

INVITATION

{ Note : All basics should be followed before you learn the invitation – like DRESS UP, DIARY with LISTS, ETHICS – GM }

CATEGORY # 1 – (jo eBIZ ke bare me kuch nahi jaanta and he is ur friend or aap usse aksar milte rehte ho)

Basic rule – aapko GUEST ko invite nahi karna, u just need to generate curiosity jis se wo khud hi puchhe – KYA or KAISE ?

Methods to generate curiosity –

1. Just think ridiculously... if u friend asks kya soch raha hai... tell bahut sahi cheez hai yaar... bataunga fir kabhi... abhi bataunga to tu kisi aur ko bata dega... if kahe batao... abhi nahi achha 2 din baad batayenge...

2 din baad jab wo puchhe then u say – achha hua tumne abhi puchh liya..is Saturday ko chalna hai... ..lekin mere paas sirf 2 paas hai aur 2 log already ho gaye hai mere saath....

Achha ek min ruk... .tere ko chalna hai na... ..call ur upline..Sir ek paas aur ho jayega kya plz ?

2. apne dost ke saath INTERNET CAFÉ gaye aur wahan pe highest earners ka column khol kar dekhne lage
3. apni website me apne friends ka naam daal do... ..aur unse bol do bas jab tu INTERNET jana na to mujhe bata dena...
4. aap apne friends ke saath baite ho – just try to find out wat is his PRIMARY MOTIVATING FACTOR... ask him – achha tu bata tere ko sabse achha kya lagta hai... ..MATERIALISTIC or anything else.
5. koi ladka jo aapki baat nahi sunta... ..ya chad ke baat karta hai

uske aas paas rehkar upline se baat karo – aur Sir sumit ji aaj fir se top pe hai... achchha ye bataiye ki ye log 27 saal ki age me 2.5 lakh rupay ek hafte me kharch kaise karte honge.

6. White Shirt – Tie pehenkar jab niklenge to bahut log puchhenge... kuch kar rahe ho kya... ..1-2 baar taalo... fir kaho achha 2 din baad batayenge.
7. Aur yaar tera Mumbai ya kolkata (any big city) me koi dost hai kya ?...wo puchhega kyu ?...then say ki mai kuch kar raha hu jiska Mumbai me bahut scope hai and generate curiosity using the points given.
8. ok I tell u a real life story... ..5 dosto ne aaj se 2-3 saal pehle ek sapna dekha and they started working together... they worked hard n smart... galtiyya ki par usse experience liya... khud par vishwaas rakhte huye wo chalet rahe... n today they have really made it to BIG... now all of them earn in lakhs of Rs. per month. Even one of them is earning more than 1 lakh per week... paacho dost aaj apni khud ki alag-alag luxury car se chalet hai... two of them have Hyundi Accent Viva CRDI, one has Mitsubishi Lancer and the other two have Hyundai Verna....
9. agar aapka cheque ban gaya hai – go n say le KIT KAT kha meri taraf se – wo puchhe kis khushi me.. kyu – tere ko nahi pata kya ?... [Sumit]us ne tumne bataya nahi kya ?...

are tum kahan the ab tak fir ?

achha tu kha... wo mera pehla cheque aaya hai..

wo mai kuch kar raha hoon... sach bata tere ko nahi bataya kya ?

CATEGORY # 2 – (stranger prospects – exchange phone no.'s or give presentation on the spot if a long journey)

1. Internet café me – arrey WOW ! Manjul ji is baar fir se No. 1 pe... by GOD !!!
Just do an activity such that the person beside u get curious
2. aap aur ek associate sitting (traveling) around a prospect –
achchha aap hi batao... paisa kisi ko bura lagta hai kya ?...kahega... nahi..
associate se... dekha... achha vaise aap karte kya ho Sir ?
3. kya aap EBIZZER ho ?
if says kya matlab – aap eBIZ ke bare me nahi jaante ?
4. if formal baat ho rahi ho....ask 3 questions –

kya karte ho sir aap ?

to aapka to mast hai, kuch extra to chahte nahi hoge aap ? OR to aap khali time me self dependent banne ke liye kuch karte ho ?

achha aap apne seniors ko dekho... aapko kya lagta hai aaj se 3-5 saal baad aap kis situation pe hoge... wud there be any significant change in ur life ?
5. make relationship – laughter is the shortest way to make a relationship to a person...
or start criticizing the same as its so HOT summer... ya fir criticize any bus driver or surroundings or else... just start some topic to talk.

then ask vaise kya karte ho aap ?...talk more about his work details... then he'll ask aap kya karte ho ?
ask his name... talk about usko kya achha lagta hai ?....wat he wants in life ?.....then exchange no.'s.

