

ABOUT ME

Mera Naam Sumit Agarwal Hai. Main Ek Business Coach Hoon. Main Small To Medium Business Ko Unka Business Grow Karne Main Coach Kerta Hoon.

Business Coach Banne Se Pehle Humne Apni Purani Company Edureka Ko 0 Se 250 Crore Tak Pahuchaya That Wo Bhi Bina Kisi Funding Ke Aur Wo Bhi 4 Saal Ke Ander.



Apko Mere Baare Main Aur Jankari Neeche Diye Hue Links Per Mil Sakti Hai :

Website: www.Idesignmylife.Net

Youtube Channel: [HERE](#)

Facebook: www.Facebook.Com/Idsignmylife/

Linkedin: [HERE](#)

ABOUT BOOK

Is Book Ko Maine Is Hisab Se Banaya Hai Ki Apko Apna Business Grow Karne Main Madad Ho Jayegi. Is Book Ko Maine Chota Banaya Taki Ap Ise Zaldi Khatm Kar Sake Aur Usse Learning Leker Apne Business Ko Grow Kar Sakain

Har Section Ko Maine 4 Parts Main Batata Hai

1. Questions
2. Imp Points
3. Imp Videos
4. Checklist

Questions

Diye Hue Question Apko Apne Andar Jhankne Main Madad Karegne - Please Topic Per Jaane Se Pehle Inhain Zaroor Bharain.

Imp Points

Har Section Main Important Points Diye Jo Maine Bahut Saare Business Owners Ke Sath Kam Kar Ke Banaye Hain. Please Inhain Zaroor Pade.

Imp Videos

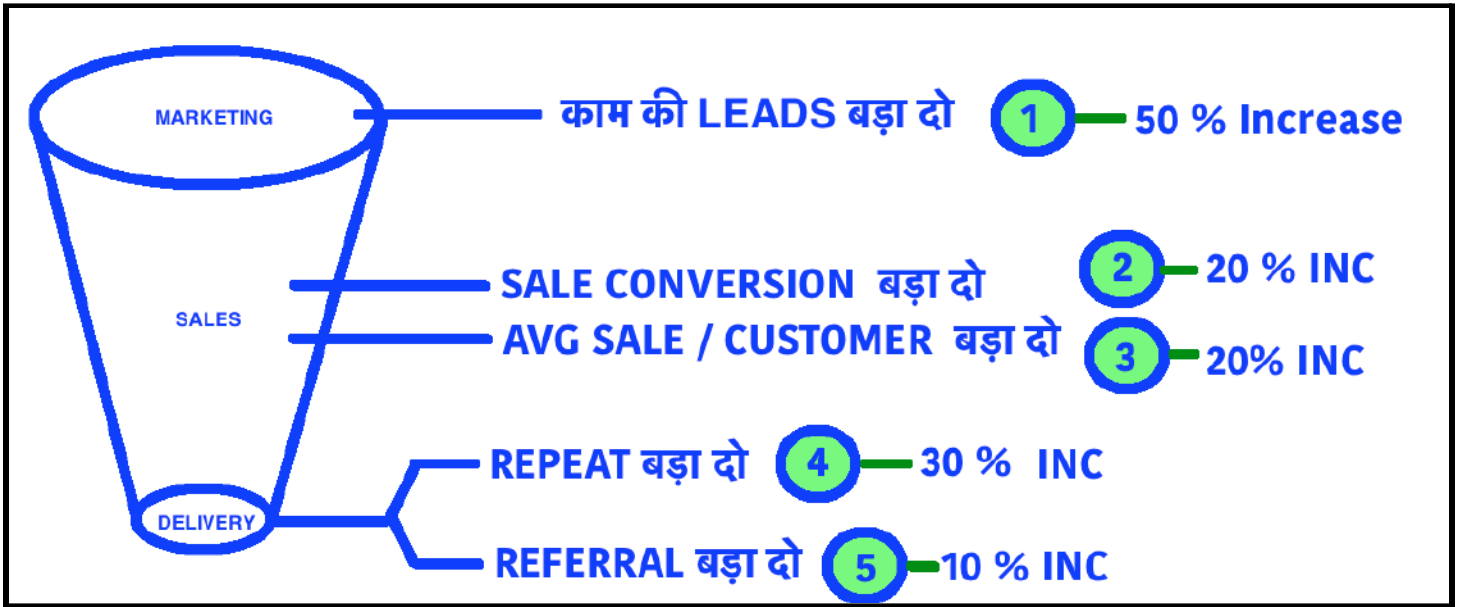
Maine Har Topic Se Related Videos Diye Hain. Yeah Bahut Hi Khas Videos Hain. Meri Apse Request Hai Ki Inhain Zaroor Dekhein. Inhe Dekh Kar Apko Bahut Saare Cheezin Samajh

