

Scope of Business

Segment	Description	Total No. of Prospects	Avg Rs Sale per Client per year	Total size of Segment
1				
2				
3				
4				
5				
TOTAL				
Your Current Turnover				
Your Market share				

Business Vision:

	Total Revenue	Total Net Profit
Last Year		
This Year		
Next Year		
3 Year Target		
5 Years Target		

Results you will get.

- **Manage your Staff, with total Control.**
 - Get your Team to **Finish work without your Follow up.**
 - Recruitment, Get good Quality Manpower
 - No more tension if staff leave; **work doesn't suffer if anybody leaves**
 - **Create the Second Line of Leadership**
 - Stop staff walking into cabin
 - Get total control over everything that happens in your company in Numbers.

Results you will get.

- No more Vendors calling for payments.
- Get 80% of your collection on time.
- Reduce Cost by 20-30%
- Reduce Inventory by 30% - 50%
- With Reduced Inventory, Cost Control, Payments on time, Cash Flow Problems Vanish
- Finally Become a Debt Free Company.

Results you will get.

- If Quality & Quantity Gets Delivered On Time
- What is the work left ?
- Clients, **Don't Call**
- Vendor, **Doesn't Call**
- Staff, **Doesn't Call**, for 5 days a week
- **Work 1 Day a Week on Operations.**

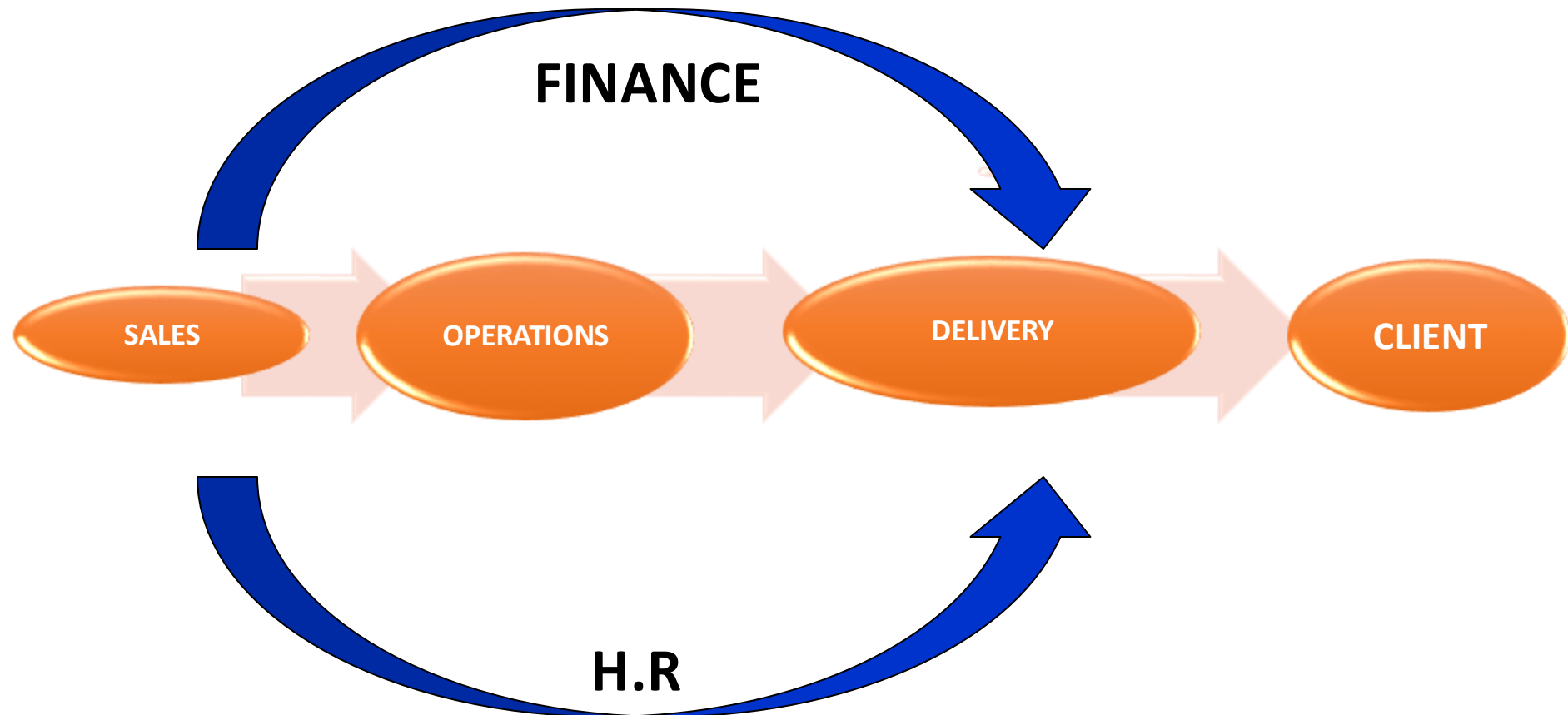
Results you will get.

