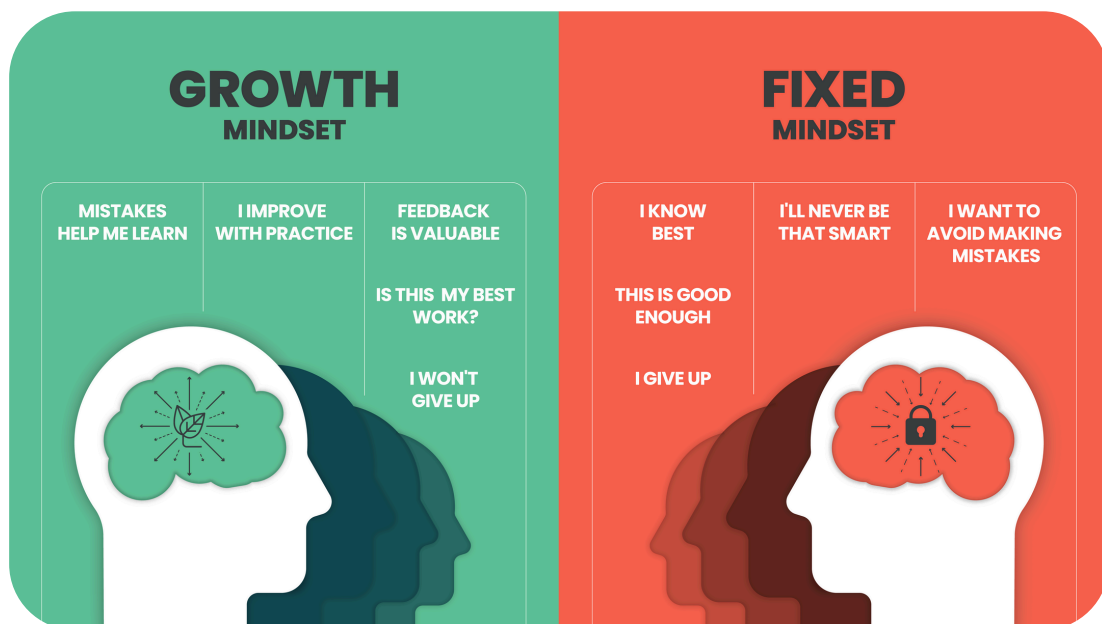


Start Again with Known Persons

Date: Mar 19, 2025

Mindset

Your Mindset must be Growth Mindset:



Never Pre-Judge:

- Gather contacts from school, college, and workplace networks.
- Compile department and organization connections.
- Extract relevant WhatsApp contacts and group members.
- Identify potential leads from Facebook friends and communities.
- Connect with Instagram followers and professional networks
- Engage with Snapchat and other social media contacts.
- Seek referrals from parents and family members.
- Request recommendations from close friends.

- Leverage connections through relatives and extended networks.
- Continuously expand and update your contact list.

USE FRIENDS

FORMULA:

■	F	Family
■	R	Relatives
■	I	Institution
■	E	Educators
■	N	Neighbors
■	D	Digital connections
■	S	Social circles

- **Growth Over Comfort** – Embrace challenges and keep improving.
- **Action Beats Perfection** – Start now, refine later.
- **Focus on Solutions** – Every problem has an opportunity.
- **Learn, Adapt, Evolve** – Keep upgrading your skills.
- **Resilience Wins** – Failures are lessons, not setbacks.

"Networking isn't about collecting contacts; it's about building meaningful relationships."

WHAT IS PROSPECTING?

- Building Bonding with Persons
- Everything we do With our Person in The List Before sharing Presentation
- Prospecting=More Conversion rate
- Trust=Interactions/Time

PROSPECTING

- **Maintain Consistent Contact** – Stay in touch regularly.
- **Engage Actively** – Participate in conversations and events.
- **Share Valuable Content** – Post insightful content on social media.
- **Listen Attentively** – Understand the needs of prospects.
- **Be Patient** – Trust the process of relationship-building.

- **Show Genuine Concern** – Care about their challenges.
- **Personalize Interactions** – Focus on the individual, not just the sale.
- **Solve, Don't Sell** – Offer solutions, not just products.
- **Foster Relationships** – Build long-term trust.
- **Embrace Results & Nurture Growth** – Accept outcomes and keep improving.

Types of Approaches:

- **Direct Approach** – Reach out openly with your offer.
- **Indirect Approach** – Build rapport before discussing business.
- **Story Approach** – Use storytelling to attract prospects.

Use the MAN Formula (Post at key times):

- **M** – Morning
- **A** – Afternoon
- **N** – Night
- Show excitement in your content.
- Upload business-related posts consistently.
- Share your goals to inspire engagement.
- Post motivational quotes & videos to attract attention.

Social Media Platforms:

- ✓ Facebook
- ✓ Instagram
- ✓ LinkedIn
- ✓ YouTube
- ✓ Telegram
- ✓ WhatsApp

Best Practices to be Followed:

- ✓ **Use a Professional Name & Display Picture (DP)** – First impressions matter!
- ✓ **Build & Optimize Your Profile** – Complete your bio, add relevant links.
- ✓ **Leverage Hashtags (#) for Better Reach** – Use niche-related hashtags.
- ✓ **Post Only Authentic & Valuable Content** – Build trust with quality posts.

- ✓ Don't Hesitate to Send Direct Messages (DMs) – Connect genuinely.
- ✓ Engage with Others' Stories & Posts – Comment, like, and interact.
- ✓ Avoid Posting Screenshots of Chats – Maintain professionalism.
- ✓ Be Original, Don't Copy Seniors – Learn but add your own style!

Biggest Enemies of Success

- **Comfort Zone** 🪿 (Staying stagnant limits growth)
- **Fear of Failure** 😞 (Embrace mistakes as lessons)
- **Anger** 😡 (It clouds judgment and wastes energy)
- **Distraction** 📱 (Stay focused on your goals)
- **Jealousy** 😏 (Success comes from self-improvement, not comparison)

Success Demands These 6 Things

- 1 Hard Work – Nothing great comes easy. 🚀
- 2 Patience – Success takes time. Stay committed. ⌚
- 3 Sacrifice – Short-term pain for long-term gain. 🔥
- 4 Consistency – Small daily efforts lead to big results. 🎯
- 5 Discipline – Stay focused, even when motivation fades. 100
- 6 Self-Confidence – Believe in yourself before anyone else does. 💪