, and in your blood! This leads to your brain and body truly just functioning BETTER. 🙌

It sharpens focus, balances hormones, decreases inflammation, improves gut health + immune function, promotes healing, and boosts mood while protecting your heart, brain, gut, and mitochondria. I've never tried anything that impacted my mood, appetite or energy so quickly! It also boosts metabolism & increases calories burned through the day, along with improving endurance and recovery from exercise and outside of exercise!

Sound helpful? ❤️

👉 If NO, they can't afford \$45 OR if they can and they ordered, send this afterwards -

By the way, would you want some free product credits?!

👉 *If yes & they ordered already -*

Ok so, it's super simple. We can do a post on fb and if anyone is interested, I can reach out and you'll get 25% back on their orders for free product credit! Nothing spammy of course lol. We'll make sure you like the post 😊 Sound good? 🎉

👉 *If yes & they haven't ordered yet -*

Ok so, super simple! 😊 We can do a post on fb and if anyone is interested, I can reach out and you'll get \$10 product credits back on each of their orders! Plus \$10 off your first order! Nothing spammy of course lol. We'll make sure you like the post. 😊 Sound good? 🎉

👉 *They say no they want to try it first -*

No worries. It's totally up to you! Haha. I was just thinking something simple like "so excited to try this" type of thing! And you'll also get entered into my ____ giveaway for posting as well!

How Fast Will I See Results?

Great question! It totally depends on you. I'd love to give you an exact answer, but every "body" is different. I do know that if you are coachable and communicate with me, we can definitely work toward where you want to be! Are you open to being coachable?

How Does This Compare To ____ Supplements?

Great question! I don't know about XYZ product/company. All I know about are the countless #1 awards and thousands of amazing testimonials about our products. Most companies have supplements. These are different than supplements - they're medical grade peptides that typically require prescription - but thankfully we decided to make them more affordable and readily available by offering them outside of the prescription model. My friend who's a nutritionist is actually the one who introduced this to me!

I just tagged you in some testimonies in our accountability group as well!

Let me send some here too!

After you send pics

Pretty impressive, huh!? Want to make sure this is a good fit. I only have a certain number of \$20 off discounts, and this actually keeps selling out. Would you like to use one of the discounts?

OR

Good question! So my friend Jordan is a trainer and nutritionist, and she's the one who helped explain it to me.

Here's the gist. There's a lot of crap out there. Typical supplements on the market will say they're "healthy", but will have tons of artificial colors, sweeteners, synthetic ingredients, and things that don't belong in a product marketed toward "health".

They'll say "backed by XYZ study" - but then the study is funded by the company. OR, they'll say the ingredients are proven to accomplish something, but, they won't use the CLINICAL dose of the effective ingredients to save money, which means the products won't produce the results that are promised.

Our supplements are totally unique because they have clinical doses of all effective ingredients, they're backed by 3rd party validated studies (NOT funded by company), every line of products has won multiple industry awards (the collagen has won 25 industry awards for example), there's no artificial colors/sweeteners/synthetic ingredients, 100% toxin free and clean, and all products have an empty bottle money back guarantee - which is unheard of for supplements.

And then for our peptides, they're actually different than supplements - they're medical grade peptides that typically require prescription - but thankfully we decided to make them more affordable and readily available by offering them outside of the prescription model.

So there's a reason we're the fastest growing supplement company in the world right now! Make sense?

👉 If yes -

Ok awesome! So we keep selling out of the ____, but right now I can actually get you my discount while it's still in stock. Want me to grab you a bottle before it sells out again? 😊

They Have to Think About It

No problem! Sounds good. I'm here to help when you need me. Here's a couple of my friends' testimonies I thought you'd relate to as well! 🥰

Also, we actually keep selling out of the ____, but right now I can get you my discount while it's in stock. If you don't mind my asking, is there anything you'd be worried about?

OR

No problem! I'm super busy helping people get started and want to make sure I don't forget about you. What information are you missing that will help you make a decision one way or the other?

Can I take this instead of my GLP-1/Ozempic/Trizepatide/Wegovy injections or in addition to them?

Great question! Absolutely you can! There are hundreds of clients who use this as an alternative to injectable peptides and are seeing amazing results! And then some use it alongside their GLP-1 injections to speed up progress & counteract some of the negative side effects. This would be perfect for you!

It has all of the benefits of the injectable peptides, without the side effects - and plus a ton of health benefits in the body! 🙌

GLP-1s cause delayed gastric emptying, which means they cause food to just sit in your stomach. It can decrease food noise, but also, a lot of people are having pretty serious intestinal side effects and there are multiple billion dollar lawsuits for this reason. 😊 They actually have a black box label and other side effects like thyroid cancer, blindness, etc.! Not everyone has issues of course.

