



Success Principles by Modicare

# SHURUAAT शुरूआत दस कदम आज़ादी के

START YOUR MODICARE BUSINESS





India's FIRST  
Direct Selling Company

Started in  
**1996**

by  
**Mr Samir Modi**





WE ARE A SINGLE PRODUCT COMPANY  
**OUR PRODUCT IS  
AZADI**



# RAI BAHADUR GUJARMAL MODI

## VISIONARY & NATION BUILDER



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### FOUNDING FATHER



STARTED BUSINESS WITH  
**RS 400/-**

**1933**  
ESTABLISHED SUGAR FACTORY AT  
**BEGUMABAD**

**1933-72**  
SET UP 27 DIFFERENT  
INDUSTRIES

**1968**  
AWARDED PADMA BHUSHAN



# KK MODI

## VISIONARY, GENIUS ENTREPRENEUR



- TOOK THE VISION TO GREATER HEIGHTS
- INTERNATIONAL COLLABORATION
- 90 COUNTRIES**
- MODI ENTERPRISES
- 63000 CRORES**
- OVER
- 28,000 EMPLOYEES**



Over 25 Lakh  
Consultants



Founding Member  
of IDSA



Rewarding & Attractive  
Business Opportunity



Winner of Various  
Prestigious Awards



Manufacturing Excellence  
GMP Certified



Modicare

S  
P  
B  
M

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# MODICARE PRODUCT RANGE



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**Nutrition Health & Wellness**



