



PROSPEROUS
VOYAGE



OXYGEN

Guide





WELCOMING ALL

We whole heartedly welcome you all, who have chosen Orien's business opportunity as the best way for your standard of life. Oxygen is a sister concern, which aids you in undertaking the Orien's business in a better way. O₂ is a company formed by the collaboration of many successful people. The company's main purpose is to create opportunities to enable every individual who joins Orien's to perform excellently, to better the quality of their life, increase their income and make their family live a healthy , prosperous , happy life .



**We are welcoming all on
behalf of O2**



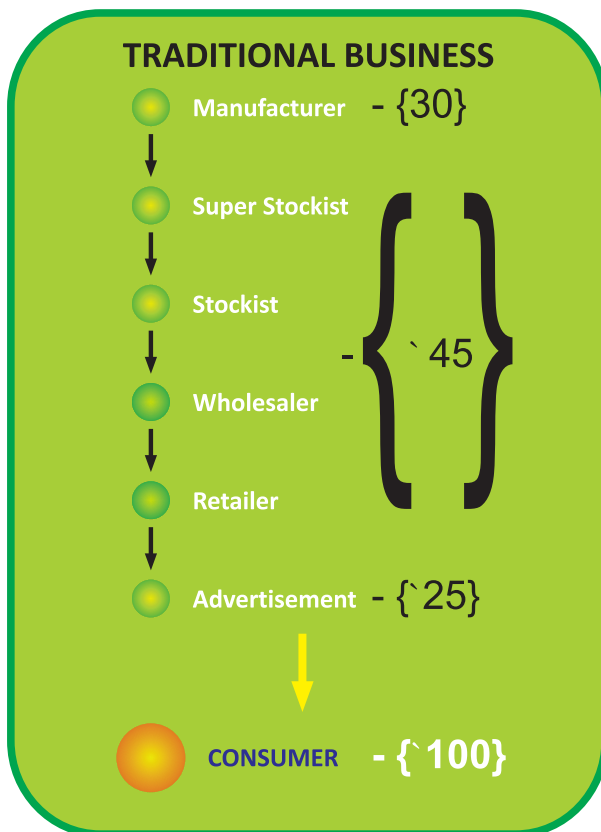


WELCOMING ALL

What does DIRECT SELLING mean?

Direct selling is not new to India. This mode of business was introduced many years back. May be we are being introduced to it now.

Lets see how Direct Selling is different from the present business practices. That is , if a product's cost is Rs.100/- in our present business practices.



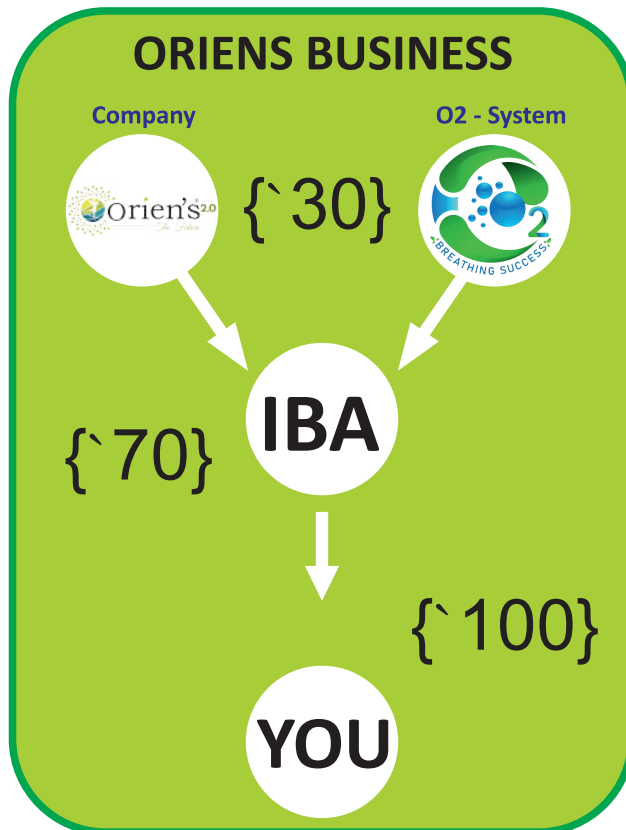


WELCOMING ALL

The manufacturer advertises a product in television and magazines and he does not directly give it to the consumer. So it comes to the consumer finally via the super stockist, stockist, retailer.