The 2 peptides in Body work differently. One benefit is they are an "exercise mimetic". This means they help your body build & maintain lean muscle more efficiently - which speeds up your metabolism at rest. They also help with food noise, help your body burn more calories throughout the day, improve digestion & decrease inflammation, increase collagen & NAD production (seriously google NAD benefits), help improve cholesterol and insulin by balancing blood sugar, help with focus and energy without caffeine, etc.!

Does it sound like something that would be helpful for you? 😊

How does this compare to Make Wellness Peptides?

Happy to explain the difference between this and Make Wellness. Their products are supplements and there's nothing wrong with them - they do have some benefits, but these are a medical grade peptide stack. These were originally going to be available only on prescription and they decided to make it more affordable and more readily available. But the clinical research on it is insane! It does the exact same thing that the injections do, but without the side effects and plus a ton of additional health benefits in the body!

Make wellness has what are called plant peptides - they don't work the same way in the human body, because they're not human peptides. Plants don't have a metabolism. 🧐 So while they are good for you, they do not perform in the human body the way real peptides do with regard to helping build lean muscle, increasing calories burned, decreasing food noise, balancing blood sugar, helping the body produce more NAD & collagen, etc.!

I've honestly never shared a product and gotten more positive testimonies so quickly! And then of course we have a money back guarantee as well. Does that make sense though? Does it sound like it would be helpful for you?

Is This Like Ozempic/Wegovy/Trizeptide/GLP-1s? How is this different than injectable peptides?

Great question! So GLP-1s (AKA injectable GLP-1 peptides) are totally different than this. This is not a GLP-1. These are oral medical grade peptides, and the 2 peptides found in Body work completely differently.

GLP-1s cause delayed gastric emptying, which means they cause food to just sit in your stomach. It can decrease food noise, but also, a lot of people are having pretty serious intestinal side effects and there are multiple billion dollar lawsuits for this reason. 😊 They actually have a black box label and other side effects like thyroid cancer, blindness, etc.! Not everyone has issues of course.

The 2 peptides in body work differently. One benefit is they are an "exercise mimetic". This means they help your body build & maintain lean muscle more efficiently - which speeds up your metabolism at rest. They also help with food noise, help your body burn more calories throughout the day, improve digestion & decrease inflammation, increase collagen & NAD production (seriously google NAD benefits), help improve cholesterol and insulin by balancing blood sugar, help with focus and energy without caffeine, etc.!

So all of the benefits of injectable peptides, but none of the side effects - and plus a ton of health benefits in the body short and long term! Make sense?

Does it sound like something that would be helpful for you? 😊

When people say "No"

Hey, no problem. If you don't mind me asking, what about this isn't a fit for you?

Do you have samples?

That's a great question! We actually have a 30-day money back guarantee. You can try products for 30 days and return empty bottles for a full refund if you aren't satisfied. So it's basically a 30-day no risk sample that way. How soon are you wanting to get started?

Is it safe for the liver?

I'm not a doctor so I legally can't give medical advice - but yes, we have several customers using this with liver issues! It helps support healthy fat metabolism, insulin balance, and energy production - which can actually reduce the burden on the liver by improving how the body processes nutrients. 😊 Does it sound like something that would be helpful for ya?

They won't be able to continue affording it monthly

Oh girl, I totally get that! I definitely don't want you going broke to reach your health goals! Lol. Well, we can do this system today since there's such a good deal on it right now, and then we can see next month what you want to do! We can always tweak which products you get based on what you like most, your budget, etc.! You're not locked into anything, and there's an empty bottle money back guarantee as well. We can 100% make it work with your budget. Sound good?!

Do I have to change my diet?

Here's the truth. There's a LOT of crap out there with regard to supplements. One of my good friends is a nutritionist and suggested these supplements to me - that's how I heard about them.

The Body does help with appetite, building lean muscle without exercise, energy, A1C/blood sugar, decreasing inflammation, has neuro protective benefits, and burns fat faster. The Slim also helps metabolize stubborn fat, decreases appetite, helps with hair/skin/nails & joints, etc.

But there is no supplement that will replace making healthy lifestyle changes because the only way you burn fat is by creating a calorie deficit. If you eat more than your body needs to fuel itself in a day, it will store the extra calories as fat. Stored fat is literally just stored energy, one calorie = 1 unit of energy. So, quality supps speed up the process.

They don't replace it. I do free 1-1 coaching for anyone using a system, and the goal is to help you reach your goals in a way that doesn't suck (you don't have to starve yourself or never eat a cookie). So if you're wanting to reach your goals, I can help you. But you have to be willing to make simple changes.

Some see changes without changing much, just because of the lean muscle they put on and increased calorie burn - and peptides WORK. I just believe in honesty and don't want to set unrealistic expectations. ☺ Would you say you are positive and coachable and willing to learn?

Do I have to exercise/how much do I have to exercise?