**Home Care**



**Colour Cosmetics**



**Skin Care**



**Laundry Care**



**Agriculture**



**Auto Care**



**Food & Beverages**



**Personal Care**



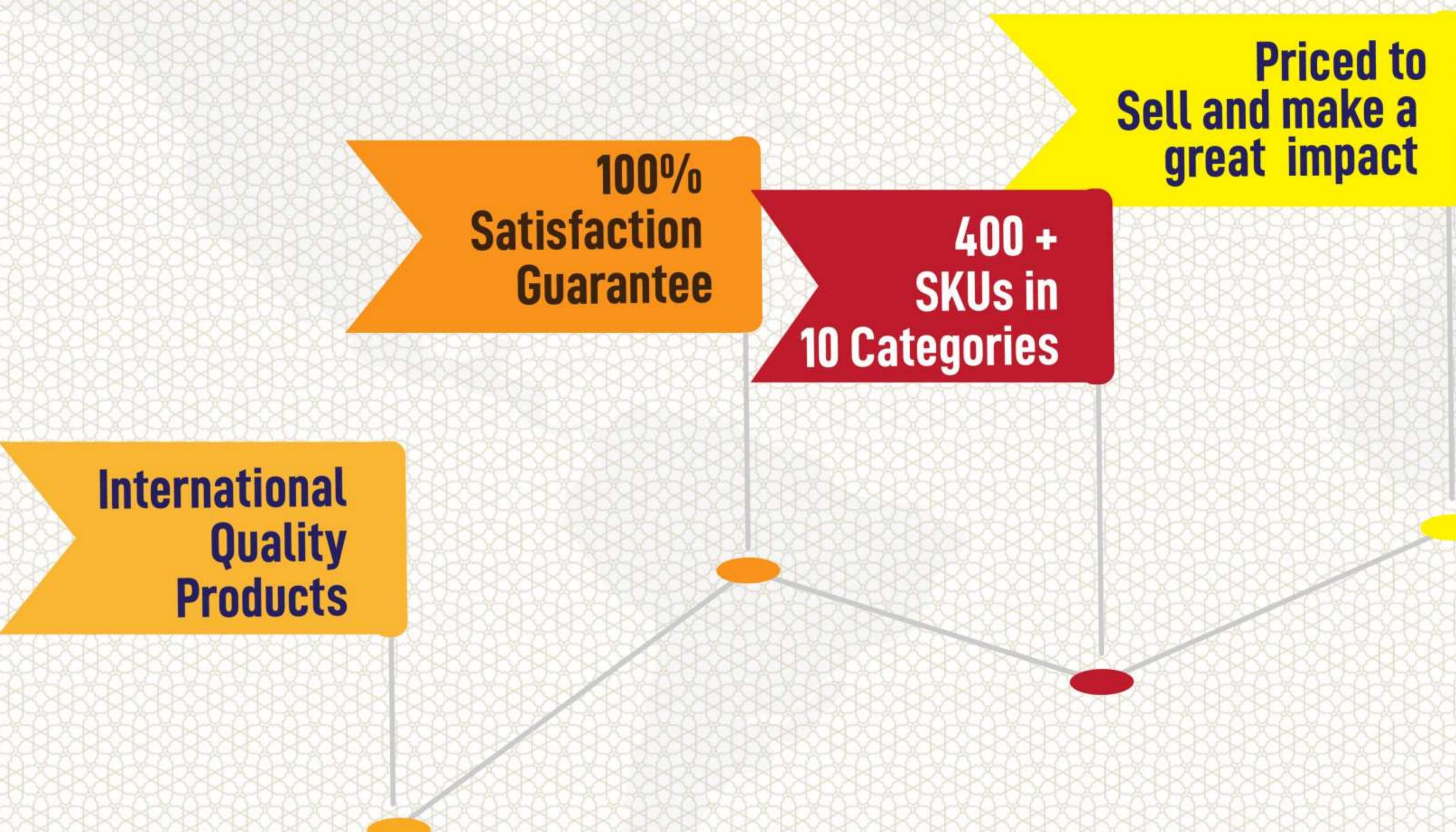
**Jewellery**



# PRODUCT PHILOSOPHY



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

\*As per company policy, Conditions apply

Samir Modi



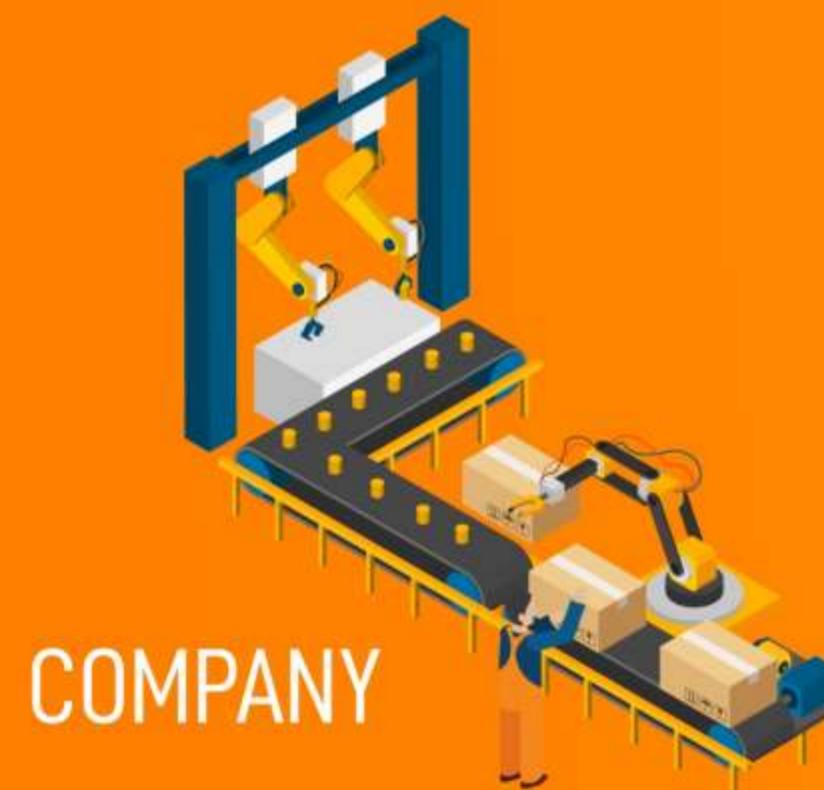


# TRADITIONAL MARKETING



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Advertisement



## DIRECT SELLING

MONEY  
SAVED  
=  
BONUS  
INCENTIVES





# SAMIR MODI AZADI PLAN

LIFE LONG INCOME



\*paid as per the points achieved by each consultant



## 3 WAY SUPPORT



It's your independent business but you don't work alone





# COMPANY SUPPORT



 MODICARE.COM

 MOBILE APP



24/7 x 365 Days, Just a Click Away



# COMPANY SUPPORT



Modicare  
Lifestyle Centre

TRAINING



Modicare  
Success Centres

PRODUCT PICKUP



Distribution Points

CUSTOMER SERVICE



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# EASE OF PAYMENTS



Internet Banking



Credit / Debit Cards



Paytm



Cash on Delivery

## All Modes of Payments Available



## AZADI CALL CENTER

For any product  
information/feedback call  
**1800-300-12999**  
( 10am - 10pm )  
Email id  
**support-modicare@modi.com**  
All you need to know  
is just a Call Away



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# 10 STEPS TO AZADI





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# STEP 1: SUPPORT-CHART

**1 - UP LINE**

UP LINE DETAILS	PHONE NUMBER
Your Sponsor	
Director	
Senior Director	
Executive Director	
Senior Executive Director	
Till GBD	