Main Ayengi Jinhain Ap Utilise Kar Ke Apne Business Ko Grow Kar Sakte Hain

Checklist

Har Topic Ke Bad Main Maine Apko Checkclist De Rakhi Hai - Please Ise Use Karain Aur Ismain Saari Do Hui Cheezein Apne Business Main Istemal Karain. Isse Apka Pata Chalega Ki Apko Apna Business Grow Karne Ke Liye Kin Kin Cheezon Per Kam Kerna Hai

BUSINESS GROWTH



5- IMPORTANT NUMBER FOR BUSINESS GROWTH

FOR DETAILED VIDEO CLICK [HERE](#)

Kisi Bhi Business Ko Grow Karne Ke Liye Apko Sirf Inhi Jagah Per Kam Karna Hota Hai.

Is Video Main Is Picture Se Related Saari Information Hai.

MARKETING



MARKETING - IMPORTANT QUESTIONS

Please Rate Yourself On A Scale Of 10 In Marketing ?

“ 10 ” Being Very “Good”

“ 1 ” Being Very “Bad”

अपने आप को **Marketing** में रेट करिये - १ से १० के स्केल पर ? १० मतलब बहुत अच्छा - १ मतलब बाहर खराब

Why Have You Given Yourself Less Marks Than 10 ?

आपने अपने आप को १० से कम नंबर क्यों दिए हैं ?

1. Knowledge Ki Kami Ki Wajah Se
 2. Time Nahi Hai
 3. Marketing Kar Rahe Hain Par Sahi Se Nahi Kar Paate
 4. Kuch Aur Wajah
-
-
-

Kya Apke Marketing Ke Liye System Hai?

- Yes
- No

Apko Apni Marketing Ki Kami Poori Karne Ke Liye Kya Kerna Hoga ? Uper Apne Jo Wajah Di Hain Usko Sahi Kaise Kareng
- Please Write Down ?

Marketing Management - Imp Videos

Neeche Diye Hue Video Main Apko Marketing Related Bahut Saari Jankari Milegi

Topics	Videos
How To Grow A Small Business Fast - Step By Step Formula	https://youtu.be/6adnxw3knru
Business Fundamentals To Grow Your Business	https://youtu.be/Hoiqr0nmkq0
Business Success कस्टमर बाइंग प्रोसेस Customer Buying Process	https://youtu.be/Sob43v_tucs
Business Success - Customer Need	https://youtu.be/Zuwwqybinea0
Business Success Webinar - सही Marketing कैसे करें ।	https://youtu.be/Jd3-mmoyblw

Marketing Checklist

Customer Ki Need Clear Honi Chahiye	<input checked="" type="checkbox"/>
Humara Product Kaunsi Need Poori Kerta Hai Uski Clarity Honi Chahiye	<input checked="" type="checkbox"/>
Customer Ko Kya Message Dena Hai Uski Clarity Honi Chahiye ?	<input checked="" type="checkbox"/>
Customer Tak Kaunse Medium Se Pahuchna Hai Iski Clarity Honi Chahiye ?	<input checked="" type="checkbox"/>
Lead Store Karne Ka System Hona Chahiye	<input checked="" type="checkbox"/>
Qualify Lead Pata Lagane Ka System Hona Chahiye ?	<input checked="" type="checkbox"/>
Lead Leak Na Hone Ka System Hona Chahiye ?	<input checked="" type="checkbox"/>

SALES



Sales Questions

Apne Aap Ko Sales Main Rate Kariye ? 10 Being Very “Good”
1 Being Very “Bad”

Apki Nazar Main Sales Process Banana Kitna Important Hai ?
0 - 10 Ke Scale Per Number Dijiye - "0" Matlab Nahi Zaroori Hai "10" Bahut Zaroori Hai ?

