



# WHY NETWORK MARKETING



# 1st

Create a  
passive source  
of income!



# 2nd

Build a  
risk-free  
business!



# 3rd

You can  
start now!



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# 4 th

# Part time business!



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5 th

No  
experience  
required!



# 6th

You can help  
people earn!



7<sup>th</sup>

# Recognition & Appreciation!



# 8<sup>th</sup>

# Personal Growth!



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# 9<sup>th</sup>

# Life of significance!

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# 10th

Leave a  
legacy for  
generations!



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# Why Modicare

1.

India's first  
Direct Selling  
Company!



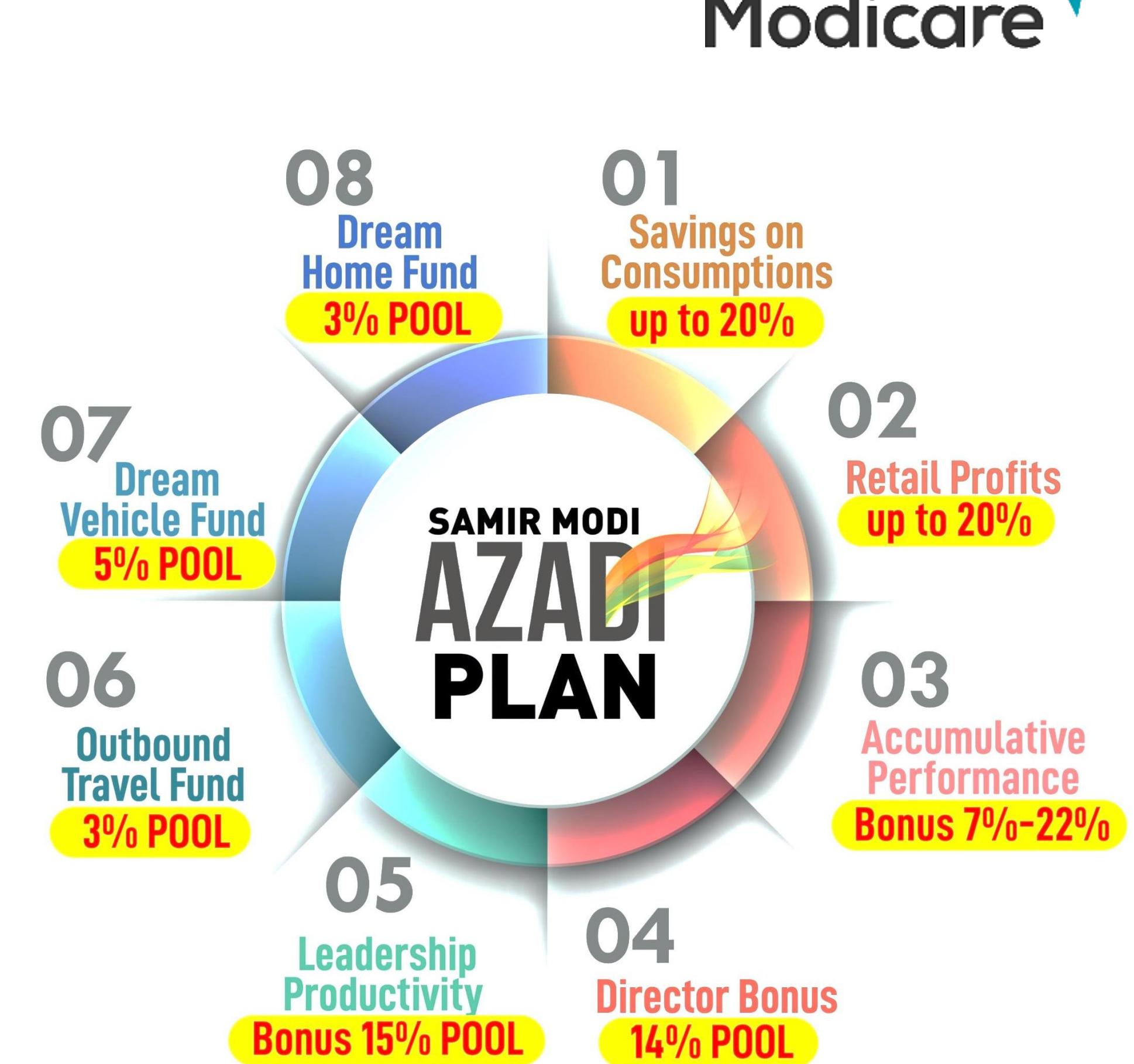
# 2.

