

Not Interested	<p>A. "I can appreciate your feelings Mr. _____. You do like to make and accumulate money, don't you?"</p> <p>P. "Yes!"</p> <p>S. "Fine! So that you can judge this idea for yourself, let's get together Saturday! Would 1:45 or 3:15 be best?"</p>
No Money	<p>A. "I can appreciate your not wanting to spend any money, _____. This is an idea for making and accumulating money, not for spending it. You are interested in making and accumulating money, aren't you?"</p> <p>P. "Yes!"</p> <p>S. "Of course! Then let's take a look at this idea. Would Tuesday at 10:00 am be good for you, or Wednesday about 2:15 in the afternoon?"</p> <p>P. "No."</p> <p>S. "Fine! Would you prefer Tuesday evening, say around 7:15 or would 9 be better?"</p>
Is this Insurance?	<p>A. "I can appreciate your asking that question; do you want to buy some insurance, _____?"</p> <p>P. "No!"</p> <p>S. "Fine!! Then maybe Wednesday evening would be good for you. I can see you at 7:15 or would 9 be better?"</p>
No need	<p>A. "I can sympathize with your position, _____. You will be the sole judge of whether or not this particular idea would be of value to you. It doesn't fit everyone. Would Monday night at 7 be convenient or would 9 be better?"</p> <p>A. "I know how you feel. The worst that can happen, is that you will learn some new and extremely unusual ideas for making and accumulating money!! Now, what would be best for you, Saturday afternoon at 3 or Monday evening at 7:15?"</p>
Too busy	<p>A. "I appreciate your position, _____. I deal with busy people continually and for that reason work by appointment only. Would Wednesday night at 7 be all right or would Friday night be better?"</p>
Call me in three months	<p>A. "I know how you feel and that's why I called for an appointment rather than just drop in on you. How about lunch tomorrow or would Wednesday be better?"</p> <p>A. "I will be very happy to call in three months, _____. In the mean time, let's take a look at this for just a few minutes to establish whether it will even fit your situation, it doesn't fit everyone. How about lunch tomorrow or Wednesday?"</p>
What's this all about?	<p>A. "I know exactly how you feel, _____, in wanting to hear about it on the phone. It would take me two hours to explain it on the phone and it still would not be clear. Using my charts and diagrams in a personal interview, you will be able to understand very clearly in 15 minutes whether this will fit your situation, it doesn't fit everyone. Would Tuesday at 7 pm be OK or would Saturday at 11:15 be better?"</p>
Send literature	<p>A. I can appreciate your asking that _____, that's why I wanted your opinion. Would you prefer to see me Tuesday during the day or evening?"</p> <p>A. "That's an excellent idea, _____. The literature which I have available requires explaining, which I will be very happy to do. Would Tuesday evening at 7:10 or Friday at 7:15 be better?"</p>
Wasting your time?	<p>A. "I can appreciate that, _____, since this idea might well be of value to you, I certainly don't mind spending the time. Would Wednesday at 10 am be convenient, or would Thursday be better?"</p>
<p>When interview is obtained, confirm: "You still live at _____. (Ms/Mr ____ or partner) will be there. See you at _____."</p>	