Kya Apke Yahan Sales Ka Process Bana Hua Hai?

1. Yes
2. No

Agar Aap Ke Yahan Sales Ka Process Nahin Bana Hua Hai To Uski Wajah Kya Hai ?

1. Knowledge Ki Kami Ki Wajah Se
 2. Time Nahi Hai
 3. Marketing Kar Rahe Hain Par Sahi Se Nahi Kar Paate
 4. Kuch Aur Wajah
-
-
-

Kya Aap Ke Paas Sales Script Bani Hui Hai ?

3. Yes
4. No

Agar Aap Ke Yahan Sales Script Nahin Bani Hui Hai To Uski Wajah Kya Hai ?

1. Knowledge Ki Kami Ki Wajah Se
 2. Time Nahi Hai
 3. Marketing Kar Rahe Hain Par Sahi Se Nahi Kar Paate
 4. Kuch Aur Wajah
-
-
-
-

Kya Apke Paas Sales Manage Karne Ke Liye Koi System Hai?

5. Yes
 6. No
-

Kya Apke Paas Repeat Sales Ko Manage Karne Ke Liye Koi System Hai?

7. Yes
8. No

Apko Apne Yahan Sales Ka Process Banane Ke Liye Kya Steps Lene Honge ? Please Write Them Down

Sales Management - Imp Points

Sales Ka Process Hona Chahiye
Sales Process Sahi Se Define Hona Chahiye - Sales Process
Main Yeah Saari Cheezein Honi Chahiye :

1. Sales Opening
2. Know Your Customer
3. Product Introduction
4. Objection Blocking
5. Negotiation
6. Closing
7. Follow Up Process

Sales Script Honi Chahiye

Agar Apko Consistent Sales Chahiye To Apke Paas Sales
Script Honi Chahiye - Isse Aap Kisi Se Bhi Sales Kerwa Sakte
Hain.

Sales Team Ko Train Karne Ka System Hona Chahiye
Apki Sales Team Sahi Tareeke Se Train Honi Chahiye - Agar Apke Paas Sales Script Hogi To Aap Yeah Kam Sahi Tareeke Se Kar Payenge.

Sales Ka System Hona Chahiye

Sales Ke System Ke Bina Sales Ko Track Kerna Badi Mushkil Ho Jaaata Hai - Sales Ka System Apko Sales Track Karne Main Madad Kerta Hai. Apke Sales System Main Kuch Aisa Bhi Hona Chahiye Jisse Ki Apki Sales Main Leakage Na Ho - Aur Apki Sari Leads Aur Enquiries Ka Follow Up End Tak Ho.

Sales Monitoring Ka System Hona Chahiye

Sales Monitoing Hona Bahut Zaroori Hai - Kai Saare Business Owners Sales Track Hi Nahin Kar Paate Hain Aur Andaaze Se Kam Karte Hain - Iski Wajah Se Unki Sales Ki Team Kafi Time Tak Result Nahin Deti Hai Aur Fir Jab Result Ka Time Ata Hai To Naukri Badal Leti Hai. Apko Aise System Ki Zaroorat Hoti Hai Apko Time Se Pahle Bata De Ki Apki Sales Kaise Chal Rahi Hai.