**Rich Heritage!**  
Part of  
**65,000 Cr.**  
**KK Modi Group**

Over 28,000 employees  
International offices -Export to 90 countries



# 3. Samir Modi Azadi Plan!



# 4.

# Products!

Diverse range of products

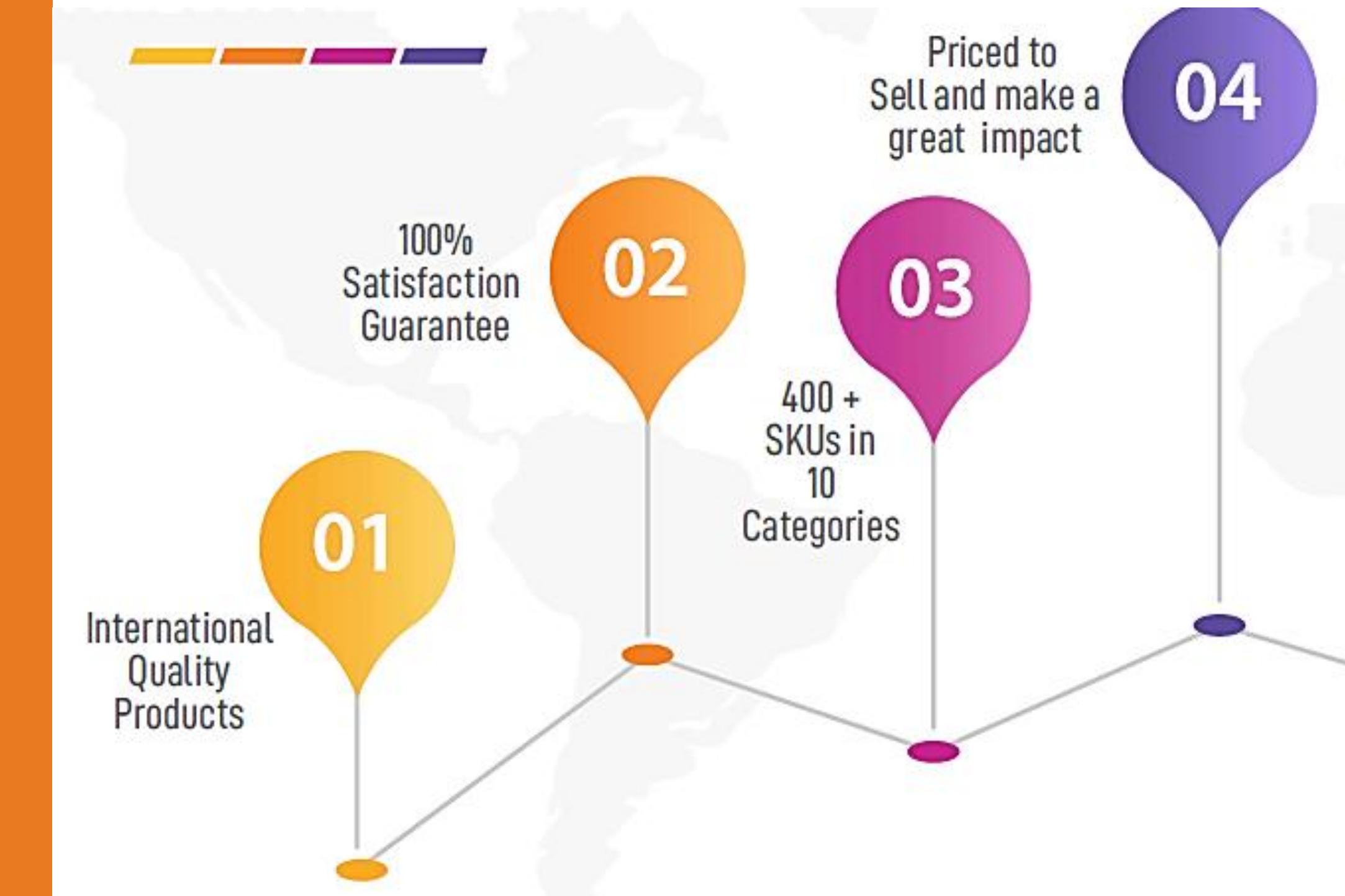


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# 5.

## Price!

Competitive & Affordable  
Value for money



6.

# 100% Satisfaction

## 100% Satisfaction Guarantee



I personally guarantee full refund\*  
of your money if you are not  
**100% Satisfied**  
with the quality of product

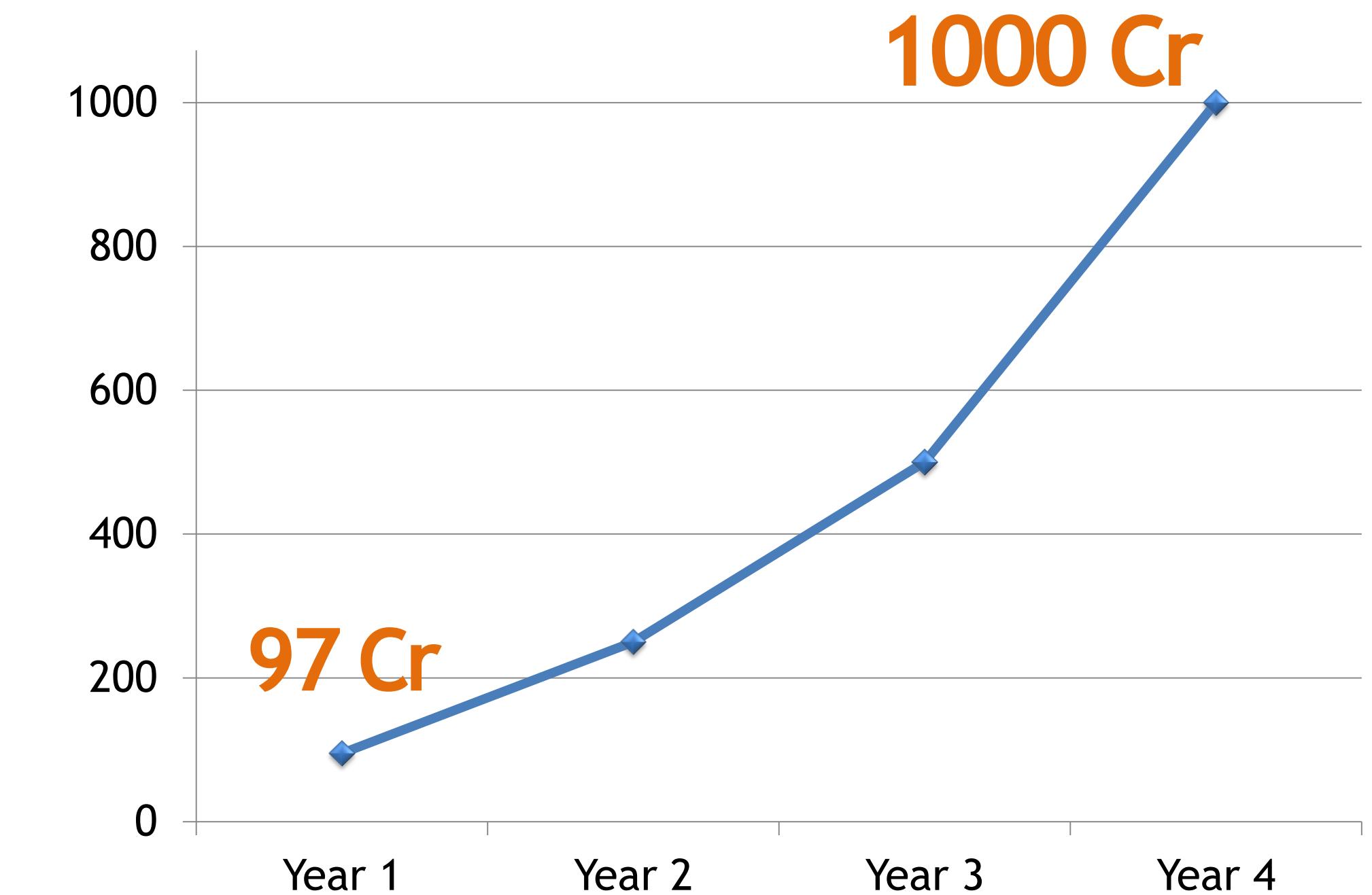
A handwritten signature in black ink.

