

FOLLOW UP SESSION



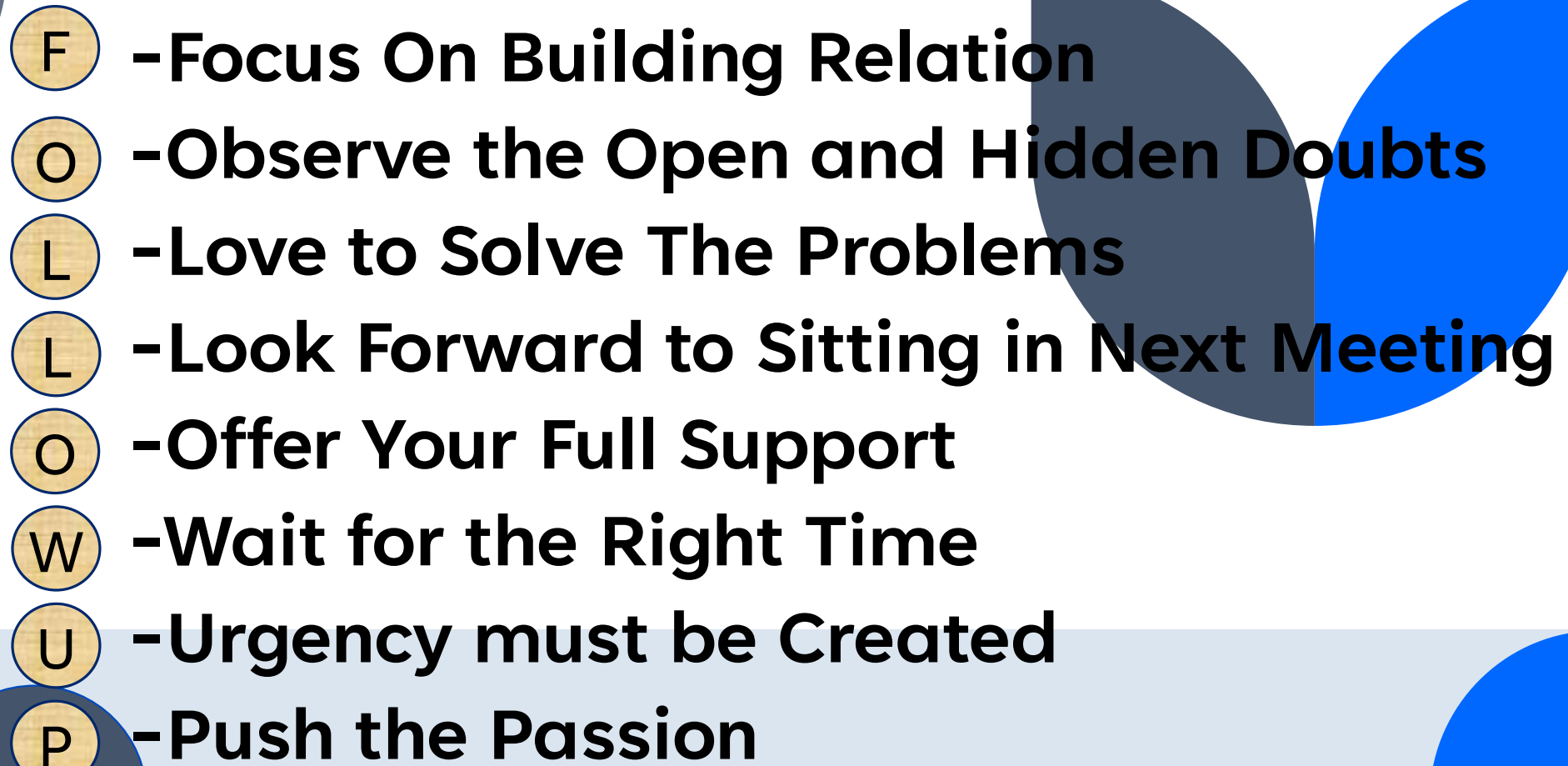


What is Followup?

