#GOLDEN FOLLOW UP PRINCIPLE

* Our communication is actually 93% non-verbal . That means our words comprise only 7 % of our total conversation.
* Guest judge you and make decisions about how they think and feel about you based on your 93%(VOICE TONE,BODY LANGUAGE,APPEARANCE AND LISTENING SKILL)
* You have noticed how ***some people make ebiz so easy***? As one day were joined and next day they were duplicating achievement with lots of new IBOs?
* *How did some grows so fast with no struggles*?
* Its is all about they already understand the seven principle listed below,93% of their effectiveness come from skills they had previously learned

FOLLOW UP PRINCIPLE ->1:

BE A GREAT LISTENER

* Logo ko is cheej se matlab ni hota ap onke bare me kitne jante hai,jb tk onhe ye ni pta chal jae ki ap onka kitna khayal rhke hai
* The best way in the world to show people how much you care is by “Listening”
* Key of business is to “find a need and fill it”,only Way find a need is by listening –really listening
* Refusing to listening to people is the surest way of making feel unimportant,fully present with them(by listening,moving your head & making eye contact) for affirming their importance

FOLLOW UP PRINCIPLE ->2:

PEOPLE ARE MOST INTERESTED IN THEMSELVES

* Your guest name is most precious word in this world,people are more interested in themselves than YOU! Its human nature
* Another way to instantly connect with others is to mirror and match their communication style(body language)
* talk about them,listem to them,model them,consider their desires, Guest are most open and comfortable with people who are like them,so this powerful,inspiring relationship with other is key to success
* if you want to win a guest to your cause, first convince him that you are his friend

FOLLOW UP PRINCIPLE ->3:

PAUSE BEFORE YOU ANSWER

* This gives other the impression that you have thought over what they said,it also give you a moment to think of an appropriate response
* People want to know is your thoughts are real and valid,but most people jump into conversation the moment there is a second of silence.
* Example :apne bilkul shi poocha............,bahut acha ques....................
* They are especially useful on the phone when you are gathering your thoughts before responding

FOLLOW UP PRINCIPLE ->4:

BE BRIEF AND FOCUSED

* There is nothing worse than hearing someone run on and on and on
* If you want to have a big business, you should have a clear, concise, directed conversation, simple outline of your plan in your head
* Challenge yourself to have more focus on a conversation than a ppt,create a light atmosphere while conversation
* Rememver,it’s best to leave a guest 15 minutes before they wish you had!

FOLLOW UP PRINCIPLE ->5

HAVE A GREAT FIRST IMPRESSION

* You’ll never get a second chance to make a first impression,guest will form up to 90% of their opinion about you in less than 4 minutes!
* **HAVE A GREAT HANDSHAKE**:have a firm handshake and adjust slightly to match the grip pressure of the other person
* **USE YOUR SMILE POWER**:more you smile,the closer others are likely to stand next to you,the more eye contact they will give you,the more likely they will be to touch you, and the longer they will want to stay with you

smiling is great for your business and personal life

* **DRESS FOR SUCESS**:Personality has more to do with business success than has superior knowledge, for true of speaking as of business personality.
* **Have excitement & josh with 100% positiveness**

FOLLOW UP PRINCIPLE ->6:

EVERY TIME YOU MAKE A POINT,TELL A STORY

* Every time you make a point,tell a story and every time you tell a story, make a point.the worst mistakes IBOs make is only taking about fact ,figures,details and statistics.
* Most guest wake up the next morning and have forgotten 85% of plan,guest are impacted by benefits and value
* The best way to communicate benefits and value to emotional is to speak emotionally & speakemotionally is with your personal story

FOLLOW UP PRINCIPLE ->7:

BELIEVE IN WHO YOU ARE AND WHAT YOU HAVE

* Belief is everything in this business!
* Doing ebiz means ki,you must believe in what you are doing,you must believe in ebiz,its values and mission,its integrity and must believe in the people you are working with
* Belief in your business will come largely by associating with other business owners and attending venue meet & training events

These principle are your key to a better life,more friends,more success and more happinessput them to work for you now

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95% CONVESION IS BECAUSE OF FOLLOW UP

->>>>>>>>WHY TO HAVE FOLLOW UP??

* Jb ap ppt krte ho,to guest ke doubt ate hi hai,agar guest ke doubt ni hai to iska matlab ki osnke kush ni smja
* \*\*Yad kro jb hm shoes lene jate hai to 4 sawal shopkeeper se jarror poochte hai ki..

1:shoes mere fit hoeege ki ni...

2: shoes rain me karab to ni hoge..

3:shoes fatege to ni

4:ase shoes mere pas ki dukan me Rs 500 saste mil rhe

Or shopkeeper agar in sawal ka answer de deta to to ap shoe le lete ho, similarly ebiz me guest ke doubt clear hone pr vo join kr lega

* A question indicates that the guest has been thinking whats been said,its good sign
* Ye guest ki jimmedari ni ki vo smje ,ye hamari jimmedari hai ki hm smjae,guest ke objection(dis-agree,doubt or question ) and rejection me anter hota hai
* If u wanna know ki apka guest kyu jjoin krna chahta hai or kis lie join krna chate hai to apko apne guest ki eyes se ebiz ko dekhna hoga
* Hme in doubt ka answer,apne personal rejection ke taur pr ni lena hai,reject hone ke bhavan me ni bhna hai, am tour pe log rejection ko respond galat tarike(aggressively and fight) se krte hai
* we need high level of emotional intelligence to overcome the effect of an assumed objection/doubt
* agar hm apni –ve emotion & bhavnae ko control kr lete hai respond krte smye to hm os –ve feeling ko door kr skte hai jo guest ke question se judi hai
* repeated practice eliminates the association of –ve emotion with the process of contacting and showing the business plan
* hamare emotion ko kya ho jata hai jb hm ye sunte hai” muje ye sb ni kra, mai ise shmat ni hu”,->hamari intelligence katam ho jati hai, ->sochne ki takat katam ho jati hai ->hmari tongue tied ho jati,