Sales Videos

Neeche Diye Hue Video Main Apko Sales Ki Saari Jankari Mil Jayegi

Topics	Videos
How To Increase Sales In Hindi	https://youtu.be/Mmld8sucweu
Increase Your Sales 200% In Zero Investment	https://youtu.be/Gycpbndbb1m
Sales Conversion Checklist	https://youtu.be/F4avlzxfyay
5 Reasons For No Sale	https://youtu.be/Eaea9ermgew
4 Common Customer Objections	https://youtu.be/Y2pjlbeqm9o

Sales Checklist

Sales Ka Process Hona Chahiye	<input checked="" type="checkbox"/>
Sales Script Honi Chahiye	<input checked="" type="checkbox"/>
Sales Team Ko Train Karne Ka System Hona Chahiye	<input checked="" type="checkbox"/>
Sales Ka System Hona Chahiye	<input checked="" type="checkbox"/>
Sales Monitoring Ka System Hona Chahiye	<input checked="" type="checkbox"/>

ORDER MANAGEMENT



Order Questions

Order Management Main Kar Wo Kam Ata Hai Jo Apke Customer Ko Product/Service Deliver Karne Main Lagta Hai. Jaise Ki Purchase, Order Processing , Dispatch Etc

Apne Aap Ko Order Management Main Rate Kariye ?

10 - "Very Good"

1 - "Very Bad"

Apka Apne Yahan Ke Order Manage Karne Main Daily Kitna Time Jaata Hai ?

Write The Time In Hours

Kya Apke Paas Order Manage Karne Ke Liye Koi System Hai ?

1. Yes
2. No

Kya Aapke Employees Apko Achi Performance Dete Hain ?

1. Yes
2. No

Kya Aapke Paas Apki Core Team Hai Jo Bina Apke Bhi Apka Business Chala Sake ?

1. Yes
2. No

Kya Apke Paas Logo Ko Train Karne Ke Liye Koi System Hai ?

3. Yes
4. No

Kya Apke Yahan Apke Order Ke Process Defined Hain ?