But in Direct Selling method,

The 70% profit is shared with the distributors. That is why we are able to get good income with a small investment, without any harm.





WELCOMING ALL

What are the benefits of Oriens business....?

1. Own business.
2. Small investment.
3. Limitless income.
4. A life of freedom.
5. No need of office or people.
6. Can do at anytime.
7. Can go to foreign trips for free.
8. Self confidence will grow more.
9. Can get lot of friends.
10. Can do business as a family.
11. You will be getting royalty.
12. Can do business in foreign countries.
13. It can be reason for changing not only the standard of our lives but also many others.
14. By giving healthy products , we can get the blessings of many others.





WELCOMING ALL

Why to join in Orien's....?

1. Based on the traditional Indian medicines like Siddha, ayurveda, unani and 7 Chakras method, with herbs and using the new technology, supplementary and complimentary foods have been prepared.
2. Orien's is a company started with a big vision.
3. Since there are varieties of products, we can share our products with everyone according to their needs .
4. Excellent and simple business plan, where everyone can earn income.
5. Through **O₂ - Educational system**, everyone can understand this business and win in a good way.





WELCOMING ALL

O₂ was formed to do the necessary help When a distributor joins newly in this business, to help him be the best winner in this business , to move forward, to duplicate correctly, to work joining hands with the up-line and to work with down-line sharing unanimous views .

It helps each person joining in O₂ to create Orien's business opportunities throughout the world, and win with honesty, confidence and joint efforts.





DREAMS & THOUGHTS

Dreams are deep vision of future.

Thoughts are the reason for some people to win and for some to achieve. Those actions are formed in their thoughts, then it evolves as desire and a dream is formed. This is the real dream. This is the dream that helps to achieve, a dream is deep vision of the future.

A victorious person's dream is a vision that looks to the future and belief. It is possible to make it a reality only when there is a dream. For a dream to bloom the desire should be strong, it should act as the foundation and motivation.

Moreover, it should always be a burning desire. You should always visualize your dream as a picture in your sub-conscious mind. You should find reasons for your dreams to win.

So to win, write your dreams in an order. Visualize it in the screen of your mind. Keep upgrading it as thoughts. Find new desires; do not let anybody rob it from you.





DREAMS & THOUGHTS

Dream is a locker which includes all desires. But a goal is where a date is fixed to achieve it, and you are determined to achieve it on that day. We can divide goals as two types and schedule them as short term or long term goals, when we keep them in a place where we can see it often, our mind will pledge to do it immediately.

That is, if your dream is to buy a Benz car , and for example your age is 30 , if you have a dream you can get it even when you are 60. But only if you have a goal you will get it when you are at 35 or 40. The more significant your dream is , Victory will be accordingly.





DREAMS & THOUGHTS

Your ambition in Oriens...?

1. The quality of life and income that you expect from **Orien's** business.
2. How much extra income is required for your needs?
3. Are you willing to do **Orien's** trade as full time or part time?
4. The maximum time that you are going to allot to **Orien's** business?

Daily ! Time
Week ! Day
Month ! Week
Or a particular time

5. Your other ambitions and activities.





LET US SET THE TARGET



We welcome you to the victory organization

Now you are a member of the world's best company.

By joining in our company, you will have the best health, wealth and a bright future.

You can.

In our company, whatever background you are from and whatever your qualification is, you can make a good income.

Success is only through your unique identity.

If you follow the activities of this business, definitely you can win.

Success is easy.

You can work only for a little time and get big wealth and opportunities. Our company will take you to the path of success. Your victory will depend on your efforts, clear plans and stability.

Your business starts from this minute...





LET US SET THE TARGET

**Success is at your feet,
Orien's is creating the way for you**

Whatever your ambition, there is no worry. You will achieve your ambition and be victorious. First you will have to know that you are the only one between you and your success.

Orien's Business

It is your business. you are not going to act alone in this. We will be with you and give demonstrations and motivate you to act. Here you can, express your talents to the maximum.

But the efforts and the responsibilities required for it should emerge from you.



**You ,
you are
the only
important
reason for
your victory.**





USE ORIEN'S PRODUCTS...

