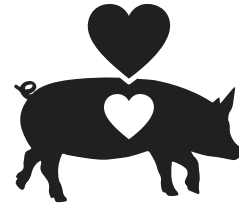


Objection Beaters!

Use this form for each of your products and services to be better prepared for possible objections before they pop up. List your **Product/Service** in the top box. Then give answers to the 5 objections in the spaces provided. **General** refers to ANYONE offering your Product/Service and **Specific** refers to YOUR specific offering.



**WHAT'S YOUR
BACON?[™]**
MASTER HAPPINESS

Product/Service:		
NO NEED	General <i>(Example: You NEED A car to take your kids to school.)</i>	Specific <i>(Example: You NEED OUR car because it is the safest.)</i>
NO WANT	General	Specific
NO TRUST	General	Specific
NO RUSH	General	Specific
NO VALUE	General	Specific