SAMIR MODI

# 7.

# Fastest growing company!

Almost 10 times in 4 years!



8.

Member of  
IDSA & WFDSA



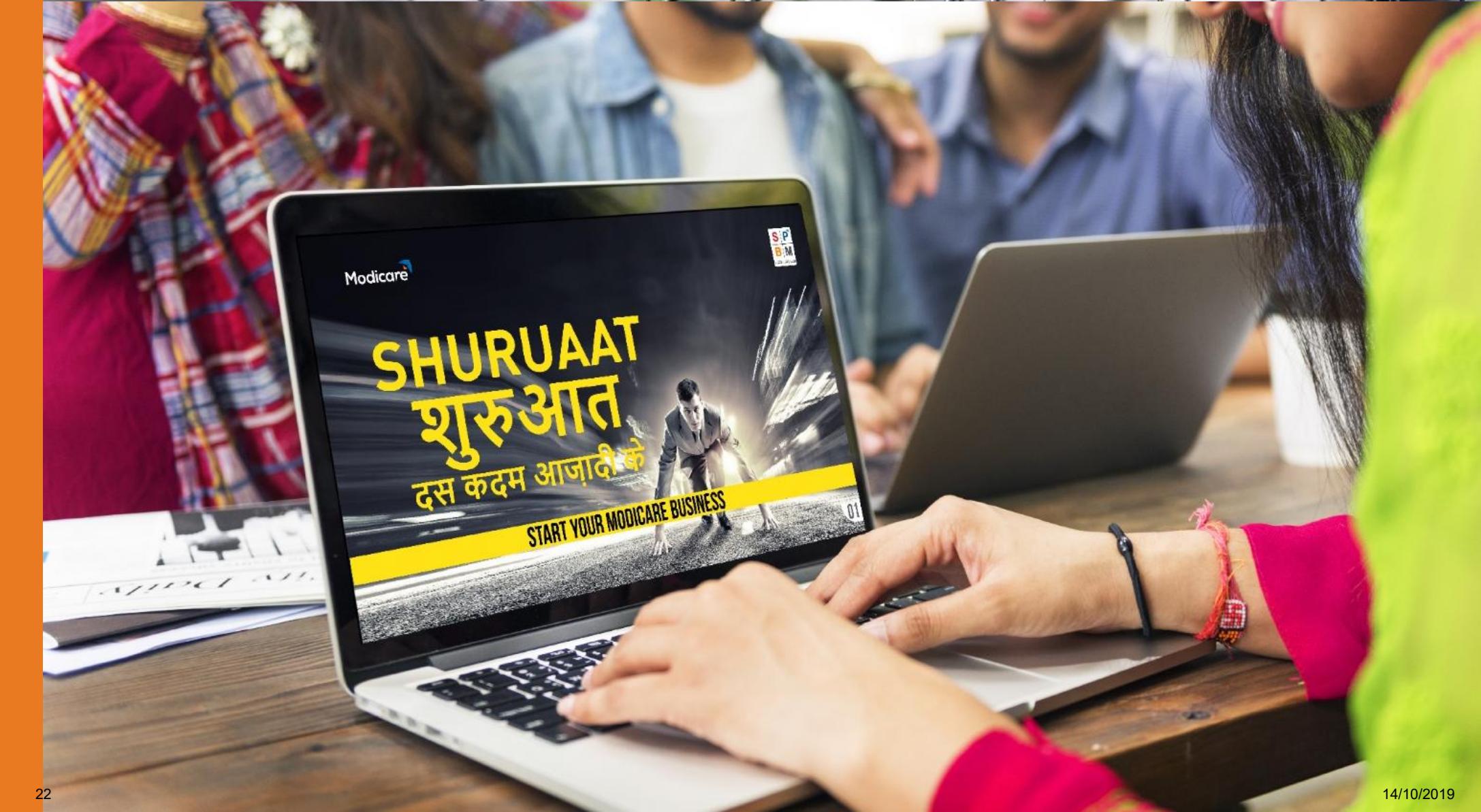
# 9.

# SPBM Training System

Classroom

Online

Phone



10.