**To become a success you definitely
have to use Orien's products**

If you use, you will start talking from your deep consciousness. You will talk with confidence. When you talk like that, what you say will create belief in their mind in the very best way.



Moreover, they will believe that when they eat these products, it will definitely give benefits. So Only when we believe, each person whom we talk to will believe.

So, if there has to be a belief inside us, we have to use these products. All those who have emerged victorious in this business say the same. So, let us also follow the same to be victorious.





USE ORIENT'S PRODUCTS...

Moreover, take photographs while using the products, before and after using the products, because showing a picture will be equivalent to talking 1000 words.

Only when we use these products, we can talk what we have felt from our heart. Only then that will reach other's heart deeply.

For you to be victorious, definitely you have to use Orient's products.

Let us use Orient's products.





USE ORIEN'S PRODUCTS...

We will simplify the methods to generate your income.

All kinds of income will depend on that particular person's approach.

We will offer our company's products to our distributors and consumers.

- ✦ When you join our company, you will get all the products at the rate which distributors get. When you sell this to the consumers you will immediately get the retail sale profit.
- ✦ When people in your group introduce new people, you will get indirect incentives.
- ✦ Every time your capability increases, your incentive levels will also increase.





USE ORIEN'S PRODUCTS...

The benefits that you receive by growing , using maximum products...

- ✦ Your health is restored.
- ✦ People around you will definitely notice the progress that takes place in your looks and health.
- ✦ They will try to approach you and would like to know the reason.
- ✦ In a right time as this you can tell about the benefits of our company's products, by that you can explain the benefits that you received and ask them to use our products.





SHARE YOUR EXPERIENCE...

Share your feelings and experiences briefly with others

- ✦ Who are you?
- ✦ Where do you come from?
- ✦ What are the physical problems that you faced?
- ✦ What all products did you use?
- ✦ How long did you use?
- ✦ What kind of changes did you feel?
- ✦ What are the positive thoughts that you have about the products and company?
- ✦ Have knowledge about the details of more products.
- ✦ Share the benefits with others that you get by using the products.
- ✦ By using more products yourself, you can make others understand easily.



SHARE YOUR EXPERIENCE...

- ✦ Don't just talk or explain about the products, share your experience also at that time.
- ✦ By using our product, You will see excellent changes in your body , energy very soon.
- ✦ The very best example you show to others will be the changes that takes place in your looks, activities and feelings.
- ✦ If there are no examples about you at present, you can ask from your group leaders.
- ✦ Always be with a bright smile.
- ✦ Wear jewels, dresses in appropriate colours.
- ✦ Style your hair in a natural way.
- ✦ Always be steady.





SHARE YOUR EXPERIENCE...

The fundamental aspect of **Orien's** business is to share with friends, relatives and acquaintances the experience of using these products , about the great qualities of this product and to tell about the business opportunity is very important . That's why listing is important.

Our goal is, the more opportunities we give to people the sooner we will succeed. So we have to make a list of maximum number of people. Moreover, this should not be prejudged. Some people, when they are asked to create a list , would say that the name is in the mind and the address is in the book. A list like this is not a real list.





PREPARE NAME LIST



You have to write this in a separate booklet, seek your sponsor's help for this. He will help you to create a better list.

We can create two kinds of name lists.

- 1.To sell products
- 2.To give business opportunities

The second list can be further divided into two more categories

- 1.People who are to be given the first opportunity
- 2.People who are to be given the Second opportunity



PREPARE NAME LIST

1. People who are to be given the first opportunity

- A. Close relative (or) friend
- B. School college friends
- C. Colleagues and trade (or) business associates
- D. Neighbor

2. People who are to be given the second opportunity

- A. Relatives relative , friends friend
- B. Creating new friends
- C. A previous neighbor





PREPARE NAME LIST

You can further divide this into three types and provide business opportunities

1. Locat List

Create a list of people who stay within a distance of 100 km. Only then we would be able to give our services continuously. You have to give first importance to this list.

2. Domestic list

When the first list gets over , our basic talents would have grown. Moreover, our O₂ will be very supportive of this.

3. International list

Our **Orien's** Company presently gives business opportunities throughout the world. So to do business all over the world, if your friends or relatives live in foreign countries, get the addresses from your sponsors and you can expand your business there. O₂ will provide good help in this.





