



PREPARING FOR OPPORTUNITY

TALKATORA STADIUM NEW DELHI

THE BEST TIME TO JOIN DEWSOFT WAS....

13 YEARS AGO

- ✓ **No Competition**
- ✓ **Big Untouched Market**
- ✓ **Unlimited Potential**
- ✓ **Easy Recognition**
- ✓ **Would have been a Crown Jewel by Now**

The Second Best time is

NOW

VISIONS AND GOALS



**ONLY 50% OF HIGH SCHOOL CHILDREN
STILL HAVE A CONVICTION
TO BECOME SOMETHING**

**ALMOST ALL SCHOOL CHILDREN
IN JUNIOR CLASSES HAVE AN AIM
TO BECOME SOMETHING**



CLASS OF 1960



**ONLY 3% WROTE THEIR
GOALS**

20 YEARS LATER

**TOTAL NET WORTH OF
THOSE 3% PEOPLE WAS
MORE THAN
COMBINED
NET WORTH OF
THE REST OF THE CLASS**

VISIONS AND GOALS

GOAL is a short term target

- ✓ It is measurable
- ✓ It is definitive
- ✓ It has a time limit

COMMON MISTAKES

- I want to be successful
- I want to buy a Car
- I want to go for a holiday
- I want to meet a film Star

BECAUSE THESE

- Cannot be Measured
- Are Not Defined properly
- Lack time limit



CORRECT GOALS ARE LIKE THINGS TO DO LIST

- I want a picture with Kumar Manish on the 11th April 2013
- I have to see Lal Qila, India Gate, Rashtrapati Bhavan on 12th April 2013
- I want to buy a 32" Samsung LED television by 15th June 2013
- I want to buy a Bajaj Pulsar by 15th August 2013
- I have to qualify Invitation for the Annual Party on 24th October 2013
- I want to contribute to my family Rs.10,000/- per month by 15th Nov' 2013
- I want to go for a Thailand Tour for 4 -5 Days by 31st December 2013



- **WE CAN ALWAYS TELL WHETHER THEY WERE ACHIEVED OR NOT?**
- **HOW MUCH THEY COST?**
- **AND WHAT ACTION PLANS DO WE NEED TO ACHIEVE THEM?**

VISIONS AND GOALS

VISION is a long term **GOAL**

- ✓ It is measurable
- ✓ It is definitive
- ✓ It has a time limit but usually 3 years and above



COMMON VISION EXAMPLES

- I want to be Become a Crown Jewel by April 2018
- I want to buy my Holiday Home in Goa worth Rs. 50 Lacs by April 2020
- I want to become a Topaz by 2020
- I want to get married before I turn 30

