



WINNER

SERIES

HOW TO START YOUR NETWORK
MARKETING BUSINESS THE RIGHT WAY

Hrishabh Jain

**HOW TO START
YOUR
NETWORK
MARKETING
BUSINESS THE
RIGHT WAY**

How to Start Your Network Marketing Business The Right Way

In the world of network marketing, you've found a different and promising path to success. What's truly wonderful about network marketing is the people and the connections you build. As you read this training, picture us sitting in your home or office, having a conversation about starting or rebooting your network marketing venture. It's perfectly fine if you've faced setbacks before; many of us do. My aim is to help you develop the skills required for success in this field.

Throughout this program, I'll share everything I wish someone had shared with me when I embarked on my network marketing journey. Starting on the right foot can spare you from unnecessary hardships and difficulties. You don't need to go through the "school of hard knocks"; I'm here to help you avoid that pain.

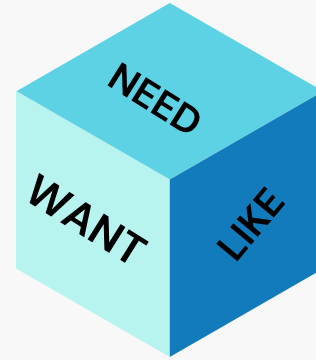
The primary objective of this course is to boost your self-confidence. The opportunity for success is already available to you; all you need to do is seize it. I'm here to personally guide you through this journey. This program isn't just a "how-to" guide; it's a conversation about how we can work together to help you swiftly achieve your goals in network marketing, Indian-style.

Your Coach

Hrishabh Jain

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WHAT
DO YOU
WANT?



1. What do you want out of your network marketing career?

Most people in India who start in network marketing typically aim to recoup their initial investment, achieve some level of success, make a profit, and see where things go from there. Your motivations play a crucial role in this journey. They'll help you persevere through challenges and motivate you to take action, even when you're faced with your fears.

Having strong reasons or motivations is like having a powerful engine that drives you forward. On the other hand, weak motivations might not be enough to lead you to success. It's essential to have a clear picture in your mind of why you're doing this. Ask yourself, "Why am I involved in network marketing?" If money were not a concern, what would you want to achieve in your life? Maybe you aspire to have a better home, a nicer car, or provide a superior education for your children. Identify your true motivations to stay focused and determined in your network marketing journey.

Exercise: Take a minute to write down what you want from your network marketing career. Who or what inspires you?

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**WHAT
YOU ARE
WILLING
TO GIVE UP?**



2. What are you willing to give up to get it?

Time

Think about how much time you can carve out of your current day to build your future in network marketing. How much time can you invest? If your reasons are strong, you'll figure out the time. Do you spend time on sports or other recreation so that you can focus on what you need to do to get your business started right?

Money

you need to invest some money in your network marketing venture. This investment will go into buying books, attending training sessions, and travelling to events to acquire the skills you need. While you're building this new income source, you might need to pause some of your hobbies. It's like planting the seeds of a better future.

Habits

Many individuals have habits that they can transform. Some people do the bare minimum at work and then completely switch off when they're back home. Others use all their free time to hang out with friends, and in the process, they might end up wasting precious hours, days, or even weeks. Some tend to procrastinate, blame others, or simply wait for someone else to give them directions instead of taking the lead. It's important to recognize these habits and consider making positive changes.

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Exercise: *How much time can you carve out of each day to build your future? How much money are you willing to invest in your business to build it right? What do you need to give up or put aside while you do this?*