GIVING BUSINESS OPPORTUNITY OR WELCOMING

- ✦ Let your sales kit always be with you.
- ✦ Always wear **Orien's** badge.
- ✦ Show your business related booklets to them.
- ✦ Show them the video tapes or **CDs** about Orien's activities.
- ✦ Invite them to business meetings, customer interactive meetings.
- ✦ Show them books about **Orien's**.
- ✦ Invite your customers to program meetings.
- ✦ Show them the **catalogue** about the products. Invite them to small functions that take place in your house.
- ✦ Make them know about the victories others in **Orien's** have got.
- ✦ Make them look at **orien's** website.





WELCOMING



What you have to say to people whom you know

First, share with your friends, relatives about new products.

Invite your relatives to your house or you visit their houses.

Understand the needs of those to whom you talk to. That will help to initiate the conversation.

The physical health products that have come now are really very beneficial to me. **I would like to share the good products with you like.....** , start your speech like this and tell about the victories of your group leaders.

I have started a new business. Tell them **“you can also help me in this business”**. In this world true friends never refuse to help.



WELCOMING



I have started a new business. Tell them that you would like to ask for their suggestions. Your friends will happily welcome the fact that you like to get their suggestions.



WELCOMING

“Our **Orien's** company is about to expand its business. Do you know that? Now you can continue in your job and as a part time business you can get a good income from this business. Can you help me?” Ask them and let them know about our business directly.

Some may avoid your phone calls. But say the following so that it is recorded in their phone. Greetings, I have called you for a very good reason. A very good product that helps to keep our body healthy and our looks youthful has been very beneficial to me. I would like to share about the products to you. if somebody else also would like to know, Please let me know their contact no.

Greetings.. I have called you for a very good reason. A new company where i have joined is looking for part time distributors. I was immediately reminded of you You, that you can earn a good income working part time without affecting your other works. Let me know your thoughts.





WELCOMING

A person whom you have not met
till now is also your friend.



- ✦ Make efforts such that they easily get the notices , leaflets and books relating to O_2
- ✦ Collect address and phone numbers of people living in the streets of other areas.
- ✦ Distribute leaflets in places like shopping centers, parking lots, crowded places, higher secondary schools, exercising sheds , entertainment clubs, restaurant (with their permission).
- ✦ Make sure that all the leaflets has your contact number and address.



WELCOMING



Giving business opportunities (or) welcome

Win joining with O₂

Some people are scared to tell about the business opportunities to others. Because they think that others will think or say something wrong, but what you first have to know is, when you give this **Orien's** products you have to believe whole heartedly that you are telling it to create a change in their lives and to give them financial freedom. In spite of that some people might say bad things and insult you. But that is your first step for success.



WELCOMING

Ways to invite:

1. Meeting directly
2. Calling through phone
3. Email
4. Through friends

In whatever way you invite, using the Curiosity Approach only will be the best. When you call somebody do not call this as network or multilevel marketing or Orien's, tell them that this is a business opportunity that will change your living standards and if you would like to know about this please tell me a suitable time. At that time you have to fix an appointment and create an opportunity to meet in person.

Things to do when you call a new person:

1. You have to create interest.
2. You should combine their business (or) trade and talk.
3. You should be active and act fast.
4. The person you have invited should not be there because of your force.
5. The meeting place and time should be specified correctly.
6. Don't talk too much but talk with emotions.
7. Answer the questions that they ask to know about the business opportunities.





WELCOMING

Do not do:

1. Do not be anxious. Speak naturally.
2. Do not fear.
3. Do not talk too much over phone.
4. Do not argue about products and business.
5. Keep conversation in control.
6. Do not plead or hide things from people.
7. Do not talk without confidence.





WELCOMING

- ✦ Start talking about a person's health and beauty.
- ✦ Sending them brochures about products through post , email etc.
- ✦ Introducing new products.
- ✦ Inviting them for lunch and through that making them know about products.
- ✦ Sharing it with others.





SHOWING THE PLAN AND PROCEEDING

SHOWING THE PLAN AND PROCEEDING

When we are trying to provide business opportunity to a person, we should meet the person directly offer them the business opportunity. That is showing the plan. Thus, When we are trying to provide **Orien's** business opportunity, only when we try to meet the person directly we can tell them with complete, clear explanations. To show them the plan we can act in three ways.

