**Fear #2: Wasting Time and Money**

***Can you guarantee me a substantial income?***

The only guarantee you will ever get in Network Marketing is that the business model works. It works and has been working for tens of thousands of people around the world who earn $500, $1000, $5000 a month and much more. It is a documented fact that Network Marketing has produced more millionaires than any other industry.

**Fear #3: Not Knowing What to Do**

before you can be great at anything, you’ll have to be good first; before you can be good, you’ll have to accept the fact that you’ll be mediocre, and before you even get to mediocre, you will suck at it!

**Fear #5: Making Money From People**

Your lob is simply to uncover the value of what we have to offer. What we offer is an opportunity to be self-employed, to start a business with low start-up costs, no employees, no overhead and very little risk.

**Fear #6: People Joining Your Team and Not Making Any Money**

First, I let them know that they will need to dedicate **8-15** hours every week over an **18-24** month period to build a substantial business.

Second I let them know that there is always a cost to starting and running a real business.