**2 - COMPANY**

SUPPORT	PHONE NUMBER
Azadi Call Centre	180030012999
MSC	
DP Manager	
RPT/ASM	



- Moral Support
- Builds Confidence
- Better Query Resolution
- More Action



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## STEP 2: GOAL SETTING



Charity



Work life balance



Big house



Fancy cars



World tours



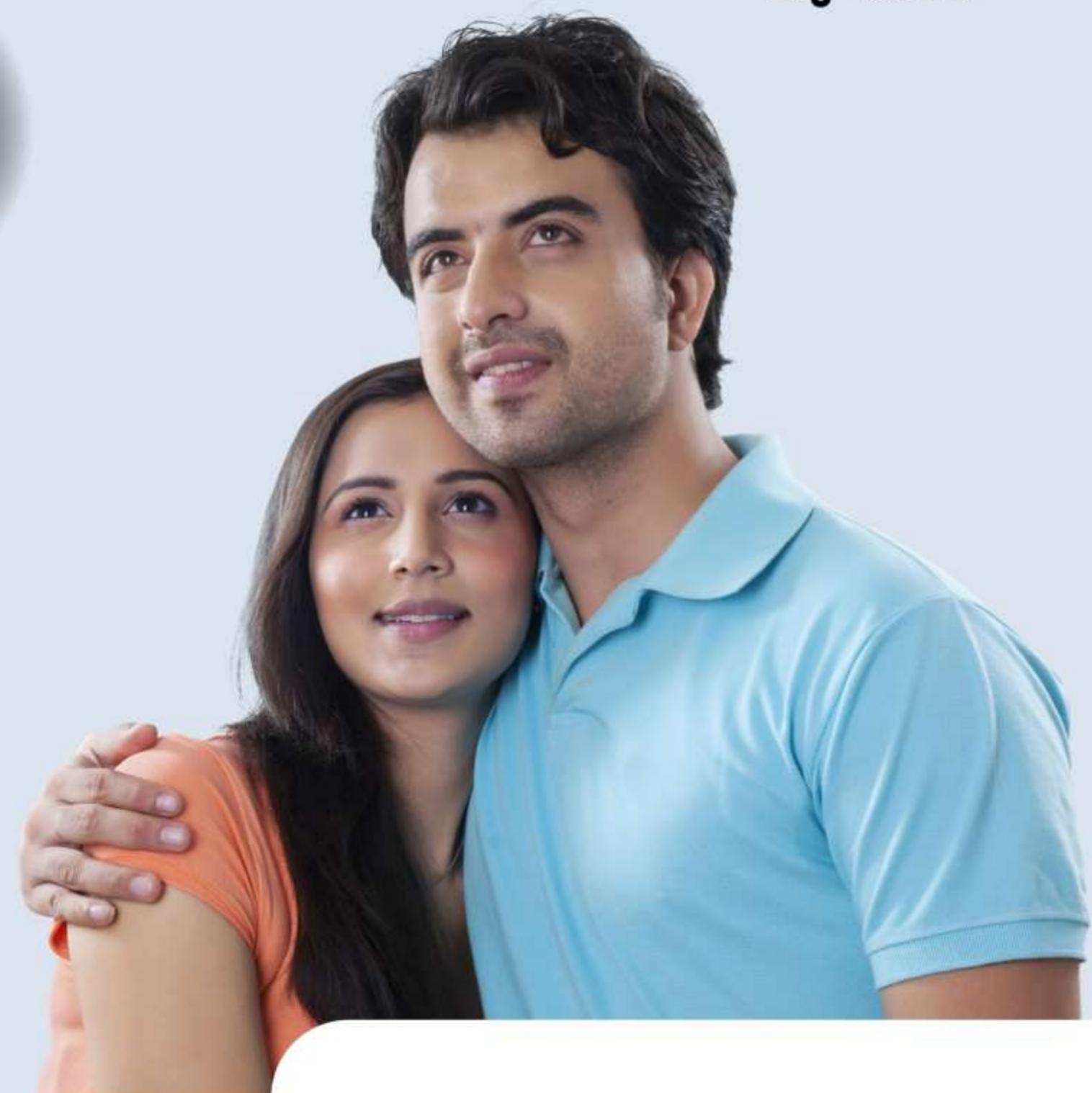
Quality time with family



Financial security



Better education for children



ARE YOU  
LIVING  
THE LIFE  
OF YOUR  
DREAMS ?



## STEP 2: GOAL SETTING



	GOAL	DATE
Short Term		
Mid Term		
Long Term		

**S  
M  
A  
R  
T**

PECIFIC  
EASURABLE  
CTIONABLE  
EALISTIC  
IME BOUND



## STEP 3: PROSPECT LIST

**FRIENDS**

- RIENDS
- ELATIVES
- NDUSTRY ( OFFICE )
- CONTACTS ( FACEBOOK )
- EIGHBOURS
- IRECTORY ( PHONE )
- TRANGERS





# STEP 3: PROSPECT LIST

## PROSPECT LIST FORMAT



#	Name	Phone	Profession	Follow up 1	Follow up2	Follow up3	Follow up4	Comments



## STEP 4: SELF USE BENEFITS



**PRODUCT  
PRESENTATION**



**OBJECTION  
HANDLING**



**SAVE MONEY**



## STEP 4: SELF USE CHOOSE YOUR PRODUCTS

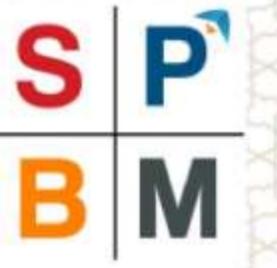


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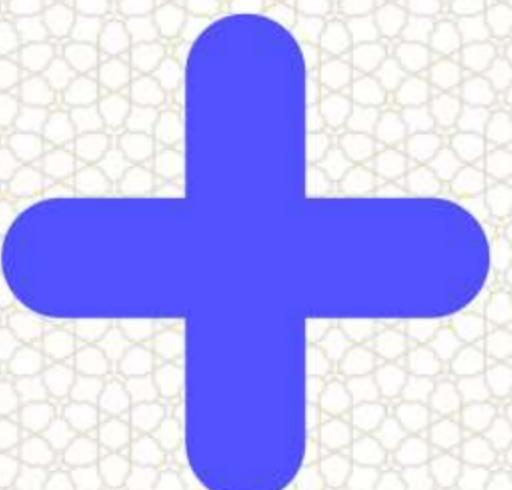
## STEP 4: SELF USE CHOOSE YOUR PRODUCTS