Mr. Samir Modi



जोश है जन्म है  
क्रान्तिकारी खुन है  
ताकत हिम्मत है सले से रहेगे लथपथ  
मैं आजादी का सिपाही लेता हूँ शपथ

आदत है इबादत है  
इक आजादी की इनायत है  
प्यार लगन सम्मान देने की ना छोड़गे हठ  
मैं हरदम उत्साही लेता हूँ शपथ

सपने हैं उमंगें  
दिल में तरंगे हैं  
समीर मोदी के साथ उम्मीदों को देंगे सामर्थ  
मैं ताकत-ए-करिश्माई लेता हूँ शपथ

सोच बदली है खुद को बदला है  
दुनिया बदल रहे हैं हम  
आन शान सम्मान से चलेंगे आजादी के पथ  
मैं..... लेता हूँ शपथ

# 10 Common Mistakes



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# 1st

## Reinvent the Wheel

### Follow the time tested system

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# 2nd

## Refusing to be teachable & coachable

- If you are not willing to learn,  
No one can HELP you.
- If you are determined to learn,  
No one can STOP you



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# 3rd

# Thinking Short Term

In a developing business, it is our ability to stay persistent even when we are unable to see any growth on the surface- Just like the “Chinese Bamboo Tree”



# 4 th

## Not talking to enough people

Only way to grow a business is to consistently introduce fresh faces. The day you stop introducing new people, your business will start sliding backwards



# 5 th

## Not having a Business Owners Mentality

Treat this like a real business!  
Act as if you've a million dollars  
invested in this business



# 6 th

## Procrastinating

This business demands immediate action and a sense of urgency



# 7<sup>th</sup>

# Taking Rejections to Heart

Maintain enthusiasm, inspite  
of the inevitable setbacks



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# 8 th

## Taking Advise from Non-Experts

A person with experience  
speaks more in less words



# 9<sup>th</sup>

## Talking Negative

**Never speak negatively to  
anyone about anyone**



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# 10th

## Not Managing Time

**PLAN the Work;  
WORK The Plan**



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# 10 POWER DEMOS

40

# 1. DUZ ALL

- Call in a person from the audience. Ask him/her to volunteer for the domo.
- Smear shoe polish gently on the back of his/her hand.
- Apply a little quantity of DUZ ALL ADVANCED on the stained area. Gently rub...
- Ask him if there is any irritation or burning sensation. (The answer will be NO... NOT AT ALL)
- Take a clean piece of white cloth/handkerchief and wife the stain. Now you can see the show polish has been clean-off from the hands and it is on the cloth/handkerchief.
- Dip the dirty handkerchief in the bowl of water and agitate for a couple of minutes.
- Remove it, wring and hold it up to show it to others.
- Ask the volunteer and the audience what they can see...

**Result:** The handkerchief is completely clean. Tell the audience that even a small amount of Duz All Advanced spread on the hand was enough to clean a tough stain like that of a shoe polish and it is very gentle to hand. No irritation. No burning

## 2. PREWASH

- Stain the centre of swatch with 1-2 drops of soya sauce.
- Allow it to thoroughly penetrate the fabric
- Apply Washmate Pre-Wash on the stain. After 5 minutes immerse the treated swatch in the tumbler containing water. Secure the cap / lid. Shake the tumbler for 2 to 3 minutes to simulate machine washing action. Note that the stain treated with Washmate Pre-Wash has been substantially removed.
- Remove the swatch.

**Result:** The swatch treated with Washmate Pre-Wash is nearly clean, even though it has not been washed with a detergent. The water in which the swatch was immersed is cloudy, indicating that the stain has been broken down.

# 7. Washmate Matic Concentrated Detergent Powder

- Fill two glass tumblers with water.
- Add approx  $\frac{1}{4}$  teaspoon of Washmate Matic concentrated Detergent Powder to the first tumbler.
- Stir well to dissolve detergent.
- Skim off any excess foam so that the surface of the liquid in both the tumblers are clear.
- Call a person from the audience and ask him / her to sprinkle an equal amount of talcum powder on the surface of the liquid in both the tumblers. Ask him/her to describe the difference he or she observes.

**Result:** The talcum powder sprinkled on the surface of the second tumbler continues to float on the surface. The talcum powder sprinkled on the Washmate Matic concentrated Detergent Powder solution quickly becomes wet and sinks to the bottom of the tumbler.<sup>43</sup>

# 7. Washmate Matic Concentrated Detergent Powder

Scented talcum powder is a mixture of oily fragrance and white clay. This represents the soil, dirt and grime on the used clothing. The oil fragrance mixture uniformly coats each particle of the clay and prevents plain water from penetrating and wetting it and the talcum continues to float on the surface of water. But the powerful surfactant in Washmate Matic concentrated Detergent Powder penetrates and removes the oil in the talcum.

### 3. SPARKLE ADVANCED

- Take a bottle of Sparkle Advanced and dilute it with water in a spray bottle to make a solution (ratio of 1 part Sparkle Advanced & 3 parts of water)
- Spray the diluted solution on one eye of the spectacle and wipe clean with a clean lint free cloth.
- Take normal water in a spray bottle and spray on the other eye of the spectacle and wipe clean with a clean lint free cloth.
- Blow hot air from your mouth to form mist on both eyes of the spectacle.
- You will see no mist formation on the eye of the spectacle where Sparkle Advanced solution is applied but the other eye which has been cleaned by water, mist appearing on the mirror.
- This shows that Sparkle Advanced has an anti-mist/anti-fog effect on the glass surface besides cleaning.

## 4. MIGHTY IN ONE SHINE & PROTECT

Apply Mighty-In-One Shine and Protect on half of the surface of a leather wallet that looks worn out.

You will see that half portion where the MIGHTY IN ONE SHINE & PROTECT has been applied looks clean and shining where as the other half looks faded and dull.

## 5. ONE DER SCRUB

- Spread the nylon stocking on the table.
- Slip One-Der Scrub into the right hand fingers
- Gently rub the One-Der Scrub on the nylon stocking.

### **Result:**

You will see that One-Der Scrub rolls over the nylon stocking without disturbing it. It is so soft that not even a single filament of the yarn comes out of stocking fabric.

## 6. INSTANTE TEA TREE OIL

- Blow two balloons to full.
- On one put some drops of mustard oil.
- On the second balloon put some drops of Instante Tea Tree Oil
- Wait for few seconds.
- The balloon with Instante Tea Tree Oil will burst.