5. Yes

6. No

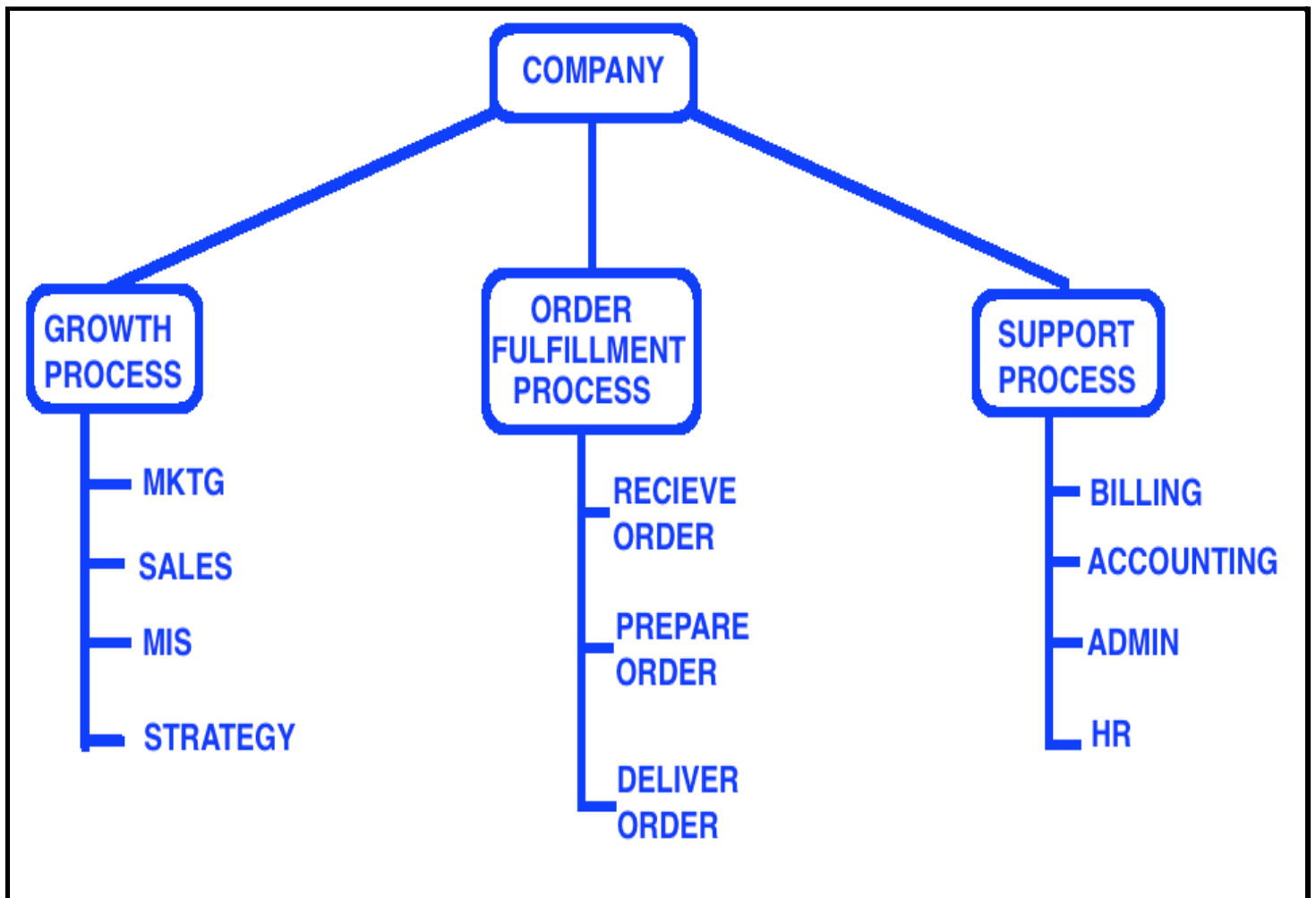
Order Management - Important Points

Company Ka Blueprint Hona Chahiye

Apke Pas Company Ka Blueprint Hona Chahiye. Is Blueprint Main Company Ke Functions Hone Chahiye - Aur Har Function Ke Against Yeah Cheezein Honi Chahiye :

- Function Name : Function Name Jaise Ki Marketing, Sales, Purchase Etc
- Function Goal : Har Function Ke Ek Goal Hota Zyada Se Zyada Qualified Lead Lana
- Function Owner : Har Function Ka Ek Owner Hona Chahiye Jiski Zimmedari Hoti Hai Function Ke Goal Ko Acheive Kerna
- Systems : Function Ke Goal Ko Achieve Karne Ke Liye Systems Hone Chahiye Jaise Ki Marketing & Sales Ka Crm
- People: Log Hona Chahiye Jo Process Aur System Ko Follow Kar Ke Function Ke Goal Ko Acheive Karain.

Main Yahan Per Apko Ek Sample Organisation Ke Blueprint De Raha Hoon



Order Management Ka System Hona Chahiye :

Agar Hum Logo Ko Order Manage Karne Ks System Nahin Dete Hain To Log Kam Karne Main Struggle Karte Hain Kyonki Unke Andar Chamta Nahin Hoti Hai Kam Ka Proper Tareeke Se Kar Lene Ki. Is Liye Agar Aap Logo Ko Kam Karne Ka System Nain Denge To Aap Kabhi Kaam Se Azaad Nahin Ho Payenge.

Order Ane Se Order Deliver Hone Tak Ke Saare Steps Defined Hone Chahiye :

Jabse Apke Paas Order Aya Hai Aur Jab Tak Apne Order

Deliver Kiya Hai - Apke Paas Uske Poore Steps Defined Hone Chahiye. Jin Steps Per Decision Lene Ki Zaroorat Padti Hai.