That's a great question regarding exercise! So actually, no, you don't have to exercise to see results. In general with regard to fat loss, exercise is extra credit. The most important thing is that you're eating the correct number of calories for your body. When we get you setup, I'll send a getting started guide to help you set up a plan personalized to you to help you do that! Anything you do in the way of being more active will definitely speed up results, but it's something to look at as extra credit and optional! If you want to exercise or be more active, definitely do that. But it's not make or break and it's up to you! Does that make sense? And does ___ seem like it would be helpful for you?

What are the side effects?

There really aren't any "side effects" like there are with different medications, unless you count having more energy, decreased appetite, and improved hair/skin/nails as side effects. Haha.

🤔 Are you sensitive to caffeine? Nitro has 75 mg of caffeine. If you're not sensitive to caffeine, that shouldn't cause any issues. The ingredients are all natural and safe. The only time people might have side effects would be if they have specific allergies to an ingredient. Do you have any allergies?

Will I just gain all of the weight back?

(Go into Live Clean Tribe and search "maintain/maintained" and tag them in a couple testimonies)

That's a legitimate fear, I get that! Let me tag you in a couple testimonies of friends who lost the weight and kept it off with or without the supplements! I'll be honest, I'll never stop supplementing with our collagen because we stop producing it in our 20's and lose 1-2% yearly after that. It's why we age, have joint issues, our hair thins, etc.! I'll also always use Body personally because it has so many neuro protective benefits, heart health benefits, and builds lean muscle without exercise, which helps every facet of health + speeds up metabolism at rest.

But as far as weight loss goes, if you quit using the supps and start eating tons of junk every day, yes, you'll gain the weight back! I can't lie. If you overeat daily, yes, you'll gain the weight back. But if you eat your maintenance calories for your body, you won't!

Once you get to your goal body composition, we can transition you to maintenance. And you'll start to learn exactly what your body needs to maintain a healthy weight. The supplements/peptides streamline the process to reaching your health goals and help with appetite, cravings, energy, etc. They don't replace the healthy changes. They speed it up! But the weight you lose will not come back when you quit using them! There's also an empty bottle money back guarantee, and I can get you my discount right now! We can barely keep ___ in stock! Want me to grab you a bottle before it sells out again? ☺

Are the supplements FDA approved?

Supplements aren't a food or drug so they don't fall under the provision of the food and drug administration. No supplement legally can be "approved" by the FDA. Our supplements are however made in an FDA approved facility and have safety certifications which is a big deal.

We are a nutraceutical company and use only clean, non-toxic ingredients - no fillers, artificial colors, or seed oils of any kind for example - but the list of ingredients we won't use is long. My nutritionist friend is the one who actually originally suggested the peptides to me!

The FDA also approves things like McDonalds, alcohol & cigarettes - so it's really not the best indication of a products efficacy or safety! Make sense?

I'm too busy to keep it up -

Oh dude, I totally feel you! I'm always swamped. Hahaha. One of the big reasons this system has become so hard to keep in stock is because of the simplicity! One tablespoon in the morning, Body in the am 30 mins before eating, and nitro at the same time or around lunch for extra energy. That's it! Does that sound doable for you?

If yes-

Awesome! Let's get you setup while I can still get you the discount. Have a sec to get setup with me now?

I have to ask my husband -

Sounds good! If your husband is anything like mine, I'm sure he'll be more than supportive of your wanting to reach your health goals & focus on what makes you happy! There's also a sale and an empty bottle money back guarantee. I'm swamped right now, but I can circle back tonight around _ / tomorrow around _ and we can chat next steps! Excited for you!

OR

Sounds good! I'm sure you married an awesome guy and he'll be more than supportive of your wanting to reach your health goals & focus on what makes you happy! There's also a sale and an empty bottle money back guarantee. I'm swamped right now, but I can circle back tonight around _ / tomorrow around _ and we can chat next steps! Excited for you!

I just had ___ expense come up -

FIRST, empathize like a human. Be a friend! I.E. "Oh no! I hate car troubles! That's no fun girl. What kind of car?!"

Let them respond

Man, such a bummer. Unexpected expenses are the worst! Well, no worries at all. I totally get it!

**Downsell to slim or nitro as described above*

OR

I have an idea! Would you want some free product credits?!

OR

IF THEY ARE POSITIVE

I have an idea! Do you like money?! Hahaha no but seriously, could you use some extra money? I'm super picky about who I work with, so I don't offer this to everyone, but you're _____ (insert genuine compliment). Would you be open to taking a look at what I do if it doesn't interfere with what you're already doing? If not, no big deal! But I just had to throw that out there, because you're awesome!

If yes -

Ok, awesome! How much extra a month would be helpful for you?!

IF YOU STILL GET A NO RESPONSE TO THE ABOVE OBJECTIONS THIS IS THE VERY LAST THING WE LIKE TO SAY. WE ALWAYS MAKE IT A POINT TO NEVER LEAVE A CONVERSATION WITHOUT OFFERING THE FOLLOWING 🙌

No problem, NAME. Totally get it!! Can't remember if I already asked, would you want some free product credits?! 😊