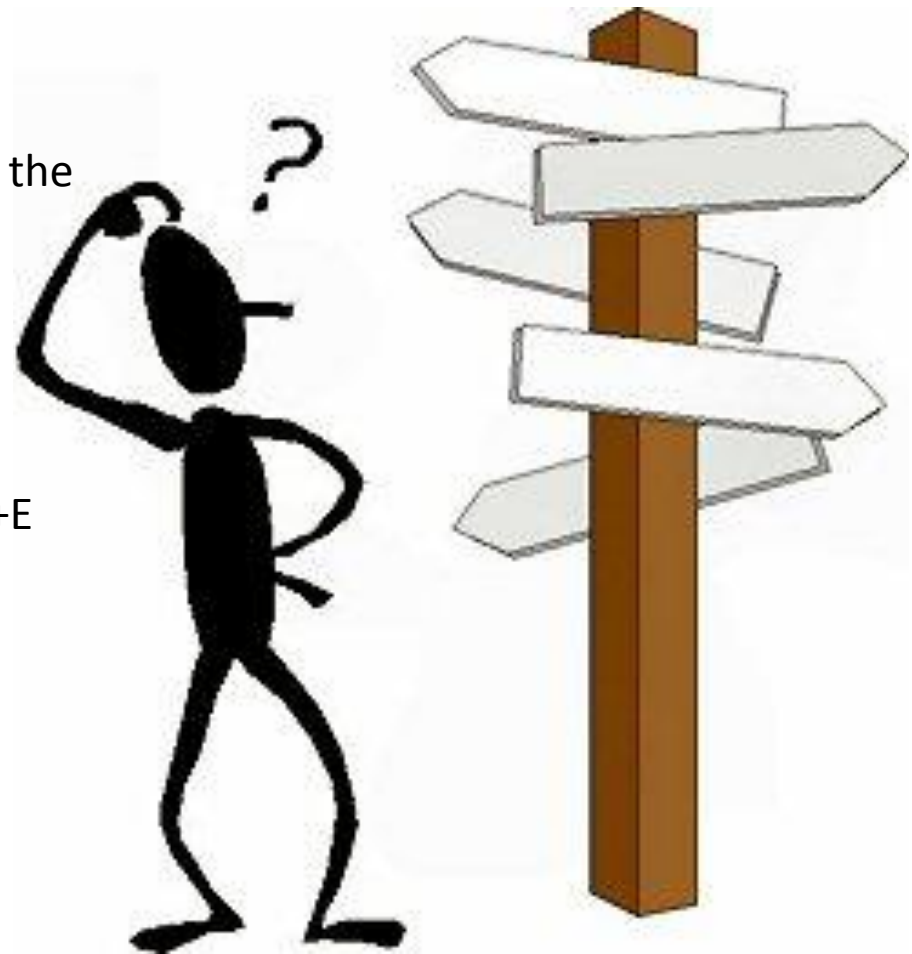
GOALS

- A goal helps us focus and channelize our energies to help you achieve
- It clears way for an action plan
- It gives us control and direction for the way ahead

TIPS

- Make small achievable Goals
- Write them, Read them everyday, M+E
- List your strengths
- Admit your weaknesses
- Create an Action Plan
- Get knowledge and Skills as required
- Discuss your plan with Seniors
- Act as per your action plan

DON'T WANDER



CIRCLE OF LIFE



TARGET : WALK 5 KMS IN 40 MINUTES IN 5 WEEKS

DATE: 11 APRIL 2013

START DATE: 16/04/13

Mission	Target Time	Status	Remarks
2 kms in 15 minutes	07 days 23/04/13	Achieved, before time	Very Easy
3 Km in 25 Minutes	14 days 30/04/2013	Achieved, before time	Easy
4 Km in 35 Minutes	21 days 01/05/13	Achieved	Easy, Need to Drink
5 Km in 45 Minutes	28 days 08/05/13	Achieved	Tired, Need to Sleep
5 km in 40 minutes	35 days 15/05/31	Achieved	Yes.. Yes.. Party

CONGRATULATIONS



CELEBRATIONS



**LIVE IT
EVERYDAY**

SET YOUR SALES TARGET

Mission	Target Time	Status	Remarks
2 sales in 7 days	7 days ----/---/---	Achieved	Easy
3 sales in next 7 days	14 days ----/---/---		
4 sales in next 7 days	21 days ----/---/---		
5 sales in next 7 days	28 days ----/---/---		
6 sales in next 7 days	35 days ----/---/---		
7 sales in next 7 days	42 days ----/---/---		
8 sales in next 7 days	49 days ----/---/---		



**“Discipline is doing
what you don’t want
to do when you
don’t want to do it.”**

PERSONAL AND PROFESSIONAL DEVELOPMENT

TARGET DATE: 4 WEEKS, START DATE : 15TH APRIL

Mission	Target Time	Suggested Plan	Remarks
Learn about the Product and the sales presentation	7 days ----/---/---	<ul style="list-style-type: none"> • Watch Company DVDs • Read Company Literature, • Visit the company website, • Meet senior channel partners, • See a live seminar, Attend Training 	
Practice until perfect	14 days ----/---/---	Give at least 20 plans in a day for 7 days	
Make that Call, to setup a meeting	21 days ----/---/---	Watch 4 Basics DVD Watch Product Demo DVD	