- From No Time to abundance of time for FAMILY, FRIENDS & YOURSELF.
- **RUN YOUR BUSINESS OPERATIONS, WORKING ONE DAY A WEEK.**
- **Once your Business is on AUTO-PILOT,**
- **You have 5 Days a week FREE, to focus on DOUBLING YOUR PROFITS.**

Double your Profits

- Finally **Double Your Profits,**
 - Become Debt Free,
 - Create 3 to 6 months **CASH-RESERVE,**
 - Create **Passive Income / Freedom to Retirement,**
 - The real reason for starting your business,
 - **4 Vacations a Year of 10 days each,** without Phone Calls
-
- **Create Profits with the TIME to enjoy it.**

Challenges are the Same
Results are the Same
All Businesses are the Same



- What is this Workshop all about.
- **Please don't treat this like a workshop, where you learn something new & useful.**
- **Because this is not.**
- What is the next 9 months about:

- ✓ Transforming YOU,
- ✓ Your entire TEAM
- ✓ Your Business
- ✓ The way you WORK, THINK & look at the WORLD.
- ✓ **You will be a brand new Person & Business by the end of this intervention.**

**We also put your Business on Auto-Pilot & Double your Profits.
Have you got your Welcome Letter.**

Do you want Gyan or Implementation ?

This is a Serious Business Implementation Workshop.

Who is this for

- ✓ When do you go to the Doctor ?
- ✓ Basically for business Owners who **Do not have any Time.**
- ✓ Who are struggling with Growth
- ✓ Who have reached a certain level and stagnated.
- ✓ It does not matter if your Team is educated or not.
- ✓ It does not matter is you are good with computers or not.
- ✓ Only 80% of the workshop will be applicable for you. That 80% Is your 100%

My Promise



You will be able to run your
business operations,

Working

One Day a Week



After that Your Profits will start Doubling



What is TRUST???

I will need your SUPPORT to transform Your Business

Do you want Gyan or Implementation ?

This is a Serious Business Implementation Workshop.

- You will be assigned a personal CRM who will assist you for your needs.
- She will follow up with you each week on phone and
 - Review what is the implementation you have done.
 - What is the balance that you have not implemented and hold you accountable as to when you will finish your work.
 - Ensure that your Implementation is done.
 - There are some places where she will not help you with Questions, but connect you with me, since those questions are sensitive or technical.
- We will also train you separately on Technology and also your staff if you like, with a nominal separate charge.

Support Structure

- We will meet once a Month in an offline workshop, it is advisable that you attend this.
- This will also be telecast live on ZOOM, for those who cannot come.
- The balance 3 workshops will on ONLINE on ZOOM.
- Each workshop will be followed by a Q & A session.
- Technically If you miss a Workshop you will get the Video. But

If after all this you get stuck somewhere call me, after first asking your CRM, since she can also answer a lot of questions.

Support Structure

Not only my TEAM, but I will also work with each of you,

To implement and achieve these results.

This is my Personal Phone No.

Rahul Jain- 9810003510

If I do not pick up, I will call
back.

It is my Commitment to make this workshop

FREE,
for each of you

Double Profits with Auto-Pilot are a Bonus

Your Commitment.

This is a Business Implementation Workshop.

Now What is required as your commitment for you to succeed ?
How many of you want to get the most out of this workshop ?
How will that happen ?

Your Commitment.

- 1. Attend all Workshops, videos are not the same as Attending.**
- 2. Cameras ON, Compulsory or you will be removed.**
- 3. Phones Silent during Workshops, inside your BAGS.**
- 4. Wear Headphones**
- 5. Get 2 stable internet connection (with a Power backup)**
- 6. Block 3 hours on every Thursday to complete the A-P.**

Some Company Details



Before we start Auto-Pilot

Do you want to first Grow Profits ?

	Apr	May	Jun	Q1 Avg
No. of Unique Client Meetings				
Conversion Ratio				
Clients				
Average Rs Sale				
REVENUE				

Now lets increase

Your Sales.

Double Your Profits

Can you do,

2 days a week for Pure Sales. (Schedule it)

Regain OLD CLIENTS

Grow Sales by 30 %

Sorry Calls.

Make it Rain Referrals (Double Profits)

Best Incoming Enquiries.

On-Time Delivery (OTD)

One important parameter you have to measure.

