

THIS IS A SAMPLE OUT OF THE “Complete Guide of Rebuttals” MANUAL

While this gives you several incredible fool-proof rebuttals, this is only a small selection out of the 91-page *Complete Guide of Rebuttals* manual. This guide is priced at an unbelievably low cost of **\$495**.

If you'd like to purchase the entire rebuttal workbook, send an email to support@jordanbelfort.com

REBUTTALS

1ST TIME, WHAT'S YOUR NUMBER (NEVER GIVE YOUR #)

Sir, I can give you my 800#, my fax #, my home #, but you're not going to call me back. You're a busy man. You're gonna put the idea in the back of your mind and forget about (Your name) and (Stock). Let me say this (Continue the straight line)

CALL BACK

_____, your intention will be to get back with me. But from experience, I know for a fact that the last thing on your mind will be _____. You and I both know on _____ shares of _____, if you end up paying up 2 or 3 points, which is likely scenario on _____ shares, it's not the end of the world, because it's only a couple of grand. However, down the road, when we're working in size 30, 40, 50,000- share blocks, these 2 or 3 points will add up to hundreds of thousands of dollars. That's when my ability in exact pricing and timing comes into play.

I DON'T FEEL COMFORTABLE

That's why I'm asking you to work small. I'll sit here and hit you singles for as long as it takes, whether it be 1 year or 2 years. It makes no difference because I know for a fact there will come a time when you're going to want to step up to the plate and swing for that home run.

I'LL CALL YOU IN A COUPLE OF HOURS (I'LL MAKE A FEW CALLS)

You know what? A few hours either way doesn't make a difference to you or me, maybe, but you want to know something? If I put a dollar in a jar for every time someone was going to call

me back, I would have retired 5 years ago. I don't work on callbacks specifically because I know you're a busy executive. You know and I know you've got a hundred other things to do.

Employees to take care of, staff meetings, etc. I'm gonna go on to other clients. 2 or 3 hours probably won't make a difference except for the fact that I won't be able to get you on the phone and you won't be able to get me on the phone. My 2 tools are my pricing and my timing.

Without these, you're tying my hands behind my back; I might as well be an order taker at Charles Schwab. The reason my clients retain an investment banker like myself, is for my exact pricing and timing. Buy the stock here, make your phone calls, I'll confirm the order today; you've still got 3 days to pay for the trade. You'll get a federal express package in the mail tomorrow; my sales assistant will call you in an hour or two to confirm the price. Go ahead and make your phone calls, but let's get the order in now, on my pricing and timing. Believe me, in 90 days when I call you with my next idea, you're not gonna want to make any phone calls. Own the stock here, give me 90 days, believe me, you'll be very impressed. (Keep Quiet)

INFORMATION, SEND ME

If I thought we had the luxury of time in a situation like this, I would have called you the last few Sunday afternoons at your leisure. The guys that do call you back and "discuss ideas" 3 or 4 times, after sending you information packages that you file under "g" most of the time, those are the same guys that'll show you 5 to 10 percent on blue chips, some of them might show you no performance at all, and some might even lose you money. *I'm not that guy.*

We're both very busy.

NO MONEY

____, I have two jobs here, one is to make you money. The other is to make you feel comfortable.

In an effort to make you feel comfortable, why don't you do this; work smaller.

Pick up let's say _____ shares.

See, the amount of money that you invest with me today is not important, _____. What is important is that you invest at the right time, and that I can gain you, as a client while I have something that I'm convinced will show you results. The _____ shares come to \$____. You'll book less profits, but your percentage gain should remain the same. If you judge me on that alone, then all I ask I that next time we work together. What do you say? Sound fair enough?

THINK ABOUT IT/11

Honestly, if there were anything at all left to think about, I wouldn't have gotten on the phone with you right now.

THINK ABOUT IT/13

You know, if we were talking about a 2-year, \$1 million investment, I'd INSIST that you think about it longer. But what we're talking about here is a few thousand dollars over a couple of months. So let me ask you an honest question: what's the worst that can possibly happen here?

THINK ABOUT IT/17

Procrastination is the biggest thief of profits. I have seen more money lost in this market from indecision, than any bad one.

WATCH STOCK

Let me say one thing to you; I'm not a supermarket. I don't pick a stock-of-the-day. That's not the type of program I run over here. When you say you want to watch _____, watching_____ go from \$ ___ to \$ ___ doesn't put any money in your pocket. Now, as far as the size of the trade, believe me, it will always be up to you. I don't know how deep your pockets are, but if they are deeper than 3 inches, there is no question that, I think, you should get involved in this company.