**Result:** Instante Tea Tree Oil has very good absorption capacity and hence it benefits.

## 8. SILVER DIP

- Place the tarnished silver coin / article in the dip tray provided with the Silver Dip.
- Dip in Silver Dip for 2-3 minutes until the tarnish disappears.
- Take out the article from the tray and rinse it first with soapy water and then with plain water.
- Dry the article with the soft clean cloth.

**Result:** The silver coin / silver article is clean and as good as new. The active ingredients in Silver Dip removes tarnish without loss of silver.

## 9. ONE DER DROP

- Fill  $\frac{1}{4}$  PET bottle with plain water.
- Shake well and show it to the audience that there is no foaming (because of plain water)
- Call in a person from the audience
- Ask him to dip the matchstick / toothpick in One-Der Drop Advanced and put it in the PET bottle filled with  $\frac{1}{4}$  of water
- Close the cap and shake well.

**Result:** Thick foam appears. The bottle fill up with foam. Even the small amount of One-Der Drop Advanced which stuck onto the matchstick / toothpick gives very high level of foam indicating high concentration of the product.

## 10. ACTIVE 80

- Take two tumblers of water.
- Mix some drops of Active-80 in one of the water tumbler.
- Take two small pieces of card-board.
- Place both the pieces of card board in the tumblers.
- Wait for 1 minute.

Result: The cardboard in the Active-80 tumbler will absorb the water more than the cardboard in normal water. This shows that Active-80 increases the penetration, rate of penetration and depth of penetration of water in the soil.



# 10 Tips on How to do Effective Home Meetings



# Why Home Meetings?

1. Convenient

2. No Cost

3. Duplicable

4. Productive

1 .

# Preparation makes us Perfect

Seating, display, demo  
material & presentation



2.

## A Proper Welcome

Receive, greet &  
appreciate the guests  
for their time



# 3.

## Edify the Speaker

Introduce the speaker well  
genuine edification with  
credentials/achievements



4.

# Avoid Distraction

Pets, Kids, TV/ Music Sound & Mobile Phones

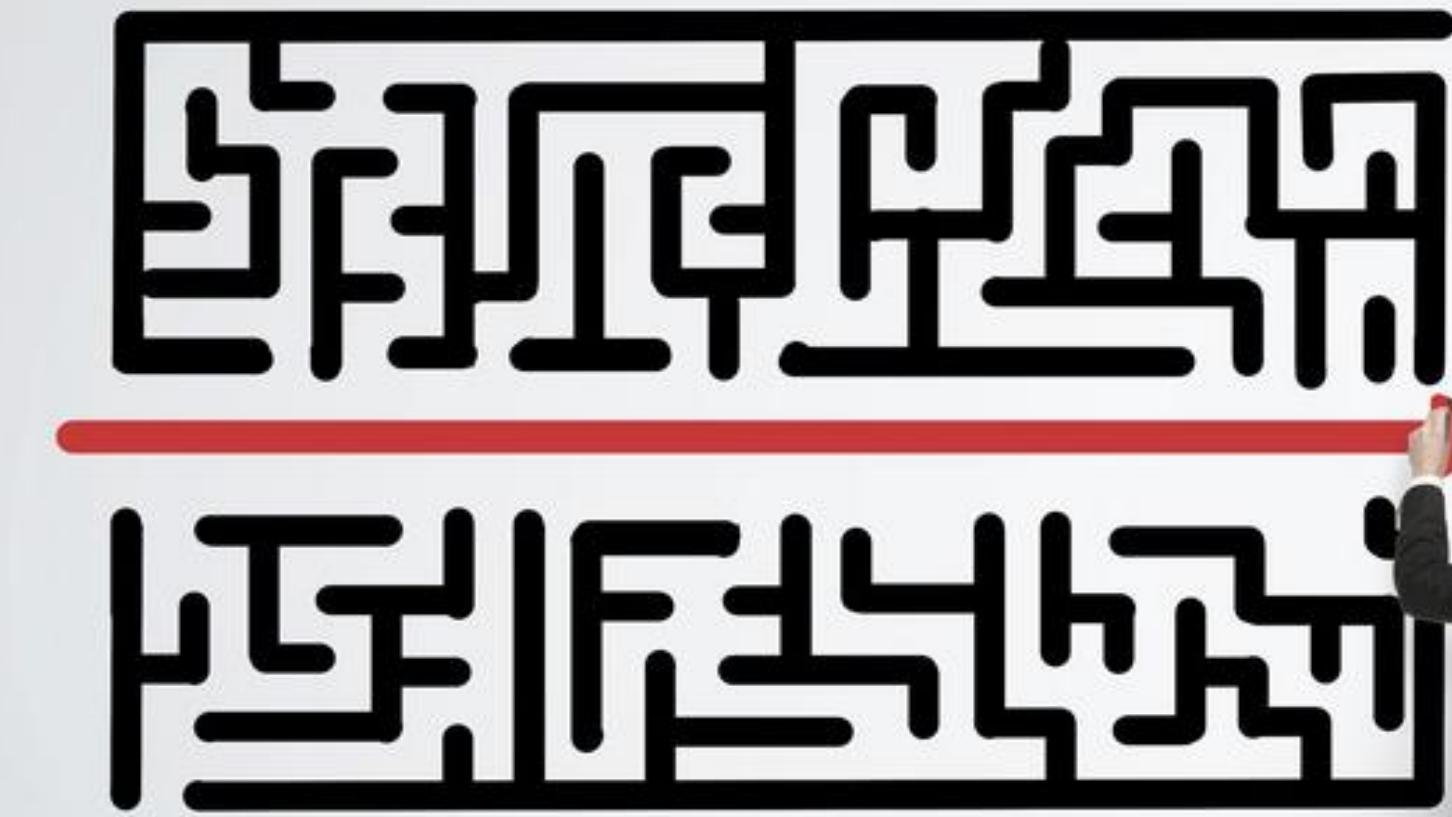


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5.