- a) **What is your PERCEIVED – On Time Delivery.**

- b) **Measure your Actual On time Delivery** (The date promised VS the actual date of delivery)

- c) By the end of the workshop all of you will have 80% plus OTD

On Time Delivery

Bill No.	Client Name	Contact Details	Contact Person	Promised Date of Delivery	Actual Date of Delivery	No of Days Delayed	Is the Delivery Late
							Y
							N
							Y
							Y
							Y
							N
							N
							Y
							N
WEEK 1		% of Orders Late =					40%
		Total No of Days Delayed =					

Do you want Best Results ??

1. Get your Partner / Father / Wife / Son registered if they are with you in business.

Why ???

2. Do you want someone to implement the entire A-P & DYP
Get an Implementor Registered, with you.

Why ???

Remember this is a free Workshop.

Profile of Implementor

- Should be from your Company.
- Someone who is Aligned with you, will listen & do as you say.
- Who is good in **Documentation** & if possible with **Excel**, or just Documentation will do.
- Understands a bit of the working of the business,
- **Middle level Management**

Implementation of Auto-Pilot

- Basics of Auto-Pilot
 - Double your Personal Productivity
 - Task Management System
 - Time Management System
 - All Information & Data Storage System (IS)
 - Weekly Scheduling Science
 - Work Delegation System
 - Organisation Structure Science
 - Staff Alignment with Company Goals
 - Staff Accountability System
- Financial Control
 - Profit Management
 - Gross Profit
 - Net Profit (Profit Before Tax-PBT)
 - Profit After Tax (PAT)
 - Profit in Hand Management
 - Collections Management
 - Cash Flow Management
 - Vendor Payment System
 - Become Debt Free
 - Cash Reserves
 - Cost Control & Budgeting
 - Tax Compliances Management
 - Investments Management System
 - Retirement Income / Passive Income.
 - Creating your Net Worth
 - Client Relationship Management

Implementation of Auto-Pilot

- Work Management System
 - Order to Delivery System
 - Delivery to Collections System
- Purchase Auto-Pilot
- Operations Management System
 - Production Management System
 - Project Management System
 - Services Management
- Senior Staff Management System
- Vendor Management
 - Service Provider Management
 - External Job Work Management
 - New Vendor Development
- **Retail / Trading Auto-Pilot**
 - Store Management System
 - Warehouse Management
- **Exports Auto-Pilot**
 - Merchandising Management
 - Buyer Management
- **Services Auto-Pilot**
 - Personalised Services System
- Creative Work Management System
 - R & D
 - Design & Creatives Management
- **Government Auto-Pilot**
 - Liasoning System
 - Tender Management System

Implementation of Auto-Pilot

- Inventory Management System
- Quality Management
- Labour Management
- Maintenance Management
- Administration Management
- House Keeping Management
- Your Home on Auto-Pilot (Optional)
- Govt & Legal Compliances Management

- HR Management System
 - Recruitment Auto-Pilot
 - Induction System
 - Training System
 - Appraisals & Increments
 - HR Policies
- Management Information System.
 - Job Descriptions
 - Key Result Areas (**KRA**) & Key Performance Indicators (**KPI**) of all Employees
- Run your Business Ops Working 1 Day a week

Structure of the B.M.P Workshop

- Doubling your Productivity
- The science of **Aligning your Team to your Future.**
- Manifestation
- **Read Your Welcome Letter- Very Important**

Structure of the B.M.P Workshop

Sales & Marketing

Groundwork

Personal Productivity

1) 8 am.

2) E.A.

3) Weekly Scheduling (W.S.)

4) Out Of Office (O.O.O)

5) E.M- Will do this Later.

Double Your Productivity

- Do you want to get free at 2pm everyday?
- At what time are you currently reaching office?
- What happens by the time you reach office?
 - What do you start doing after you reach office?
- Reach office at 8am
- Why is this Important?
- What will this do for you?
- You really have no time to think, create and be in control.

Double Your Productivity

- Balance this with **FAMILY TIME**:
 - Spouse Time- Make sure you go out for dinner once a week with your Spouse
 - Sunday- Kids and Parents time

Double Your Productivity

What is the nature of 80% of your current work?

- So what are you doing- REALLY?
- How will this get resolved?
- Hire an Executive Assistant (E.A)
 - If budget is an issue hire an Office Coordinator
- If you don't have an Assistant, you are the Assistant
- What will she do?
- Her Profile
 - 3-5 Years of experience as a EA (Ref check)
 - Married, preferable with kids.
 - Living within 45mins travelling time, from Office.
- See - The Devil Wears Prada

Double Your Productivity

- **Batch your E-Mail**
- **Which is the best phone in the NEW WORLD**
- **SMART PHONE the biggest curse.....**
- **CUT the CHORD. (CTC)**

First you create a Complete To-Do List

To-Do List	
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	

WEEKLY To-Do List (Tasks to be done every Week)	
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	

MONTHLY To-Do List (Tasks to be done every Month)	
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	

