



# How to start in Vestige?

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## How to start? When to Start? Who should I start with?

In Vestige, you can start any time, any place and with anyone who has the capacity to use Vestige products or has the capacity and willingness to accompany you in this wonderful business.

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This business should be started only after you have gathered information about it and understood how to start in Vestige.



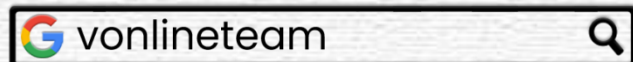


## To gain more success in less time, follow the Vestige System

A system should be such a system which is equal for everyone and it should be easily acceptable.

- **Avoid being biased about the system:** Never think that you will achieve your goal without following the system.
- You may be personally capable of being successful in achieving your goal, however it is not necessary that your downline(s) will have the same capacity. That's why you should follow the Vestige System for everyone's success.

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## What is Vestige System?

This system is designed by Vestige experts who have worked hard and understood the mistakes of what a distributor might do and should avoid.

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Vestige Training System ensures that you and your downline never make mistakes like others did.





**Before joining any business** every person should understand how the business works, and should mould themselves to be successful.

**“Vestige is neither a plan nor a scheme”**

**It is pure business.**

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## Multiplication (Duplication) with correct attitude and behavior

In Vestige, success is repeatedly achieved and duplicated only when you follow your upline and parallel lines, your network starts multiplying on its own.

## The seven steps of SUCCESS

Just like our mundane chores like waking up, brushing, going to toilet, bathing and having 3 meals a day, it is necessary to follow the seven steps every day to achieve success.

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- 1) Consume products.
- 2) Share product experience with others.
- 3) Prepare an invitation list.
- 4) Invite people from the invitation list.
- 5) Conduct meetings with them.
- 6) Do team work and support your team.
- 7) Follow up with your team members and Follow your upline. **[IMPORTANT]**



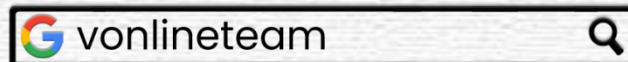


## Step 1: CONSUME ALL THE PRODUCTS

1) The only way to start trusting the quality of the products is when you START CONSUMING them.

2) You will be the best witness about the product quality and with more confidence you will be able to share the product experience with others. There are many distributors who retails the products without consuming them and it takes longer for them to achieve success.

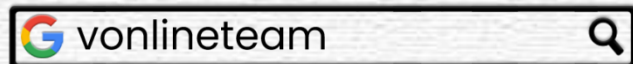
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## Step 2: SHARE PRODUCT EXPERIENCE WITH OTHERS.

1. Share your new experience about Vestige products with others.
2. Tell them: I am healthy, I consume Spirulina, I drink Zeta tea and for my home essentials I use Vestige products. The more you share information about the products, the more consumers you gain which increases the business.

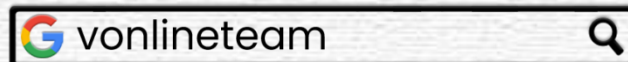






## Always remember “You are not a doctor.”

- 1) You should never start give medical advises to people and specially those who are very ill.
- 2) The health products of Vestige are food supplements which is required for a proper healthy diet.
- 3) Vestige health supplements should be shared with even the healthy people so that they can enjoy their beautiful life.
- 4) If you think Vestige supplements are medicines, you are wrong. Food supplements are not medicines.





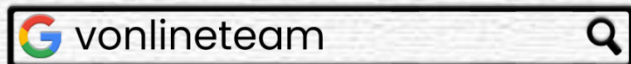
## Step 3: PREPARE AN INVITATION LIST

While preparing a invitation list, never decide to exclude anyone. Humans decisions change.

1. Follow the **Rule of 3** i.e., invite 3 people every day.
2. Be in contact with the person even if he/she does not want to join the business because he/she might become a regular consumer.
3. Never get stuck with one person if he/she doesn't want to do join your team. Do not stop, move on to the next and repeat.

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**“If they join you, it is BEST else NEXT.”**

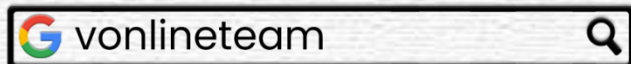




## Maintain a record of the meeting

S.No.	Name	Contact Number	Customer /Distributor	Meeting Date	Status

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## Step 4: INVITE PEOPLE FROM THE INVITATION LIST.

It is very important to know how to invite. Always remember the **formula of 5 – C**.

- 1) **Conversation**
- 2) **Compliment**
- 3) **Curiosity**
- 4) **Control**
- 5) **Commitment**

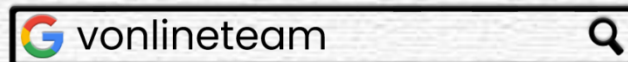
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**1. Conversation:** Before you start speaking, always remember that the way you speak carries more value and importance than the topic you are about to talk about.

a) You will get a better response if you are energetic and carry a smile on your face when you speak.

b) Always start your conversation with their life and the important things in their life. For this, remember F.O.R.M

**F – Family O – Occupation R – Recreation M - Money**

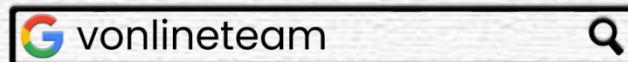




## 2. Compliment (Praise them): Whenever you get a chance, praise them.

1. When you praise someone, their self confidence increases and they start mingling with you.
2. Everyone loves to be praised.
3. Praise them by saying
  1. I appreciate your wisdom.
  2. People listen to you and respect you
  3. You are able to clear doubts for so many people.
  4. You are very hard working.
4. It is very important to praise honestly. It shouldn't be made up.

