



KAMRAN  
MUJAWAR

NEW DISTRIBUTOR  
ORIENTATION

# LET'S LEARN = A B C D

**A - ATTITUDE - (+ve / -ve)**

**B - BELIEF**

**C - COMMITMENT - 100%**

**D - DREAMS**



# A

FOR

# ATTITUDE



WHAT IS YOUR ATTITUDE TOWARDS  
NETWORK MARKETING/ BUSINESS



# B

FOR

# BELIEF



- BELIEF IN YOURSELF
- NETWORK MARKETING
  - YOUR COMPANY



# C

## FOR COMMITMENT



**COMMITMENT IS AN HEARTLY PROMIS TO  
ONESELF THAT I WILL NOT STEP BACK.**

**HOW COMMITED ARE YOU..?**

**NOTHING BIG WAS EVER ACHIEVED WITHOUT  
COMMITMENT.**

# D

FOR  
DREAMS



**DREAMS ARE THE DRIVING FORCE**

**BIGGER THE DREAMS BIGGER THE  
SUCCESS.**

# SYSTEM TRAINING

## 7 STEPS TO SUCCESS



- **BE REGULAR USER OF THE PRODUCTS.**

- **MONTHLY REPURCHASE FOR SELF USE**
  - **REGULAR RETAILING (SHARING)**





# 2. MAKE A LIST OF PEOPLE

## POINTS TO REMEMBER

- MAKE A BIGGER LIST
- EXPAND THE LIST
- KEEP ADDING ATLEAST 2 PEOPLE NAME EVERY SINGLE DAY

## REASONS TO MAKE A PROSPECT LIST

- YOUR BUSINESS WILL HAPPEN – NO LIST = NO BUSINESS
- YOUR CAPACITY TO HANDLE REJECTION/ NO IS DIRECTLY PROPORTIONAL TO THE SIZE OF YOUR LIST.
- YOU GET THE ADVANTAGE OF SELECTION
- YOU WILL BUILD BUSINESS WITH SELF ESTEEM & CONFIDENCE.
- BIGGER LIST IS YOUR BIGGEST TOOL FOR FOLLOW UP.



# 3. MASTER THE ART OF INVITATION

- INVITATION FOR 2 ON 1
- INVITATION FOR 1 TO 1
- INVITATION FOR HOME MEETING
- INVITATION FOR BOP/ SEMINAR/ MEGA EVENT
- FIXING FOLLOWING MEETING.

# 4.. SHOW THE PLAN

**HE WHO SHOWS THE PLAN THE MOST WIN'S**

- **TWO ON ONE**
- **ONE TO ONE**
- **HOME MEETING**
- **SEMINARS / MEGA  
EVENT**

# 5. CLOSING

## **CLOSING IS AN ART YOU NEED TO MASTER**

- **A - ALTERNATIVE CLOSING**
- **R - REASSURANCE**
- **T - TESTIMONIAL CLOSING**

### **YOU CAN ASK QUESTIONS LIKE**

- **WHAT YOU LIKE THE MOST - PRODUCTS OR BUSINESS OPPORTUNITY ?**
- **HOW MUCH YOU WOULD LIKE TO PURCHASE - 10,000 OR 30,000 ?**
  - **ON WHOSE NAME YOU WOULD LIKE TO START - FILL FORM**
  - **HOW WOULD LIKE TO PAY - CASH OR FUND TRANSFER ?**

## **REMEMER - YOUR STORY IS YOUR GREATEST WEAPON.**

You can tell Your personal Story Why You joined this business. Your story can inspire them to Join. Tell them if You can do this business even he/ she can also do this.



# 6. FOLLOW UP

**MEETING AFTER THE MEETING IS THE MOST IMPORTANT MEETING.**

## SALES FOLLOW UP STATISTIC

2% OF SALES ARE MADE ON THE FIRST CONTACT

3% OF THE SALES ARE MADE ON THE SECOND CONTACT

5% OF THE SALES ARE MADE ON THE THIRD CONTACT

10% OF THE SALES ARE MADE ON THE FOURTH CONTACT

80% OF THE SALES ARE MADE ON THE FIFTH & TWELFTH CONTACT

48% OF SALES PEOPLE NEVER FOLLOW UP WITH A PROSPECT

25% OF SALES PEOPLE MAKE A SECOND CONTACT AND STOP

12% OF SALES PEOPLE MAKE MORE THAN THREE CONTACT.