# Keep it Simple

Power opening,  
simple presentation



6.

Keep it  
**SHORT**  
30 Minute rule



# 7. No Refreshments Please!

**It's a Business Meeting, Make it Duplicable**



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# 8.

**Allow questions  
only after the  
Meeting**

**Avoid questions during the meeting**



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# 9.

# Power Closing

Use a 3 choice closing option



# 10.

## BAM FAM

Book a meeting  
from a meeting



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SAMIR MODI AZADI PLAN

Work  
The Plan



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## SAMIR MODI AZADI PLAN

# 8 Areas of Life Long Income

1.

**Savings on  
Consumption**

Up to 20%

2.

**Retail Profit**

Up to 20%

3.

**Leadership  
productivity**

Bonus  
15% Pool

4.

**Outbound  
Travel Fund**

3% Pool

5.

**Accumulative  
Performance  
Bonus**

Up to 20%

6.

**Director  
Bonus**

Up to 20%

7.

**Dream  
Vehicle Fund**

5% Pool

8.

**Dream Home  
Fund**

3% Pool

# 1 st

Savings on  
Consumptions  
Up to 20 %



# 2nd

## Retail Profit Up to 20%



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# 3rd

Accumulative  
Profits  
Up to 7-22%



Accumulative profits up to 7-22%



# What is Differential

A's GBV: 9000

**Let Us Understand...**

A's %: 10

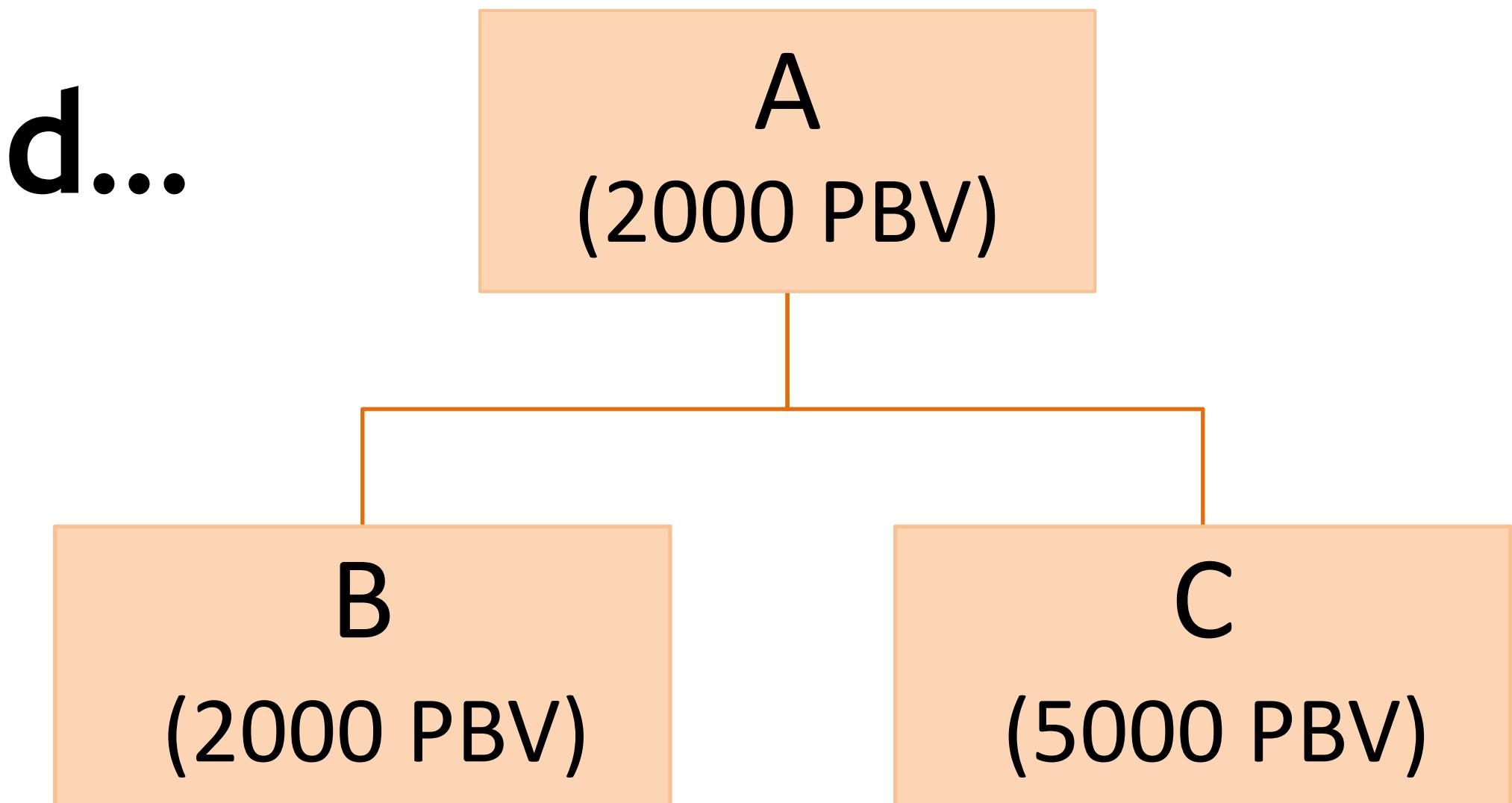
B's %: 7

C's%: 7

Differential Bonus for A

From B: 3% of 2000

From C: 3% 5000



Accumulative profits up to 7-22%



# Power of Accumulation

## EXAMPLE 1:

Month	Fresh GBV	Total Accumulated GBV	Percentage	APB Distributed
Month 1	4000 GBV	4000	7	280
Month 2	4000 GBV	8000	10	400