Followup means Talking to your Person after his/her Training
In simple Words- “Feedback” or “Review”

**Follow up is
Everywhere
nowdays
(ONLINE
SHOPPING)**



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- F** -Focus On Building Relation
 - O** -Observe the Open and Hidden Doubts
 - L** -Love to Solve The Problems
 - L** -Look Forward to Sitting in Next Meeting
 - O** -Offer Your Full Support
 - W** -Wait for the Right Time
 - U** -Urgency must be Created
 - P** -Push the Passion



FOLLOW UP

Must be taken after 15-20
Minutes of the meeting

Some Points to remember while taking Follow up:

- BE POSITIVE WHILE TAKING FOLLOWUP
- YOUR PERSON WILL DEMOTIVATE OR NEGATIVE YOU
- FOLLOW UP MUST BE TAKEN ON CALL NOT MESSEGES
- MESSEGES ARE ONLY ALLOWED IN 9 PM WEBINAR

FOLLOW UP

ACTIVE
(DIALY)

PASSIVE
(AFTER SOME TIME)



WEBINAR

- ASK ANY 3 POINTS OF THE WEBINAR
- THAT PERSON LIKED MOST
- CLEAR THAT WORK WILL BE CLEARED TOMMOROW
- BUILD YOUR RELATION
- SAY “I HAD ALSO NOT UNDERSTOOD WHEN I CAME HERE”



1ST 3RD

- ASK FOR CLARITY OF WORK
- APPRECIATE PERSON FOR ATTENDING THE TRAINING
- ALWAYS SAY “YES” TO PERSON
- SAY “NO” TO PRODUCT SELLING
- SAY “CONCEPT WILL BE LEARNED IN 4-5 DAYS”
- CLEAR THE WORK AGAIN



2ND 3RD

- ASK FOR 3 INDUSTRIES
- PUT QUESTIONS RELATED TO INDUSTRIES
- ASK “WHICH INDUSTRY WILL GROW”
- ALWAYS RELATE WITH YOURSELF
- TELL ABOUT AI AND ROBOTS
- TELL ABOUT HEALTH CARE



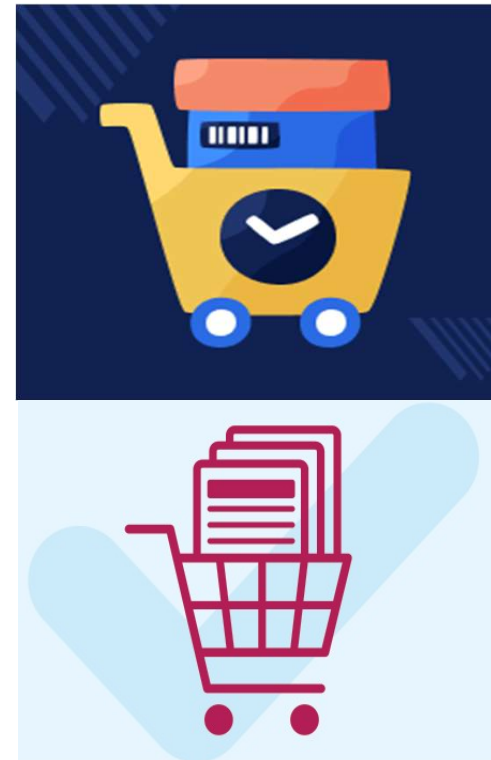
BPS

- SAY ABOUT HEALTH
- CREATE NEED OF HEALTH PRODUCTS
- SHOW UNHYGENICITY OF STREET FOODS
- ASK “WHICH PRODUCT DO YOU LIKE?”





GROUP JOINING

- WHICH PRODUCT TO BUY?
- TELL ABOUT WHY TO BUY PRODUCT
- TELL ABOUT ID ACTIVATION PROCESS
- DON'T SAY "WILL YOU BUY OR NOT"
- SHARE YOUR EXPERIENCE OF PRODUCTS
- DON'T LIE
- RELATE THE PRODUCT YOU HAVE BUYED IN STARTING





AFTER GROUP JOINING

- BUILD RELATION
 - CHECK HIS/HER FAMILY CONDITIONS
 - COLLECT WHOLE INFORMATION
 - MAKE YOUR PERSON COMFORTABLE
 - SAY ABOUT COMPANY RUNS IN 170+ COUNTRIES
 - SAY “IT CANT BE FRAUD”
- 
- 

TRAINING

- MUST BE ON MESSEGE OR CALL
- PREFER MESSEGES
- ASK ABOUT THE TRAINING
- PUT QUESTIONS ABOUT THE TOPIC



VIDEO

- ASK QUESTIONS FROM VIDEO
- ASK ABOUT THE SENIOR
- ASK ABOUT CLARITY OF WORK
- RELATE THE SUCCESS STORY





*Thank
you!*

EKAMPAL SINGH

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