



NORTH STAR AI STUDIO™

CAMPAIGN & MARKETING TEMPLATES

TEMPLATE 8

The Objection-Busting Post

ANNUAL MEMBER RESOURCE

Best Used With: Objection Buster™ + Content Creator™

BEFORE YOU BEGIN

The North Star Template Rule

Answer these five questions before you create the asset. If you cannot answer them yet, work the relevant North Star AI Expert™ first.

QUESTION 1

Who Is This For?

Customer

QUESTION 2

What Do They Care About?

Customer insight

QUESTION 3

What Do We Need Them To Understand?

Primary message

QUESTION 4

What Do We Want Them To Do Next?

CTA

QUESTION 5

Where Does This Fit In The Buying Journey?

Attention · Interest · Solution · Trust · Objection Resolution ·
Desire · Action · Follow-Up

NORTH STAR TIP

If you cannot answer those five questions, don't create the asset yet.

YOUR NORTH STAR AI EXPERTS™ — QUICK REFERENCE

Customer Mind Reader™

Understand the customer.

BRING FORWARD

Frustrations, desired outcomes, questions, fears, motivations, buying concerns, natural language.

Offer Optimizer™

Strengthen what you're selling.

BRING FORWARD

Transformation, core promise, benefits, value proposition, differentiation, positioning.

Objection Buster™

Remove what stops the sale.

BRING FORWARD

Price, trust, timing, risk, confusion, past experience, competitive alternatives.

Launch Planner™

Turn strategy into a campaign.

BRING FORWARD

Big idea, messages, hooks, phases, channels, CTAs, timing, asset priorities.

Content Creator™

Turn strategy into finished content.

BRING FORWARD

Give it the template + your insights — it writes the asset in your brand voice.

TEMPLATE 8

The Objection-Busting Post

BEST USED WITH: **OBJECTION BUSTER™ + CONTENT CREATOR™**

“That answers the concern I had.”

START WITH THE OBJECTION

“[Exact objection]”

If you’ve thought this, you’re asking a reasonable question.

VALIDATE THE CONCERN WITHOUT AGREEING WITH THE CONCLUSION

The last thing you want is [risk they’re trying to avoid].

ADDRESS WHAT THEY REALLY MEAN

What they’re really trying to determine is: [underlying concern].

GIVE THEM INFORMATION

HERE’S WHAT MATTERS

Explanation / process / evidence / comparison

REDUCE UNCERTAINTY

YOU CAN EXPECT

Accurate expectation

CTA

LOW-FRICTION NEXT STEP