1. Meeting directly (one to one)
2. Meeting at home (Home meeting)
3. Orien's business opportunity meeting (OBM)





SHOWING THE PLAN

Meeting directly

The methods to make a direct meeting the best.

1. The meeting can take place in that person's home (or) your house or a place common to both.
2. This meeting should not be for more than 30 minutes.
3. Dress neatly.
4. This meeting should be more for understanding the ability, dreams, ambition, the status of the house etc of the person whom you have invited.
5. Do not start talking about the business opportunity right at the start. First ask about their well being and then show the plan.
6. If they are a couple, Show them the plan when they are together.





SHOWING THE PLAN

7. While showing them the plan, tell them often to attend OBM to know more.
8. Do not argue.
9. Screen the video scenes.
10. Tell the truth alone.

Home Meeting

This home meeting should take place either in your house or in your distributors house. If this meeting takes place in the presence of 4 diamond (or) 5 diamond distributors who are in your up-line it would be excellent. It would be good if the number of people in this home meeting does not exceed 20. We can have these meetings in the evenings.





SHOWING THE PLAN

Ways to make this meeting the best:

1. It should be taken care that the meeting does not exceed 1 hour.
2. Your sponsor and you should dress (formal) appropriately for the business.
3. Before the meeting , you should make arrangements for the chairs , board , marker etc .
4. Start the meeting exactly at the time you had specified.
5. Do not tell to the people who have come, about people who did not come after inviting. Even if only one person comes for the meeting do not be disheartened and carry on the meeting in the best possible way.
6. Show video scenes.
7. See to it there are no children, television, radio, pet animals around the meeting place.
8. Do not serve Tiffin while the meeting is taking place.
9. The person who arranged the meeting should start addressing the group with interest. After speaking for 5 (or) 10 minutes, introduce the sponsor as a successful distributor in an excellent manner.
10. Be Loving and be with a smiling face.
11. Show the video scenes while the meeting ends.
12. Tell only the truth .



SHOWING THE PLAN

OBM- ORIEN'S BUSSINESS MEETING

Orien's business opportunity meeting takes place twice a week , once a week , monthly once all over the world in certain cities on behalf of O₂. This meeting will take place in the stockist place or halls or hotels in the presence of people in the higher levels. Find out from the people in your up-line who are above 4 diamonds, about where in your city or in which close-by city these meetings take place and take part in them. The level at which you and the distributors in your group take part in these meetings will decide the level to which your group will succeed.

Follow Up

For a person to succeed in Orien's, it is essential to follow up, there are two types of follow up.

1. Follow up of people using Orien's products
2. Follow up of people who showed the plan

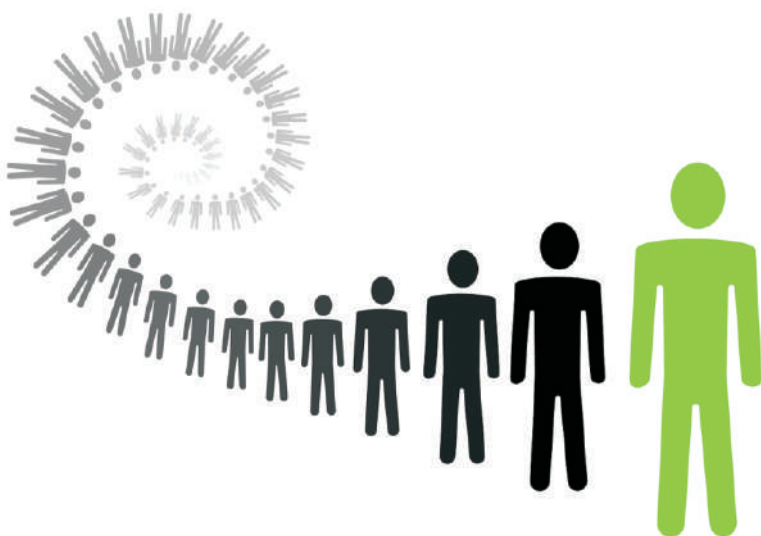




FOLLOW UP

It is very essential to follow up people using the products, because when you just give them the products they will definitely not use it. They will have lots of doubts in their mind. When they have so much of doubts in their minds, they will not take our company's products in the right quantities at the right time. Then the right intention, with which we gave it to them will not be fulfilled. The following are the benefits of following up a person.