PERSONAL AND PROFESSIONAL DEVELOPMENT

CONTD-2

TARGET DATE: 4 WEEKS, START DATE : 15TH APRIL

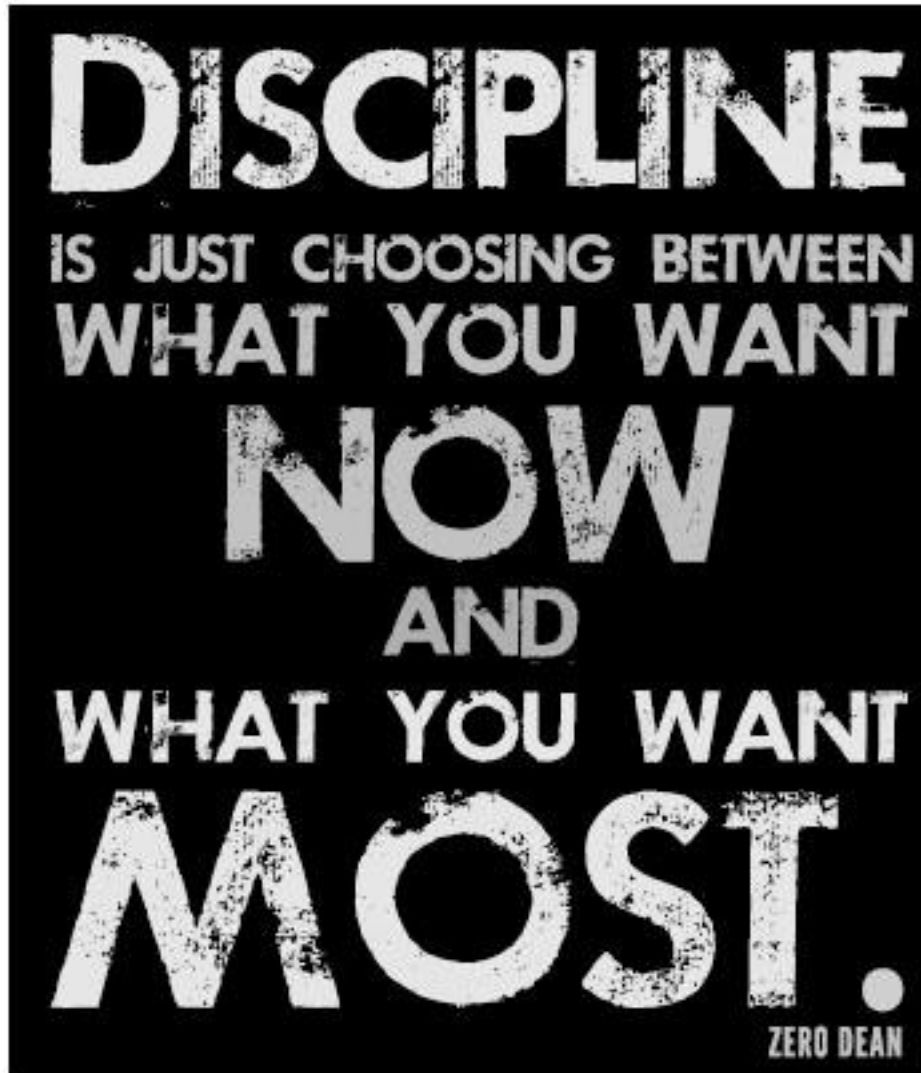
Mission	Target Time	Suggested Plan	Remarks
Rehearse FAQs	21 days ----/---/---	Visit Company website Read FAQs	
Understand the process of Delivery of Products, and its usage	21 days ----/---/---	Watch DVDs	
Practice Dummy sales presentation	21 days ----/---/---	Watch Product Sales Presentation DVD Watch Presentation Techniques DVD	
Make a sales presentation	28 days ----/---/---		

DETERMINATION



HARD WORK





YOU BREAK DISCIPLINE WHEN YOU CHOOSE TO IGNORE PROFESSIONAL WORK

For

- Just Hanging with friends
- Attending Uncle's Birthday
- Spending 7 days in Cousin's Marriage
- Attending to Casual Illness
- Feeling Lazy, Sleepy, Unwell
- Finding Distance long
- Making Excuses for nothing
- Blaming Others
- Always Running Late
- Always Require follow up for your Own Work

DISCIPLINE

IS THE
BRIDGE BETWEEN

GOALS

AND

ACCOMPLISHMENTS.



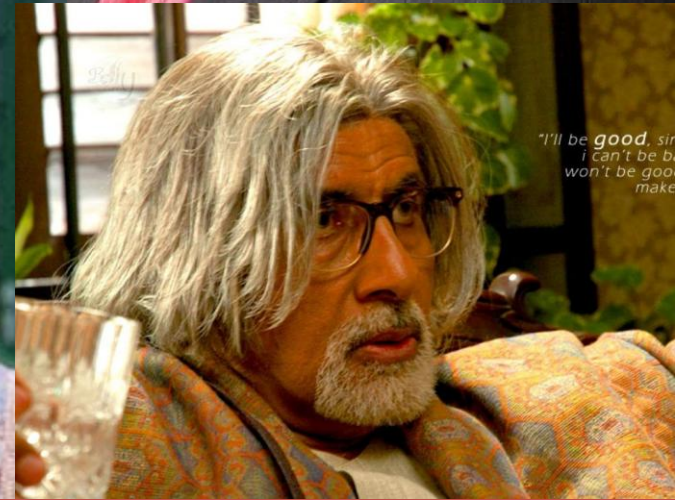
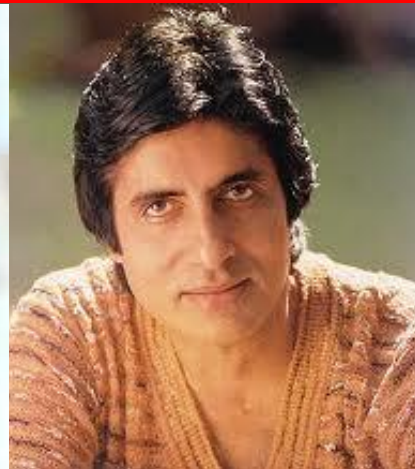
SUCCESS