## EXAMPLE 2:

Month	Fresh GBV	Total Accumulated GBV	Percentage	APB Distributed
Month 1	55000 GBV	55,000	13	7150
Month 2	55000 GBV	110,000	16	17,600
Month 3	55000 GBV	165,000	22	36,300

**BENEFIT:** You only move in forward direction

Accumulative profits up to 7-22%

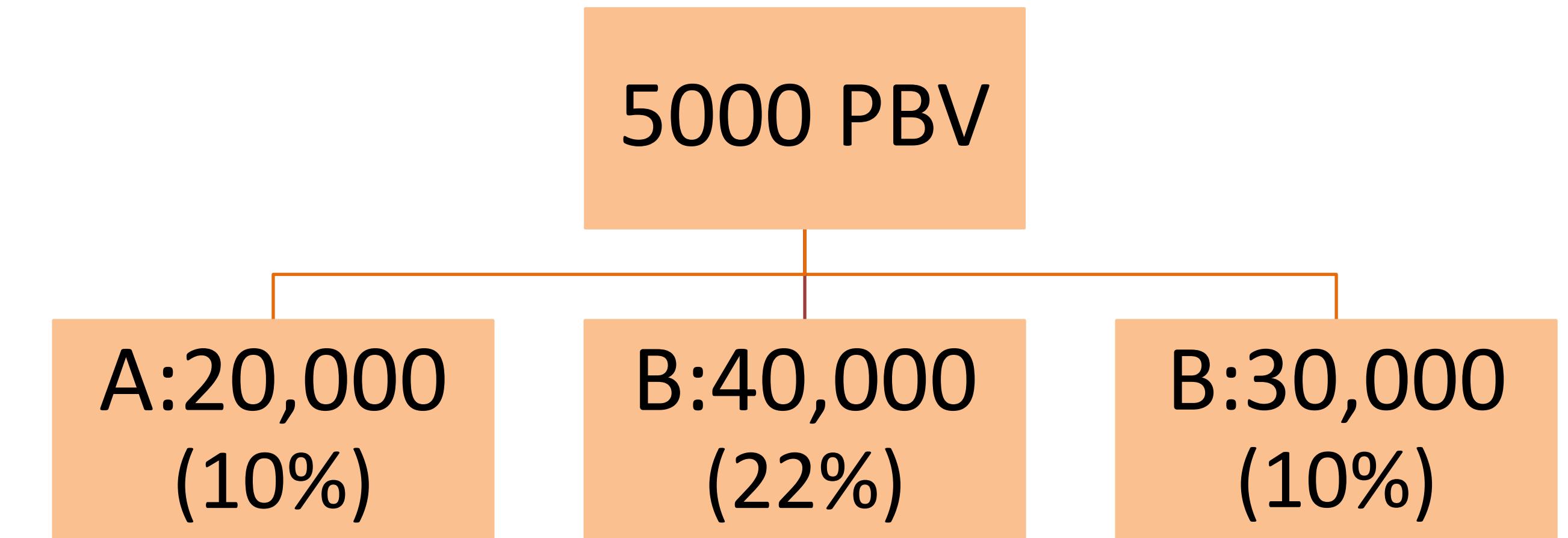
# What is PGBV



## Personal Group Business Volume

BV from Non-Director  
Legs + Personal BV

PGBV: 55,000



Accumulative profits up to 7-22%



# Titles

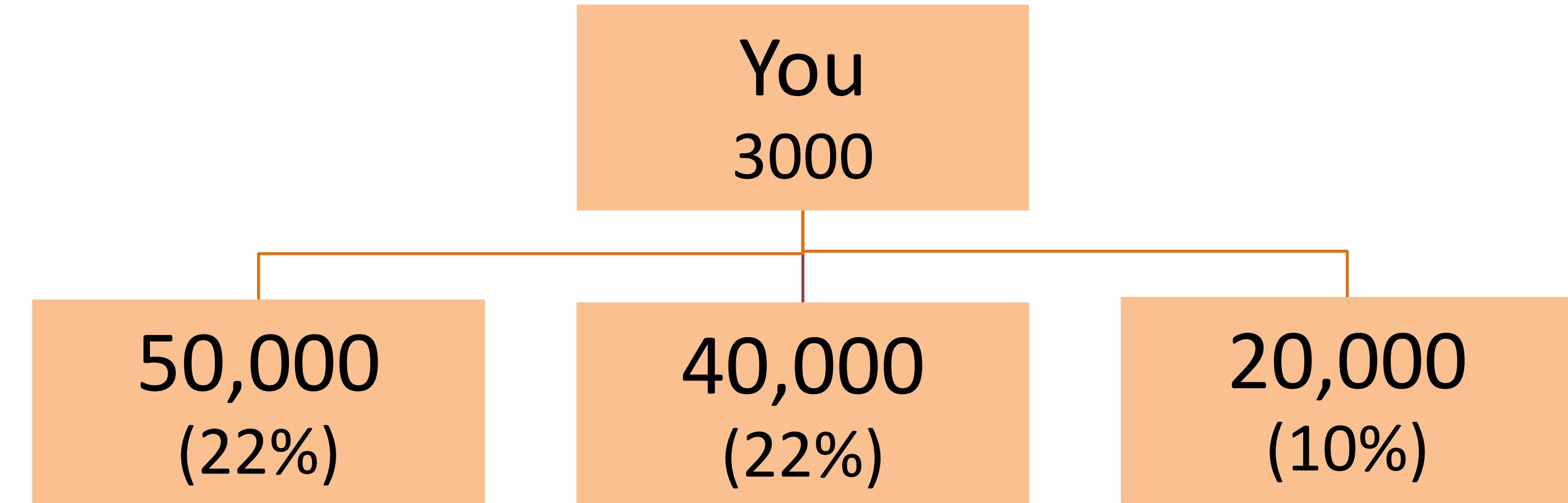
<b>TITLE</b>	<b>QUALIFIED DIRECTOR LEGS</b>	<b>PBV / PGBV</b>
Director		600 / 31250
Senior Director	1	600 / 27500
Executive Director	2	600 / 22500
Senior Executive Director	3	600 / 15000
Platinum Director	4	600 / 7500