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**BASKET 2  
Rs. 5000**





## STEP 5: SHARE



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### APPOINTMENT

- Use Phone
- 3 way Calling

### PRESENTATION

- One on One
- Home Meeting
- Weekly BOM
- Seminar

### FOLLOW-UP

- 48 hours
- SW 5



# 5 GOLDEN COINS



# STEP 6: SPONSOR





# STEP 7: STRUCTURE BUILD WIDTH AND DEPTH





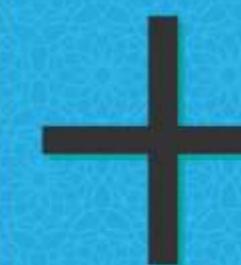
# STEP 7: STRUCTURE BUILD WIDTH AND DEPTH



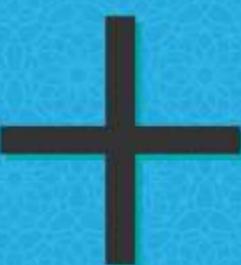
MONTH 1

You with 2000 PBV  
(Consultant 7%)

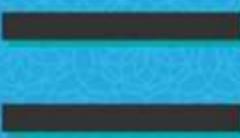
APB  
Rs. 140



Retail Margin  
Rs 800



New Joinee  
Offer  
Rs. 300 approx



TOTAL  
Rs. 1240



# STEP 7: STRUCTURE BUILD WIDTH AND DEPTH



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## MONTH 2: FAST START (10%)





# STEP 7: STRUCTURE BUILD WIDTH AND DEPTH



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**Month 3: Associate Supervisor 13%\***

You (2025 PBV)

A (2000 PBV)

B (2000 PBV)

C (2000 PBV)

D (2000 PBV)

E (2000 PBV)

F (2000 PBV)

A1 (2000 PBV)

A2 (2000 PBV)

B1 (2000 PBV)

B2 (2000 PBV)

**APB  
Rs. 1100**

**Retail Margin  
Rs. 800**

**Repurchase  
Rs. 300 approx**

**TOTAL  
Rs. 2200**



# STEP 8: BE A ROLE MODEL

## LEAD BY EXAMPLE



- 100% Self User
- Show Plans Daily
- Teachable
- Punctual
- Coach / Mentor
- Honor all Commitments
- No Negative Talks
- Conduct Home Meetings Daily
- Mirror Test – Power Dressing
- Complete Demo Kit
- Complete Tool Kit