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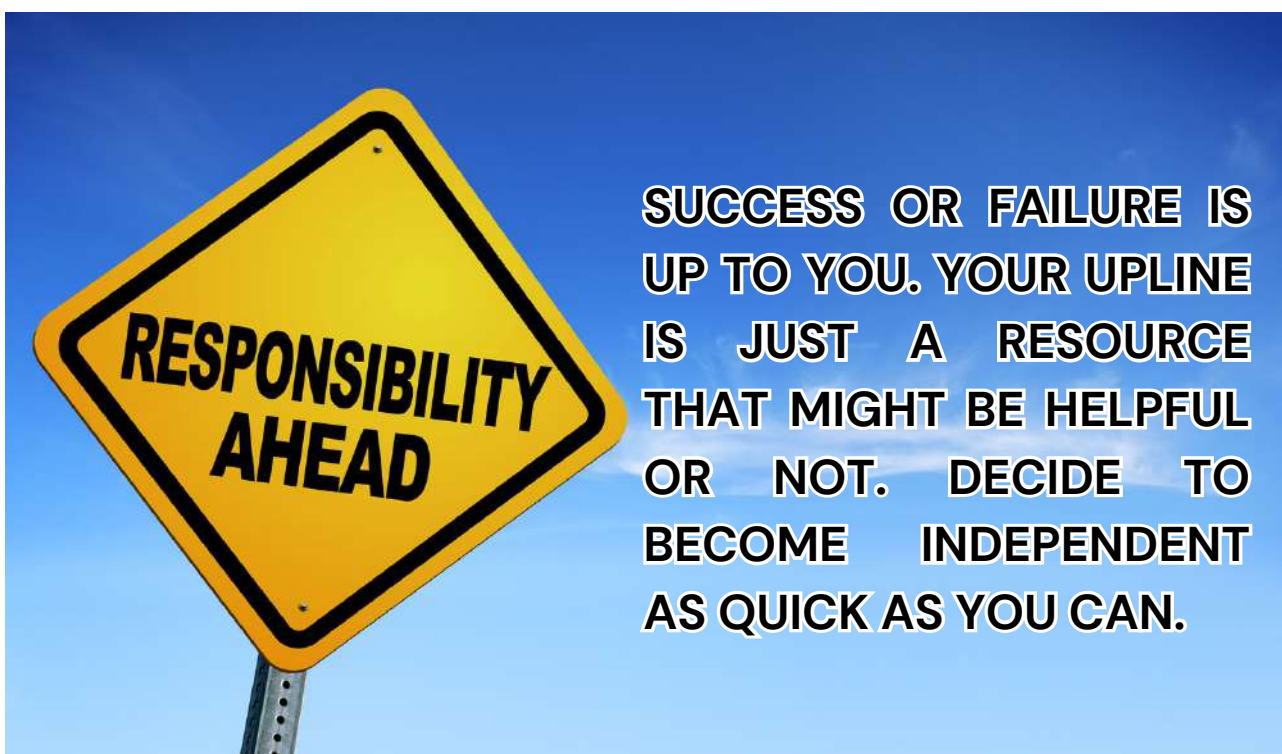
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Some ways:

1. *Think about how much time you can spare each day to work on your future.*
2. *Consider how much money you're ready to put into your business to make it successful.*
3. *Reflect on what you might need to let go of or set aside while you do this.*



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Taking Responsibility

Your success in this business depends on you. If you thrive, it's because you chose to create opportunities. Failure also depends on you, not anyone else – just you. You alone will determine if you succeed or not. Your sponsor is merely your link to the company.

The truth is, that many of the top earners in network marketing didn't have a perfect upline. If your upline does everything for you, you won't grow much. Use your sponsor as a resource, not as an excuse. Aim to become independent as soon as you can.

Having a "workout partner" in your business is beneficial. This person can be anywhere in your company, whether above, below, or alongside you. What matters most is that you both keep each other on track, motivated, and inspired. It's like having a buddy to support and encourage you.

Exercise: *Take a few minutes to think about who can be your partner to help you stay on track and keep you responsible.*

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EMOTIONAL



MANAGEMENT

Taking Responsibility

Network marketing is a business filled with emotions, where you'll experience highs and lows. Life's distractions might try to pull you back into your routine.

You'll encounter rejection from people who don't understand network marketing. Many folks have the wrong idea about it, believing that only those at the top make money, that you have to distance yourself from family and friends, and that you must promote inferior products. None of this is accurate.