CATEGORY # 3 – (friends jinko eBIZ ki aadhi adhoori knowledge hai aur -ve hai – don't know exactly wat it is)

- Aap sher ki tereh rahoge to sher mane jaoge... billi banker rahoge to log sher ban jayenge

Average Orbit rate pata hai kya hoti hai ?...ask some questions to prove that he doesn't have full knowledge

Sample conversation

U making him curious n he says – eBIZ ki baat kar rahe ho kya ... bekaar hai ?

U say - kyu be... kya bekaar hai

He says - Kaun 10,000 Rs dega ?

U says – achchha tumko eBIZ ke bare me pata kahan se chala...

(don't clear his doubt – important... try to clear the source of his previous knowledge)

He says – are kuch log kar rahe hai yahan... .pata hai.

U says – bas ROHIT [take his name]... .tere se yehi ummeed thi... .orbit pata hai kya hoti hai ?...ceiling pata hai ?...nahi pata to uchhal kyu raha hai ... ek baar poori baat dekh fir ladai karte hai na... .10 min ki knowledge hai bas

Kaun se college me hai tu... .bada raddi college hai... mera dost bola tha mere ko 10 min me... .ye bhi koi baat hui...

Then say –

1. 3 ghante ki movie agar tumko 3 min me suna de to tumko kaisi lagegi...
same thing is here, 5 - 10 min me aadhi adhoori baat pata hai tumko aur uchhal rahe ho

2. talk about any dish – say... gaazar ka haluwa achha lagta hai na ?
ab agar socho tum first time kha rahe ho aur koi tumko ajeeb sa ganda sa banake khila de to kya khaoge ?
khud bhi nahi khaoge aur logo se bhi bologe ki zindagi me sab khana lekin kabhi gazar ka haluwa mat khana
ab iska matlab ye to nahi ki gazar ka haluwa kharaab hai....

Similarly... koi cheez mujhe achhi lagi lekin tumko nahi iska ek reason ye bhi to ho sakta hai ki tumko jisne
bataya ho ache se na bataya ho....

3. agar aap se bole ki mai aapko 5 lakh rupay doonga AEROPLANE se kood jao to kya kood jaoge ?...he'll say NO
then say – this is the mistake – DECISION pehle le liya lekin uske bare me kuch socha nahi kuch puchha nahi

jis aeroplane se mai koodne ko keh raha tha wo ud nahi raha tha zameen pe khada tha....

Aap khud socho aapko EBIZ ke bare me pata chala... aapne decision pehle le liya lekin uske bare me poori baat
pata nahi humko... is that a intelligent decision ?

4. some friend jisko pata hai kuch paise aise kamaye jaate hai...
go to him n say... .aur cold drink pilao na... he'll say... tum paise kamate ho tum pilao

tumse bhi to bole the tum bhi kamao... lekin tum bhi ziddi ho poori baat pata nahi aur decision pehle le liya...
chal achha chal-chal pee le

say wat is UNEXPECTED.

CATEGORY # 4 – (poori presentation suni hai lekin join nahi kiya)

Some friends may be jisko pata hai poori baat... achchi bhi lagi lekin kisi reason se doubts nahi clear huye aur
JOIN nahi kiye... talk on ur trust factor... clear their doubts... .talk about importance of upline... .talk about ur
plannings and give him vision... talk about his PMF.

CATEGORY # 5 – (poori baat janne ke baad negative – don't waste much time on them if no result)

Jab mile kuch na kuch dose dete raho... .wo khud hi puchhenge aur tera EBIZ kaisa chal raha hai...
SAY... .bhaiya aap kabse EBIZ me interest lene lage... EBIZ aapke liye nahi bani

Kisi ne sahi kaha hai... .10 me se 2 log hi successful hote hai kyuki 10 me se 2 log hi successful logo ko dekhte hai
aur unki baat ko samajhte hai

Koi kehta hai EBIZ me paisa nahi kama pate log... .u say – aur jo log highest earners me hai unka kya ?

CATEGORY # 6 – (if any person jo aapki baat mana nahi kar sakta... like ur junior)

Just invite him by saying... itne baje wahan par aa jana... career se related kuch baate batayi jayengi wahan par

- *after he asks kya hai... ..appoint a fix time for presentation on a fix day....*

Give him 2 options if possible