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**3) Curiosity:** Your target is to ensure that you are able to convince people to attend your meeting.

**Use Passionate approach:** Ramesh, you would believe but I am associated with such a company where in a month people earn money more than they earn in any other business/job. Can we meet this Saturday at 6 P.M so that we can talk about it?

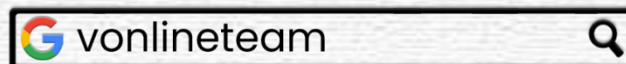
**Use Direct approach:** Ramesh, I have started doing a business where people are successful and I would love to join you in this venture. Can we meet this Saturday at 6 P.M. so that we can talk about it?

**Use "Do you know someone?":** Ramesh, do you know someone who would be interested to earn money by doing part time business.

**Use "Place of Business":** Ramesh, I have recently started a business, and I would like this business to flourish in our area. Would you be interested to be part of this business and earn. Can we meet this Saturday at 6 P.M. so that we can talk about it?

**Use "I need your advise":** Ramesh, I have started a business and I need your advise. Can we meet this Saturday at 6 P.M. so that we can talk about it?

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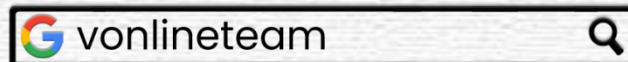


**4) Control:** Keep your energy and excitement in control. Your prospect would always be curious to know as to why you have requested to meet him. He/She will ask you many questions like “What is the meeting agenda?” etc.

1. You will get all the answers to your questions in the meeting. This meeting is kept for that reason only.
2. Experts will be present in the meeting to solve our questions and provide resolutions.
3. We will not take more time from you. All I need is 1 hour of your precious time.

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**5) Commitment:** Decide a meeting time and place and ensure that you are present in the meeting place well before the decided time.



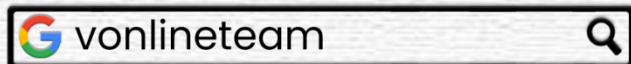


## Step 5: CONDUCT MEETINGS WITH THEM.

Ensure that you are present in the meeting place well before the decided time. You should be well dressed with confidence. Before the meeting starts, ensure that you have all the product catalogs, joining form, pen, paper and product samples.

- **During the meeting:** Always start with “**Good Morning.**” - **The morning is when you wake up.** Be excited in the meeting. Always be with your prospect. Participate in the meeting with full dedication.
- **After the meeting:** Take feedback about the meeting, products and business plan. Introduce to your upline and other members of the team.

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## Step 6: DO TEAM WORK AND SUPPORT YOUR TEAM

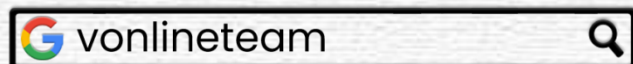
Work with all the team members. Your success entirely depends on the success of our team. Introduce team members to other successful team members, guide them, solve their queries.

## Step 7: FOLLOW UP WITH YOUR TEAM MEMBERS AND UPLINE

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Always follow up with you downlines. Always follow your upline.

“Follow up and Go UP”





## OBJECTION HANDLING

**Prospect** - *I'll think and tell you. Give me a few days time.*

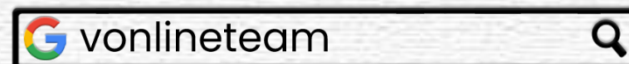
**You** - *What will you think?*

**Prospect** – *Whether to do it or not?*

**You** - *When you think, there will be some unanswered questions. You will ask some of your friends and relatives. Their advice will be different because the facts will not be known to them. This is something like taking the best knowledge of acting from **Sachin Tendulkar** and taking the best knowledge of cricket from **Shahrukh Khan**. While both are best in the field but it will be wrong to ask.*

*Why not and we talk to those people together, and prepare for you to earn 70 -80000 per month. In this way we will help you achieve success.*

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## OBJECTION HANDLING



*In order to help you decide, I invite you in a very good program to learn facts about this opportunity.*

*Seminars are a very good and after knowing the facts you will be able to decide.*

*This work is not like learning driving...for that you should have the skills. In fact this seminar is just like sitting in **satsang** in Kirtan, you will do some work and some team will do. This way we will increase your business. Let's take care of the work that is being done **FOR FREE**, you can decide later whether to do the business or not.*

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*I am with you in this team work. Let's start will filling the form*

Nevertheless, if the prospect says that he/she will talk to the husband or wife and then decode then tell them. " Let's us demonstrate the products to them so that they take the right decision. Even after that if you decide not to do /join the business. No issue. We will still be friends."

Give catalog, fix the time of the meeting and say good bye!





**“I wish you all great success in Vestige and may all your dreams come true.”**

Thanks

Wish you wellth

**Bappi Dasgupta**

National Team Leader

**Vestige Marketing Private Limited**

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