People may quit, and your group may face challenges. You have a choice: either keep fighting and growing or give up on the business. Your past behaviour can affect your journey. If you've been a kind, helpful, and generous person, others will naturally be interested in what you're doing. But if you've been a taker, it might take time to build trust. The good news is that you can change and become a giver.



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How To Get Involved in Your Business

Make a solid commitment to doing this the right way. Your story of how you got started is crucial. Are you just trying it out, or are you genuinely committed? Did you start with the smallest or largest package? Let me explain why this matters. You'll be sharing your starting story throughout your entire career. When people ask, will you be able to say you began with the highest level?

Network marketing is different from starting a regular business. You don't need a big investment, logos, lawyers, leases, or all the things traditional businesses require. Starting with the best package creates a lasting story for your network marketing journey. It's the story you want everyone in your group to have, showing your dedication. You're not just testing the waters; you're making a firm monthly commitment. Whether it's a product or autoship, ensure it's stable and easy to replicate.

Introduce yourself to everyone. When I attended my first convention, I promised to say hello to everyone there, and it made a significant difference. It helped me build circles of friends in the business who could support me in tough times. Build a community, make friends, and create connections. These friends and connections aren't linked to you financially like your upline. They will be a tremendous help as you grow your business.

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

Let's Get Your Business Going

One of the initial steps is to create your list of prospects. You can use the "People You Know Workbook" for this. Try to include as many people as you can on your list. I encourage you to begin today. If you haven't downloaded the workbook, you can start by writing names on your own. Don't wait! Aim to add at least 2 people to your list every day. Adding names to your list is a skill that successful network marketers develop over time.

Exercise: Write down who will be the easiest, most positive person who is likely to say yes. Start with these people. Go to them thoughtfully to help them become a customer. Make a list of 10 or 20 of those.

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Let's Get Your Business Going

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Invitation Basics

You have a "hot market" (close friends and family), a "warm market" (people you somewhat know), and a "cold market" (people you don't know at all.

But please, before you start, learn the "invitation" approach.

Don't talk about your new business with anyone until you've mastered these skills. You don't want to overwhelm the people most likely to support you, even if you're super excited about your future. It's easy to go too far.

Learn the "invitation" approach and keep using it. You're free to make mistakes with the people who care about you the most. It doesn't have to be perfect. They can see the opportunity, and if they're not interested, you can simply ask for their support as a customer or product user.

Here are the steps:

Step one: *Show enthusiasm and excitement.*

Step two: *Give the prospect a genuine compliment.*

Step three: *Invite them to learn more about your opportunity.*

Step four: *Ask if they'd be interested.*

Step five: *Confirm the time they can spare.*

Step six: *Reconfirm the time. Step seven: Set a time for the next conversation. Step eight: End the call politely.*

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**EXPRESS
IT TO
WORLD**



Express it to world

Declare yourself. Let everyone know that you're part of the company and determined to reach the top. This way, it'll be a bit more uncomfortable to just walk away, which is a good thing. Think of it like opening a restaurant. You'd invite your friends and family to try the food, experience the atmosphere, and encourage them to spread the word. Similarly, with your network marketing business, treat it like a race. You want to start quickly, create some excitement and momentum, and get others to help you launch your business successfully.



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Your Product Story

It's really important to quickly share your story about how the product helped you. This can boost your sales and customer base, which, in turn, helps you recruit new team members faster. Just say, "I tried this product, and it made a big difference." The more you talk about your own experience, the faster your business will grow. Sharing your story is like a key to success in network marketing.

Exercise: *Write down your product story. How did you benefit from it personally? Maybe some of your family members got great results. What did it do for your business? Make your story short, no more than 2 minutes. People respond much better to a story with your results rather than plain data about your product.*

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Network marketing success is built in 15-minute increments. If you're busy with your life, just carve out 15 minutes to make phone calls. Carve out 15 minutes to show someone the product or opportunity. This will help you create a daily method of operation that will give you results and income.