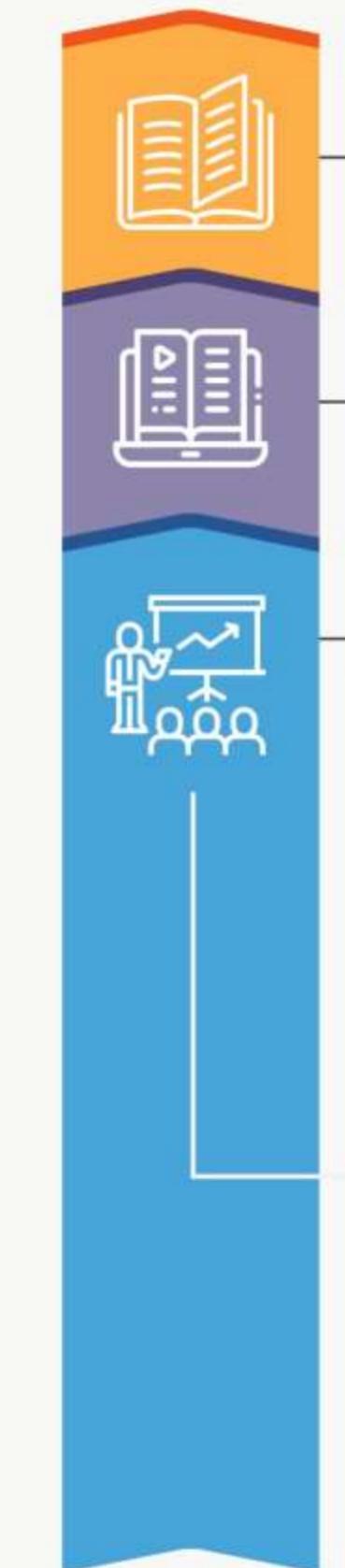


# STEP 9: PERSONAL PROGRESS

## ATTEND ALL TEAM & COMPANY EVENTS



- ○ Power Presenter
- ○ Master the SMAP
- ○ Master the Demos
- ○ How to Edify Up lines
- ○ How to Share Testimonial
- ○ Time Management



- Library of Books
- Videos / LMS
- Attend All Trainings :  
Shuruaat  
Raftaar  
Product Trainings  
Advanced Workshops



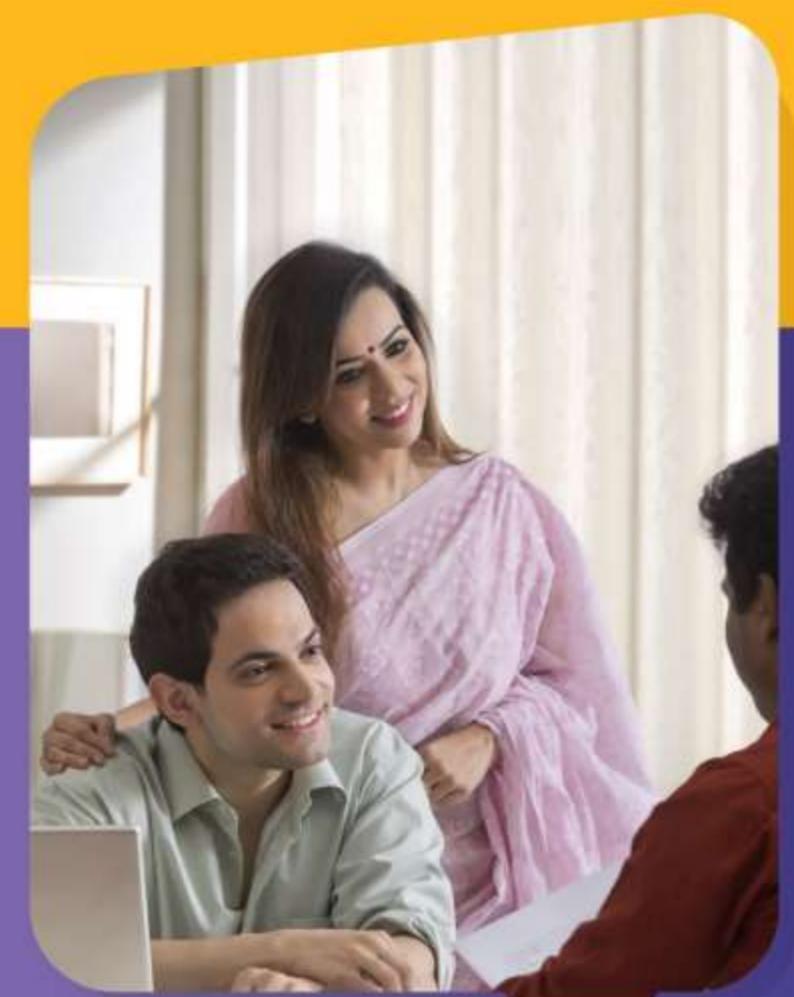
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# STEP 10: DUPLICATION

True Leaders Don't Create Followers  
They create More Leaders



**Lead By Example**



**Home Meetings**



**Regular Trainings**



**Product Demos**



# FOLLOW YOUR SYSTEM



- S** Save
- Y** Your
- S** Self
- T** Time
- E** Energy
- M** Money



SEE YOU IN RAFTAAR