Order Delivery Kerwane Ka Maalik Hona Chahiye:

Apke Pas Ek Aisa Employee Hona Chahiye Jiski Zimeedari Ho Poora Order Shurat Se Aakhir Tak Deliver Kerne Ki. Yeah Employee Apke Poore Order System Ki Jawabdaari Hogi Aur Zimmedari Bhi

Order Ki Tracking Ka System Hona Chahiye :

Apke Paas Order Tracking Ks System Hona Chahiye Jo Apki Madad Kare Kisi Bhi System Ko Track Karne Main - Bahut Accha Hoga Agar Apke Paas Apke Mobile

Per Hi Yeah System Hoga Track Karne Ke Liye - Agar Aisa Hoga To Aap Door Baithe Hue Bhi Apne Business Ko Manage Kar Sakte Hain. Bahut Saare Business Owners Tab React Karte Hain Jab Galti Ho Jaati Hai - Monitoring Ka System Aisa Hona Chahiye To Samay Se Pehle Apko Bata De Ki Galti Hone Wali Hai - Agar Aisa Hota Hai To Aap Apne Customer Ke Experience Ko Manage Kar Sakte Hain.

Employee Ke Task Defined Hone Chahiye :

Employees Ke Kam Defined Hone Chahiye - Isse Logo Ko Clarity Ati Hai Ki Kya Kerna Hai Aur Galtiyan Nahin Hoti - Isse Apko Unka Kam Track Karne Main Bhi Asaani Hoti Hai

Employee Ke Incentives Task Ke Goal Ke Sath Aligned Hone Chahiye:

Employees Ke Goal, Wo Jo Kam Kar Rahe Hain - Uske Kam Se Saath Jude Hone Chahiye - Jaise Sales Wale Ka Incentive Zyada Sale Ke Sath Hona Chahiye - Marketing Wale Ka Incentive Leads Lane Ke Sath Juda Hona Chahiye .

Employee Ki Training Ka System Hona Chahiye:

Employees Ki Training Ka System Hona Chahiye Taki Sahi Se Kam Ho Paye. Training System Naye Logo Ko Train Karne Ke Liye Bhi Zaroori Hota Hai - Agar Humare Paas Yeah Nahin Hota To Humain Existing Employees Ke Sath Hi Kam Chalana Padta Hai Kyonki Humare Man Main Dar Rehta Hai Ki Naya Milega Nahin Aur Mil Gaya To Use Train Kaise Kareng.

Process System Driven Hona Chahiye People Driven Nahin:

Process System Driven Hone Ka Matlab Hai Ki Kisi Bhi Employee Ke Dimag Main Kuch Bhi Nahin Hai Aur Ek System Jise Koi Bhi Follow Kar Le To Kam Kar Lega - Jaise Ji Hum Khane Ki Receptie Tayar Karte Hain - Us Receptie Ko Pad Ke Koi Bhi Khana Bana Sakta Hai - Humare Systems Kuch Is Tareeke Ke Hone Chahiye

Order Management Videos

Neeche Diye Hue Video Main Apko Sales Ki Saari Jankari Mil Jayegi

Topics	Videos
How To Free Yourself From Business - Business Autopilot Checklist	https://youtu.be/T22g6u5jlaq
Business Success - Monitor Your Business For Business Success - In Hindi	https://youtu.be/6ug3ch4i_de
Business Success - 5 Important Numbers To Focus For Business Growth	https://youtu.be/obhbnjoswsu

Order Management Checklist

Company Ka Blueprint Hona Chahiye	<input checked="" type="checkbox"/>
Order Management Ka System Hona Chahiye	<input checked="" type="checkbox"/>
Order Ane Se Order Deliver Hone Tak Ke Saare Steps Defined Hone Chahiye	<input checked="" type="checkbox"/>
Order Delivery Kerwane Ka Maalik Hona Chahiye	<input checked="" type="checkbox"/>
Order Ki Tracking Ka System Hona Chahiye	<input checked="" type="checkbox"/>
Employee Ke Task Defined Hone Chahiye :	<input checked="" type="checkbox"/>
Employee Ke Incentives Task Ke Goal Ke Sath Aligned Hone Chahiye	<input checked="" type="checkbox"/>
Employee Ki Training Ka System Hona Chahiye	<input checked="" type="checkbox"/>
Process System Driven Hona Chahiye People Driven Nahin	<input checked="" type="checkbox"/>