

**Buy For Charity Fundraising**  
**The 3 Most Common Objections And How To Overcome Them**

Make copies and include them in Sales Kits to hand out during the Kick-Off Rally.

**The 3 Most Common Objections And How To Overcome Them**

**1. Customer – “I don't need a discount card.”**

**Member – “That's okay, they make great gifts. You could get one and give it to a friend or relative. That way you could still help us out and do something nice for someone else too. We sure could use your help.”**

**2. Customer – “I don't have any money.”**

**Member – “That's okay, I can just take your order today and deliver your card within the next 3 weeks. At that time, you can pay me for your order. We sure could use your help.”**

**3. Customer – “I just gave to another group.”**

**Member – “That's okay, I can just take your order today and deliver your card within the next 3 weeks. We sure could use your help.”**

**Remember the K.I.S.S. principle (Keep It Short & Simple). You do not need to be a professional salesman, just follow our simple "5 Steps to a Sale" script and the "overcoming objections" above, and you *will* be successful.**