# 7. DUPLICATION

**DUPLICATION IS WORKING SMARTER NOT HARDER**



Power of Duplication



# 3 TYPES OF PEOPLE JOIN NETWORK MARKETING

## POSERS

**POSERS TREAT THIS BUSINESS AS A LOTTERY TICKET.**

## AMATURE

**THEY THINK ABOUT THE RIGHT TIMING, POSITIONING , FOCUSED ON SHOT CUTS  
AND SO ON..**

## PROFESSIONAL

**ARE THE PEOPLE FOCUS OF BECOMING AN EXPERT AT THE SKILLS REQUIRED TO  
BUILD A LARGE AND SUCCESSFUL NETWORK MARKETING ORGANISATION.  
THESE ARE THE PEOPLE WHO PRACTICE THIS BUSINESS ON A DAILY BASIS AND  
CONSIDER THIS BUSINESS AS A PROFESSION.  
AND MOST IMPORTANT THESE ARE THE MOST SUCCESSFUL L PEOPLE IN NETWORK  
MARKETING.**

**WHAT WHOULD YOU LIKE TO BECOME...?**



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MUJAWAR



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MUJAWAR

# 3 TYPES OF PEOPLE JOIN NETWORK MARKETING



**NOT SURE**



**CASUAL  
APPROACH**



**SERIOUS &  
PROFESSIONAL  
APPROACH**



# 3 TYPES OF PEOPLE JOIN NETWORK MARKETING



**SERIOUS &  
PROFESSIONAL  
APPROACH**

**ONLY A SERIOUS AND  
PROFESSIONAL  
APPROACH CAN MAKE  
YOU SUCCESSFUL.**



# BEING PROFESSIONAL MEANS



**DRESS CODE  
FULL SUIT**



**SMART PHONE**



**PRESENTATION  
MANUAL  
FORMS ETC..**

**TOOLS**



**EXECUTIVE BAG**



**LAPTOP**



**BIKE**



**CAR**

# EXAMPLE FRANCHISE BUSINESS



“  
IN THIS CASE  
YOU CAN TAKE  
FRINCHISE BUT  
YOU CANNOT  
SELL FRANCHISE  
FORTHOR TO  
YOUR FRIENDS/  
RELATIVES OR  
ANYONE.



## Investment

- Agreement Deposit
- Product Investment
- Furniture Investment
- Shop Deposit
- Other Investment Like Laptop, Printer etc.

**Min 10,00,000  
Investment**

**Profit Margin  
10% to 15%**

## Monthly Liability

- Interest on Investment
- Shop Rent
- Electricity Bills
- Salary
- Other Expenses

**Min 20,000  
Expenses**

# MI WELLNESS CLUB - HOME SHOPPE



IN THIS CASE YOU CAN TAKE FRANCHISE AND ALSO PROMOTE FRANCHISE TO YOUR FRIENDS/ RELATIVES AND EVERYONE AROUND YOU. AND GROW YOUR BUSINESS MULTIFOLD.



## Investment

- Agreement Deposit
- Product Investment
- Furniture Investment
- Shop Investment
- Other Investment Like Laptop, Printer etc.

**Min 50,000 Investment**

**Profit Margin 10% to 40%**

## Monthly Liability

- Interest on Investment
- Shop Rent
- Electricity Bills
- Salary
- Other Expenses

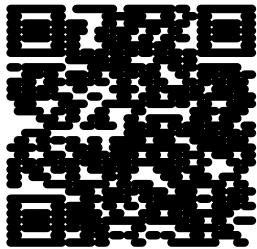
**0 Expenses**



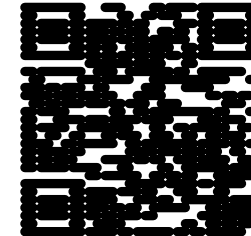
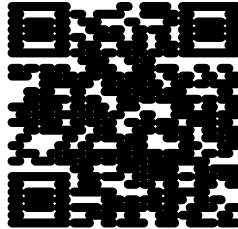
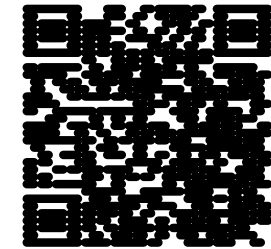
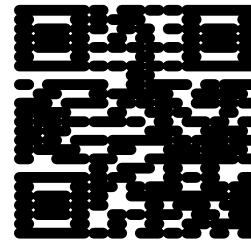
# YOU NEED TO CHOOSE TO BE A PROFESSIONAL TO WIN !

- **DRESS CODE**
- **LEARN THE BUSINESS ON A DAILY BASIS.**
- **FOCUS ON DAILY ACTIVITIES. - 1 TO 1/ HOME MEETINGS/ ORIENTATIONS/  
LIST BUILDING/ PROSPETING/ PRODUCT RETAILING/ FOLLOW-UPS/  
MOTIVATING YOUR LEADERS AND SO ON..**
- **GIVE 1ST PRIORITY TO YOUR BUSINESS.**
- **MAINTAIN A STRONG RELATIONSHIP WITH YOUR UPLINES & DOWNLINES.**
- **ATTEND ATLEAST 1 SEMINAR & TRAINING PROGRAM EVERY WEEK.**
- **BE A WALKING OFFICE. CARRY ALL THE TOOLS.**
- **UPGRADE YOURSELF AS & WHEN NEEDED.**
- **GO FOR A HOME SHOPPE.**
- **BUILD EVENTS SERIOUSLY.**
- **BECOME INDEPENDENT AS SOON AS POSSIBLE.**





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