

Deepak Bajaj's
FIVE LISTS FOR SUCCESS

Your success in this business depends on your lists. Every serious distributor in this business must have 5 updated lists with him or her at all times. I highly recommend these lists to be updated every week or fortnightly.

1. List of Prospects:

This is the list of new people whom you want to approach for business. Add names to this list everyday.

2. List of pending Follow-ups:

These are the people with whom you have already shared the opportunity but they are yet to start the business and you are in the process of following through with them. Update it after every meeting.

3. List of active distributors:

This list is your real strength and will determine your income in network marketing. The telecom industry works on Metcalfe's law that states that the value of a telecommunications network is proportional to the square of the number of connected users of the system (n^2). Likewise, the income of a network-marketing distributor is directly proportional to the square of the number of active distributors in his or her team.

Income (I) \cong Number of Active Distributors in the team (N^2)

Who are to be considered as Active Distributors?

- They attend all the events with their team
- They use all company products or services
- They follow the 9 Core Actions and the business code of conduct
- They show their own presentations and close the sales without any support from their Upline
- They are in total submission to their Upline and the system, and have a healthy relationship with their Upline and the team.

4. List of customers:

This is the list of people who are active users of our products/services. They use the product and sometimes recommend it to others, but have not yet decided to be a distributor in the business. They give you volume and since

they are satisfied customers, they will become very good partners whenever they choose to be so.

5. List of all distributors:

This is a comprehensive list of everyone who has started business in your team. Everyone will not start building the business as soon as they start. Many people wait and watch before they actively start building the business. It's always a good idea to be in touch with all of these associates as they may start building the business anytime in the future. Invite them for all the events and keep them updated on the new products, new achievements, etc.

www.deepakbajaj.biz

✓ Keep visiting www.deepakbajaj.biz for more cutting edge tools and information to multiply your business.

★ Stay connected on Facebook, Instagram, YouTube and LinkedIn for getting regular tips and tools effortlessly on your mobile.