Date-

TIME SHEET

8.00 am	
8.30 am	
9.00 am	
9.30 am	
10.00 am	
10.30 am	
11.00 am	
11.30 am	
12.00 pm	
12.30 pm	
1.00 pm	
1.30 pm	
2.00 pm	
2.30 pm	
3.00 pm	

What Every Successful Entrepreneur *Knows*

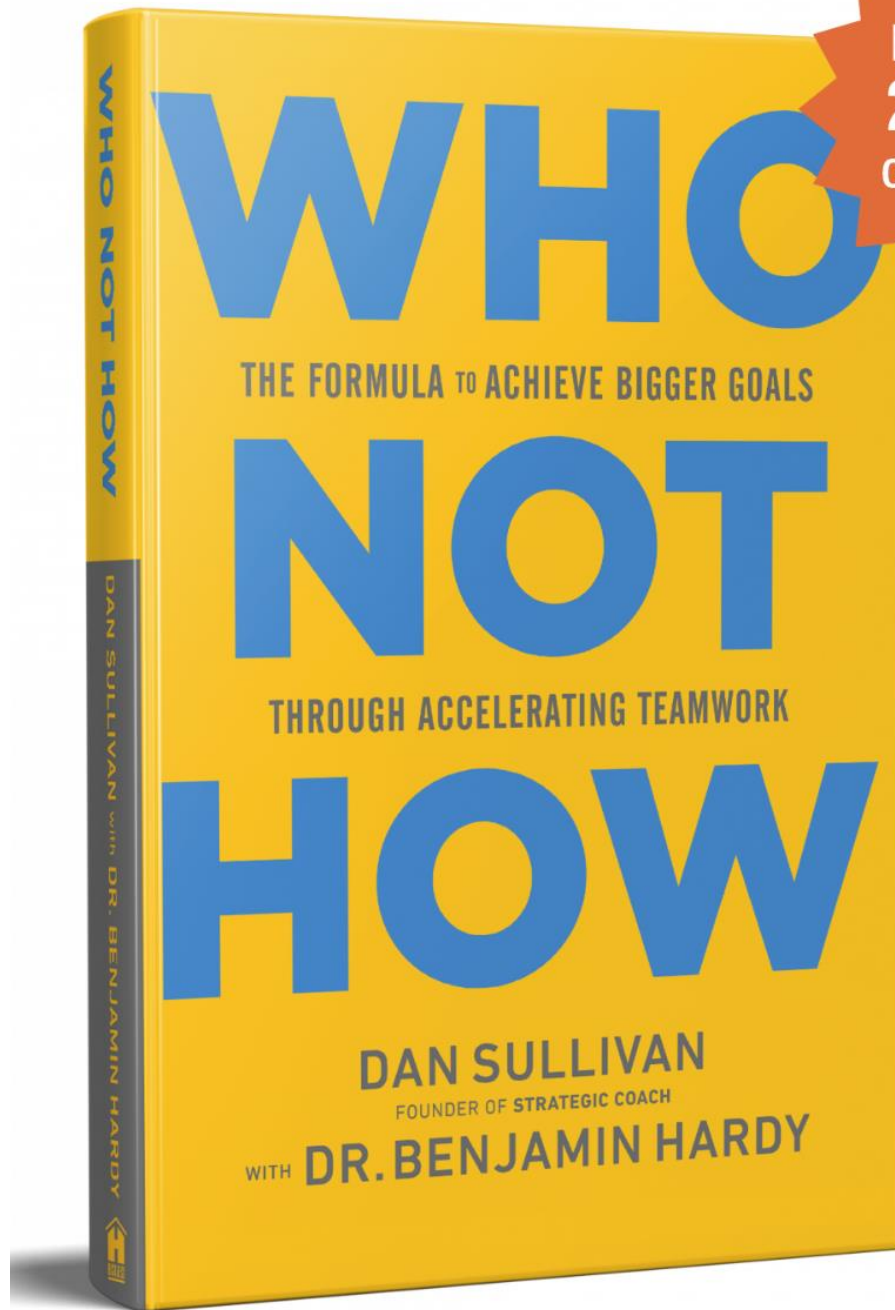
The E Myth
Revisited

MORE THAN
ONE MILLION
COPIES SOLD!

Why Most Small
Businesses Don't Work
and What to Do About It

MICHAEL E. GERBER



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200,000
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WALL STREET JOURNAL BESTSELLER

DAN MARTELL

BUY 
BACK
YOUR 
TIME

GET UNSTUCK, RECLAIM YOUR FREEDOM,
AND BUILD YOUR EMPIRE

Action Points

- **Read The E-Myth Revisited by Michael Gerber**
- Start 2 days a week on Sales
- 8am
- EA
- Fill up your to- do list on the format provided
- Fill up your Time Sheet
- Schedule 4 Hrs/Week for Implementation– on Tuesday Morning