->hamari sochne ki ability khtam ho jati hai

**“Ye sb is karad ni ho rha ki ap weak/kamjor hai ,ye is lie ho rha kyu ki rejection ke emotion hmare oper havi ho gye hai”**

--->Repeated practice will remove these all<---

Most people ask questions they really saying, “Make me believe what you say is true”,**THE ONLY WAY TO GIVE GUEST BELIEF IS IF YOU BELIEVE**

**SO learn the answer so well that you could repeat them in your sleep,when you can do that,there will be no emotion to the question or objection**

**Some key to have good follow up**

\*\* have follow up in 24hr with in ppt

\*\* for such guest who have seen pppt long time ago,1st revise ppt to them

\*\* have a proper hipe/gravity of upline

\*\* have follow up in bright light(face can be seen),silent place& if possible then sit in a place

\*\*minimum 15-20 require for clearing 1 doubt(rust),as 1st u have clear rust from pole than we will paint on it,dont paint on rust

\*\*with proper dress and diary,books

\*\* **Associate must be in ethics,formal in front of upline-> NOT FRIENDLY WITH UPLINE<- while follow up**

**\*\*silent the phone of guest & urs also**

**\*\*leave the guest 15 min before he wants**

**I HAVE LEARENED FOLLOW NOT IN A DAY,ITS A GAME MORE YOU PLAY MORE U CHANCE TO WIN , SO MORE YOU CHANCE TO WIN MORE YOU PERFECTLY YOU WILL PLAY NEXT TIME**

**Regular practice will make it more sharper and sharper**

How to start?

1st meet the guest have bride using(F.O.R.M.),in 1st 5 to 10 minute,start the talk with saying ki apko

Ques:- ”ebiz me bare me bataya gya hoga”,apko kon sa part JADA acha lga

 1st EDUCTION PART OR 2ND BUSINESS PART

IF guest answer is business part then ok if he says ki Education part then have hand shake then says using (FFF)

“muje bhi education part jada acha lga,or mere ebiz join krne ka region bhi yhi tha, pr bad me deere deere muje realise hua ki business part ki bhi apni importance hai”

kyu ki kisi ki bhi success ka 15% oski technical skill pr depend rhta hai jbki oski safalta ka 85% oske SOFT SKILL pr depend rhta hai,or yhi vo platform hai jha se mai self depend bn skta hu

->THEN ASK GUEST KI “acha to asi kon si cheej hai jo apko smj ni ai,ya apka koi doubt”

CASE 1: IF DOUBT is there then clear it answer i already given nearly all doubt

CASE 2:IF GUEST IS NOT telling any Doubt and if u feel ki he is confused/uncomfortable . then tell them ANSWER OF

* Mai kr pauga ki ni kr pauga???
* Mere pas time ni hai??
* Padai khrab ho jaegi,padai ke sath ni kr skta??

CASE 3: CONVENCING PROB(IT IS OF TWO TYPE)

* Mai convence ni kr pauga(same as ki kr pauga ki ni??)

->>may be it is because ki he tried to convenced somebody without knowledge and he rejected him

* Muje convence krna acha ni lgta???

->> may be it is because ki he tried to convenced –ve guest and in opposite his frd made his follow up

->>may be his attitude of taking 10k not giving 32lakh/ opportunity

\*\*answer given in follow up ques

CASE 4:INTEREST PROB....

Supoose ap ek room rent pr lene ke lie lane jate ho,pr apko pta chlta hai ki osme murder ho gya so kya ap room logo,nhi na,kyu ki apne ek bad example dekha hai

(It is because he had seen the bad example of ebiz/MLM).

=>may be he have seen failure in ebiz!!!(why people fail in ebiz)

=>may be he have seen failure in other company!!(why people fail in other companies)

=>may be of wrong MLM companies info!!!(as some companies made name of MLM expoil)

CASE 5:MONEY PROB.

Agar accident ho jae ,Ek insan 10k kya 10 lakh de dega apni zindagi bachanae ke lie,kya vo 10k ni de skta apni zindagi bannae ke lie!!!!!

* 99% PEOPLE don’t have real money prob( if real prob answer is in follow up ques)
* 90% people ghr me paiso ki bat hi ni krte jb tk onke doubt ni clear ni hote,vo bs bhahana bna rhe

Maximum time doubt hota hai ki”>>>mai kr pauga ki ni<<<”

* Koi bhi money prob ni hoti agar vo ebiz ki IMPortance smj jae

####At last have a neutral gear to +ve gear by using these thing

a.. power of network.( v.v IMP as this make a difference b/w MLM and business)

b.. explain 5 year plan.

c. explain enterprenership plan.

d.explain three types of lifes.

e.diference between ebiz life and normal life.

f. active income and passive income

g.in last, tell him NO discussion of three page.

\*\*suggest that ki have follow through by associate only

\*\*\*\**if u r promoting this so plz tell the importance of this follow up kit to associte,make his feel ki read it sincerly,other wise its useless*