Imp factor expain to…………………………………

UPLINE Leader name:…………………

* ( )Tick mark if teach to associate
* This is the only time dedication req to grow ebizer
* Startimg 1 month is very motivating for new ebizer
* 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*?
* ***IT IS ALL about they are following this system given below***
* This is for cheque achiver+,for delveloping new associate, (DO NOT GIVE TO NEW ASSOCIATE)

( ) (1)while making DD Must explain there 3 Imp Doubt

* why not to Discuss with High T.F. Person?\*
* Answer to –ve frds\*
* How to talk about ebiz in home or ghar vale kb smjege apko?\*

( ) (2)Have same day

* INTERNET TRAINING
* Gravity or hipe of uplines, How to talk with upline, Forward Message to uplines

( ) (3) Make Diary part 1(Explain all thing &must fill 2 page of Friend list on spot)

Make Diary part 2(tell then to write Goals,Target & Fear on the spot)

( ) (4)READ EBIZ MATERIAL WITH NEW ASSOCIATE(Doubt section & follow up Question)WITH ASSOSIATE FROM THE DAY OF DIARY MAKING

#After Diary part 2 made leave 10-20 page then tell

(5) ***INVITATION***

( ) ( 1)HOW TO INVITE : -> ESBI

: -> Time/Money

: ->Testimonial videos & pipeline

: -> BY material(Invitation part)

( ) ( 2)WHAT NOT TO DURING INVITATION

* Company Hai ya ebiz hai
* 16065/- lagane padte hai or investment hai
* Join krna hota hai
* Chain or jodne judane ka system hai or business part

( ) (3)PROBLEM IN INVITATION(ANSWER GIVEN IN FOLLOW UP QUES)

* Guest with lack of knowledge or Negative have ques
* Ye kam farji hai,Fraud hai,Company Bhag jaegi,time waste hai\*
* Padai kharab ho jaegi ebiz se?? \*
* Mere frnds ne kia tha vo fail ho gye??\*
* Paise ke lie abi kam nhi krna??\*
* 2 boat pr pair ni rakh skte\*
* Kud paise dete or kud ke paise khate or Apne dosto ke pasie khate\*
* Computer cources mai free me pad skta hu??\*
* Holiday package Rs 500 ka miljata hai 4 days ka??\*
* Vo phle judta hai vo kamata hai\*
* Suru me asan hota hai jb bad me koi ni milta to prob hoti\*
* Talent chahiye jodne ke lie,sb ni kr skte\*
* Logo ko nasha ho jata, paise ke peeche bhagte & sb kush chood kr ebiz krte,distration\*
* Muje convence krna acha ni lgta,kon pakad pakad kr lae??\*
* Bhai muje is bare me bat ni krni!!!

( )(6)

* Some are unaware of ebiz they say
* illegal hai
* Interest nhi
* Time nai ase kamo ke lie

( ) (5)Invitations Technique

* Exitement & Josh
* Looks & Personality
* +ve oppurtunity giving Attitude

( ) (6) ***PRESENTATION(THE PERSON WHO SHOW MAXIMAM PLAN WINS)***

Make regular ppt with new associates *until make him cheque achiver* 1st 3PPT by upline,than half by new assocites,than ppt in front of upline BY NEW ASSOCIATE

* Write and teach whole ppt in diary 1 time
* WHAT NOT TO DO during ppt
* Discussion
* Arguments
* Some Imp pt in material(ppt part)
* PPT Technique
* Look,Excitement
* Attitude of giving 32 lakh
* Gesture and emotions
* NO EXTRA WORD BY YOUR OWN
* max time limit for ppt is 1.30 hours

( ) (7)***BASIC FOLLOW UP(***Write in Diary***)***

* Testimonial(MAKE WRITE IN DIARY)
* Legalities
* Security
* ***PON(THIS MAKE DIFFERENCE B/W MLM AND BUSINESS)***
* Loss of Delay
* **NO discussion(PPT IS WASTED IF NOT EXPLAIN)**
* How to arrange money(WITH ATTITUDE OF GIVING OPPURTUNITY)

\*\* IF u working in -ve atmosphere must expain WITH BASIC FOLLOW UP

* Answer to -ve frd...
* why people fail (3 REASON)

Now teach associate how to have basic follow up via Internet

* Highest earner of week
* Sites of upline(Siddharthvikramsingh.com , keshavsingh.in,lifeinebiz.com)
* Press release
* Mca.gov.in & cross cheque by ebizel.com
* Photo gallery
* Cheque, NEFT,PAN card
* Courses (if guest want)

( )(8)***IMP POINT AFTER PPT***

* Associate must go with his guest and (have follow through\*\*\*) to his home(Must know home for follow up)
* Take time for next day follow up by giving upline testimony
* ***Talk to guest @ night for arrangement(IMP***)
* ASSOCIATE FEAR TO TALK THEIR GUEST due to
* Attitude of taking 16065/-\*
* Fear of rejection,mna na krde,can ask some DOUBT\*
* Teach follow through to associate\*\*\*

( ) (9)***NET FOLLOW UP*** of guest by Associate within 24 hours

( ) (10) ***FOLLOW UP***  within 24 hours (refer #GOLDEN FOLLOW UP PRINCIPLE

)

Thing remember Before follow up

* Gravity/hipe of upline
* Dressup
* Behavior in presence of upline of associate

And associate must to with his guest to have follow through

( )(11)***REJECTION*** Explain associate that “NO” means next one and rejection is part of business\*

"SOME WILL SOME WILL NOT SOMEONE ELSE IS WAITING FOR U(Refer of business school)

LAW OF AVERAGE IS 10:7:5:3(REFER SAWAL HI JABAB HAI)

( )(12)videos and book(V.v imp,***Make associate a leader***)

1. Video-MLM TRANING(Santosh nair ji,rajesh aggraval ji,sunny arora sir), gurantied sucess by sandeep maheswari,pipeline, udit sir audios and other videos
2. book-order new 21vi sadi ka vyavsai(to develop honest leader in associate),then sawal hi javab hai,then lok vyavahar

( )(13) **DAILY ACTIVITIES**:(CHECK TO DEVELOP A LEADER)

* make regular ppt with new associates until make him cheque achiver 1st 3PPT by upline than half by new assocites,than ppt in front of upline
* *check weather new associte has seen MLM Training or not,reading material or not,reading book or not*
* **Make call of new associte to silver upline(v.v IMp for development**)

( )14)**RELATION WITH DOWNLINE:(read lok vyavhar)**

* 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
* To have a great business,have a good relation with downline
* explain all things with love,dont angry if mistake done by downline(as mistakes a done only by humans),**u r not boss ur business partner**
* *The biggest investment in the world is, the investment in your team*

SO WORK HARDER AND PARTY HARDER

Some points to be explain daily to associate when u meet personally for 15-20 min\*

* Time Management for doing ebiz( )
* Family time VS your time( )
* Family Dream VS Our dream( )
* 4 Year study( )
* Reputation in society(As u r doing something diff) ( )
* 3 types of life(Life of Survival, life of success, life of Significance ) ( )
* Change old Mantality(self dependent before job) ( )
* Interest in Present life( )
* Job mentality/entrepreneur mentality( )
* Why to work now not afterwords( )
* 5 years plan( )
* Entrepreneurship with ebiz( )
* Upline,books,videos are very imp!!

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