<b>TITLE</b>	<b>QUALIFIED DIRECTOR LEGS</b>	<b>PBV / PGBV</b>
Presidential Director	6	600
Crown Diamond Director	8	600
Royal Black Diamond Director	11	600
Global Black Diamond Director	14	600

Accumulative profits up to 7-22%



# What's the title?

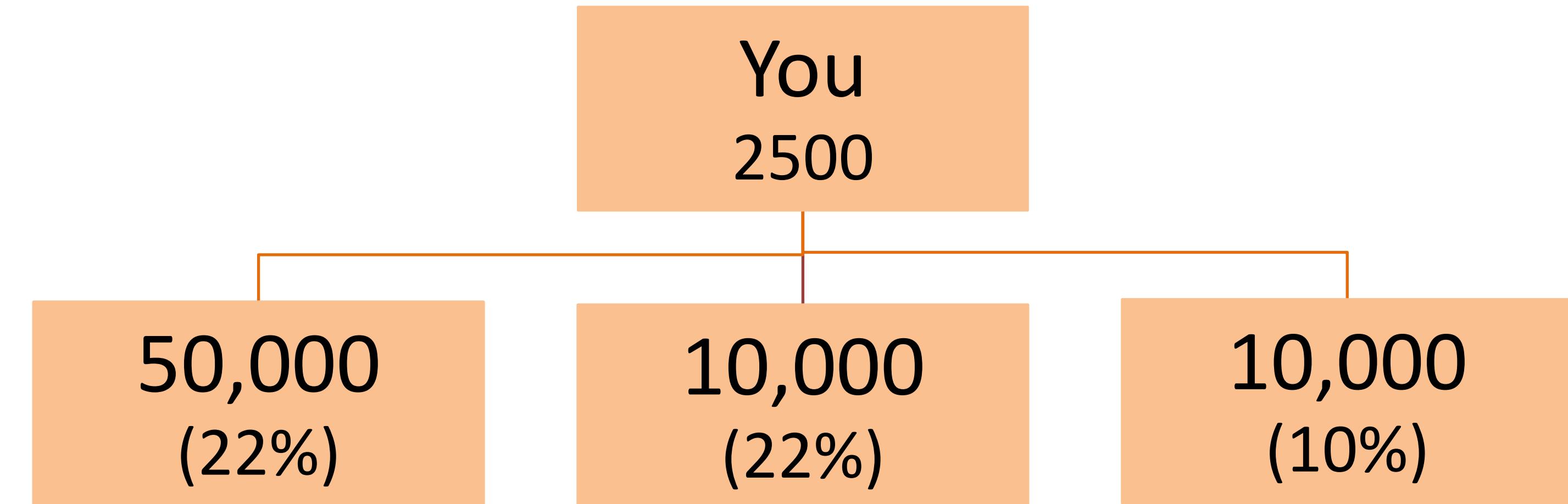


**He is Director (Non Qualified) Since the PBV is less than <600 PBV**

Accumulative profits up to 7-22%



# What's the title?

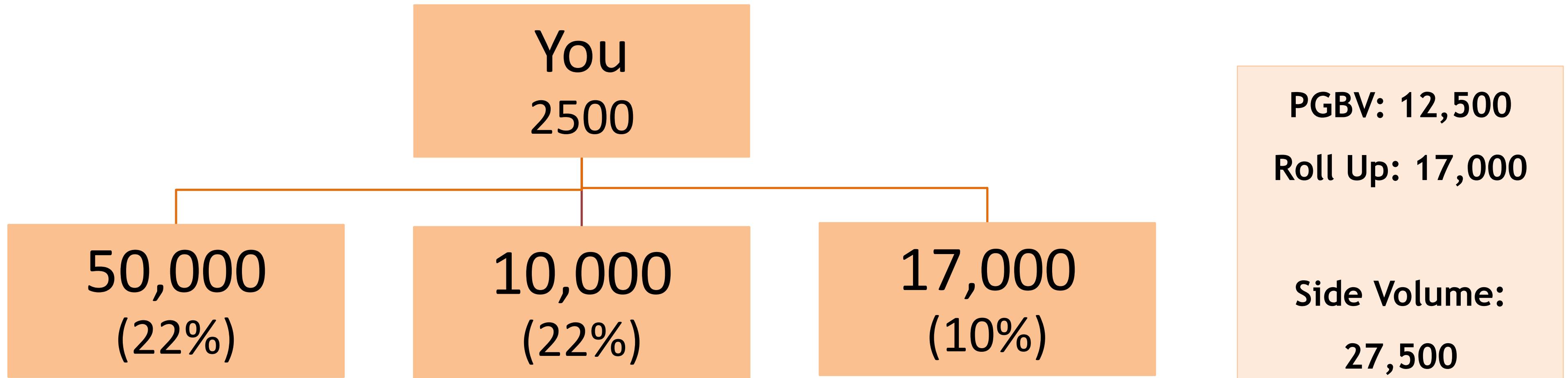


**The title is Director (Non Qualified) since, he has 1 Qualified Leg  
but the Side Volume is less than 27500**

Accumulative profits up to 7-22%



# What's the title?



Any Volume from the Non Qualified Legs add with the PGBV  
for the achievement of title

# 4th

# Director Bonus 14% Pool



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# 5th Leadership Productivity Bonus 15 % Pool



# 6th

## Outbound travel fund 3% Pool



7<sup>th</sup>

# Dream Vehicle Fund 5% Pool



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# 8th

# Dream Home Fund 3% Pool



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