SCHEDULE

quality

**BELIEF IS THE TRUTH
HELD IN THE MIND**

**FAITH IS A FIRE
IN THE HEART**



BELIEVE & ACHIEVE

I CAN'T THEN YOU WON'T

I WANT TO..... THEN YOU MIGHT

I MIGHT.....THEN IT'S POSSIBLE

I CAN.....THEN TAKE ACTION

I AM.....NOW SUCCESS

LAWS OF ATTRACTION: YOU GET

- **WHAT YOU REFLECT**
- **WHAT YOU FEAR**
- **WHAT YOU REALLY WANT**

CHANGE YOUR PERSPECTIVE AND ACTIONS

- **ADMIRE AND RESPECT THE RICH AND FAMOUS, DON'T CRITICIZE**
- **DON'T STRIKE, OVER PRODUCE**
- **TURN YOUR DESIRE INTO NEED, BE PASSIONATE**
- **WANT TO MAKE A HOUSE, PUT A PICTURE OF YOUR DREAM HOUSE ON YOUR WALL**
- **WANT TO ACHIEVE A TARGET, WRITE IT AND STICK IT ON THE WALL. LIVE IT**

IT TAKES TIME

5 YEARS



2 YEARS



2 MONTHS



IT TAKES TIME

12 YEARS

12 MONTHS



PERSEVERANCE = PATIENCE + PERSISTENCE

**PERSEVERANCE IS THE HARD WORK YOU DO AFTER
YOU GET TIRED OF DOING THE HARD WORK YOU ALREADY DID**



EVERYTHING IS DIFFICULT BEFORE IT BECOMES EASY



EXPRESS GRATITUDE



God	Parents	Family	Friends	Neighbors	Waiter
DewSoft	Upline	Team mates	Downline	Customer Care	Strangers

The secret of getting ahead is
getting started

-Mark Twain

5 STAGES



Use The
Books
Religiously



Watch the
DVDs and
CDs



Practice
what you
have learnt
on
workbooks



Use
eLearning
for
Additional
Help on All
Subjects



Discover
the New
You

**A CHANCE
TO
TRANSFORM
YOURSELF**



THE WORLD IS YOUR MARKET



**Students
Housewives
Working
Executives
Businessmen
Institutions
Senior Citizens
Everyone**

WHY DEWSOFT ?

DIRECT SELLING

120 BILLION USD
100 MILLION PEOPLE
INDUSTRY WORLDWIDE



INDUSTRY LEADER

NO. 1 IN INDIA
AMONGST NO.1,
AROUND THE WORLD
20,00,000 SUBSCRIBERS
WORLDWIDE



4 PROGRAMS

TO SUIT ALL AGES
AND SOCIAL GROUPS

E-LEARNING

27,00,000 CRORE
INDUSTRY WORLDWIDE



13 YEARS OF EXPERIENCE

RICHEST IN THE INDUSTRY
EXCELLENT MANAGEMENT,
EDUCATED, & EFFICIENT.
MORE THAN 550 PAYOUTS

LEADERSHIP THROUGH EXCELLENCE

Education First

- eLearning
- Real time Academies
- University Campus
- Self Study Books, CDs, DVDs

Concept First

- SMS, Discussion forum and Live CHAT
- Social Media Ready
- Mobile Compatible Website
- Ecommerce Ready

Innovation and Development

- More than 200 Copyrights
- 100% Inhouse Development & Control
- ISO Certified Standards

RECOGNITION AND REWARDS

The effort of the Institution or its Promoters is recognized by

- Federation of Indian Chambers of Commerce, INDIA
- Institute of Electrical and Electronic Engineers , USA
- Associate for Computing Machinery, USA
- International Society for Distance Learning, USA
- American Institute of Architects, USA
- Council of Architecture, INDIA
- Delhi Chamber of Commerce, New Delhi, INDIA
- Brampton Board of Commerce, Ontario, Canada.
- Certified ISO 9001:2008 Education and Training for Real Time and eLearning environments.



THOUGHT FOR LIFE...

- ☐ I am what I THINK I am
- ☐ I will become what I AIM to become
- ☐ I will become what I WORK to become
- ☐ I am responsible for the Good, and the Bad in my life
- ☐ The others treat me the way I want them to treat me
- ☐ If One Man Can do It, I can Do It.
- ☐ I am the best
- ☐ I am going to Reach My Goals



WELCOME TO
dewsoft
■ your partners for life...



WELCOME TO YOUR NEW LIFE

TOGETHER WE STAND FIRST
TOGETHER WE STAND PROUD
TOGETHER WE SHALL WIN THE WORLD