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Time Management

Many people believe they lack the time to start a new business, thinking they have no extra time to devote to it. Instead of treating it like a typical business, think of it as a job with set hours and specific tasks to accomplish during those hours. Sometimes, when people enter network marketing, they take it too lightly. It's essential not to let minor distractions derail your progress.

Success in network marketing is built incrementally, often in just 15-minute segments. Even if you have a busy life, you can set aside 15 minutes to make calls or introduce someone to the product or opportunity. In reality, many people don't put in a full 10 hours of productive work at their offices. A lot of office time is spent on unproductive, time-wasting activities. Genuine, focused work can be accomplished in forty 15-minute sessions.

This approach helps you establish a daily routine that yields results, encouragement, and income—all formed by your daily habits. We are all creatures of habit, whether good or bad, so strive to be a creature of good habits. Avoid letting things steal your time and be someone who uses time with purpose. If you find yourself a slave to television, limit your TV time. If you're a slave to email or social media, remember that you don't have to react to everyone's agenda all the time. Take control, treat it like a job, assess what consumes your time, and determine what will help you build a better future. Decide what truly matters to you.

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Exercise: Look at your daily schedule. Identify as many 15-minute increments as you can. Use them to make calls, set up appointments, and present your opportunity. Use your time wisely.





PERSONAL DEVELOPMENT

Personal Development

This is incredibly important. Ultimately, your earnings reflect who you've become as a person. To increase your income, you must work on becoming a better version of yourself. Focus on self-improvement even more than you concentrate on your business. You are the main factor determining your income. To achieve more, you need to become more.

Here are some things that can help:

- 1. Your reading library:** *What are you reading? Dedicate 15–30 minutes each day to read something that enhances your leadership, motivation, or teaching skills. Your reading habits are crucial because leaders are readers.*
- 2. Your listening library:** *Listen to experts like Jim Rohn, Les Brown, and Denis Waitley. Explore audiobooks to fill your mind with valuable insights from those who've succeeded before you.*
- 3. Your viewing library:** *What are you watching? Many people watch YouTube more than they watch television or read magazines. There are plenty of free educational videos available, including on the internet.*
- 4. Attend events:** *Participating in events can help you grow your business and enhance your personal development. These events are nourishing for your growth.*

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Focus & Consistency

Network Marketing can be full of distractions, so it's crucial to stay focused. Put on your blinders and commit. Instead of taking things one day at a time, consider a one-year commitment. Commit to the next 12 months, make your goals happen, and then evaluate. After that, commit to another 12 months and repeat the process. Keep your focus and stay on course. Observe the top achievers within your company and follow their lead. Emulate what they do, and concentrate on improving in the areas that are working for them.

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The Importance of Events

Make a solid commitment to attend all major company events. It was a game-changer for me when I decided never to miss a company convention. It became a test of my resourcefulness to find the means to attend those events. In my network marketing journey, the most transformative experiences happened at company events. So, go ahead and register for your company's upcoming event. This commitment will have a profound impact on your path to success.

Ensure that every member of your team also registers for and attends these events. Explain to them why it's crucial. Work on a plan to help as many people as possible participate in these significant gatherings. Your team's involvement in these events can be a turning point in your network marketing business.

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Massive Success Can Be Yours

I want you to achieve your desired results and share this valuable knowledge with others. To attain massive success in network marketing, focus on these three essential steps:

- 1. Understand the Gift:** Grasp the unique opportunity of network marketing, which allows you to be an entrepreneur without a substantial upfront investment and provides the ability to expand beyond your local area.
- 2. Master the Skills:** Skills are attainable with effort and practice. Work diligently to become proficient in these skills.
- 3. Confront Your Fears:** Face your fears, including those related to feeling inadequate, fear of rejection, and fear of the unknown. Once you have a strong understanding and mastery of the necessary skills, your fears will naturally diminish. It's like turning on a light switch – when you master the skills, fear fades away.



Your Coach

Hrishabh Jain

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