1. He will be relieved of his problems quickly.
2. Stocks will be bought again and again.
3. There will be more retail sale.
4. There will be more confidence about the products.
5. Since he is satisfied he will introduce more people. Through that more retail sale will happen.
6. There is a lot of chance for him / her to join as a distributor in our company.





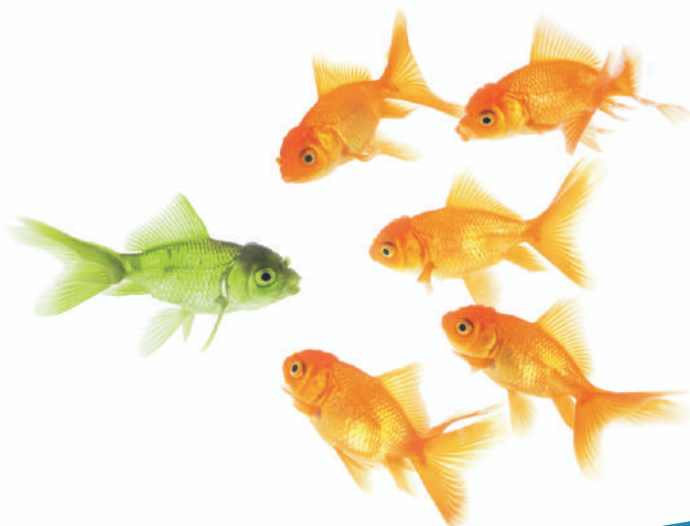
FOLLOW UP

Following up the person to whom the plan is shown:

This follow up is very essential, because a person is not going to join in this business as soon as he see the plan. From his point of view, he will have questions in his mind about whether he can succeed in this business. Moreover, he might think of consulting with someone. So many will hesitate to decide, thus it is very necessary to follow up even after showing the plan.

Some methods, tips for follow up :

1. You have to fix the time for following him up.
2. After showing the Plan, give them Orien's or Orien's related booklet, cassette and ask them to read, hear or see it. You can tell them you will come and collect it later.





FOLLOW UP



3. It is better to follow him up in the next 48 hours.
4. You have to act in a way that creates respect and confidence on you.
5. You Should not force.
6. You Should create dreams.
7. You Should help to decide.
8. You can tell about the methods of many successful people's achievement.



FOLLOW UP



When you follow up a person, probably these are the questions asked or the reasons told:

1. I don't have time.
2. I don't have money.
- 3 Do your products work?
4. It is very expensive.
5. Can i win in this?
6. I don't know many people.
7. Will sales suit me?
8. I don't want to spend my family time.
9. Will this business also end?
10. Why should i come to this business ?



FOLLOW UP

The purpose of following up a person:

1. Giving more information.
2. Make them know what to do next.
3. Answering his refusal (or) questions.
4. Showing him the plan again.
5. Inviting him to the upcoming meetings
6. Making him use the products.
7. Making him your distributor.
8. Getting introduced to the people known to them.

Following up a new distributor:

When a distributor joins Orien's is he will not know some details. By following him up, he can be a better success. While following him up:

1. We should create dreams.
2. We should make them use the products.
3. We should help in creating name list.
4. We should be with him and do some calls.
5. We should arrange some meetings along with him.



FOLLOW UP

6. Give them information about the upcoming meetings and you should come along with them for the meetings.
7. Should help them listen to cassette , read books.
8. Should help them set goals.
9. Tell only the truth
10. Should help him join Orien's and learn about the above said things.

When we say the above things to a new distributor, he can be the best success. Moreover, for him success is a long journey . To make the journey excellent, motivate them to be steadfast in hard work, relentless, confidence and follow up.





DUPLICATION



Duplication

This business is a business of duplication. Because many victorious people say this is the reason for their victory. That is , this is a new kind of business . When we know that If we learn how the people who gave us this opportunity became successful and duplicate the same we can become victorious , then there is no need to follow a new way. We have to duplicate what our up-line distributors say. We can definitely believe that whatever he says is for our success only. Whatever you have to follow is given clearly in this book. It is enough if you follow it.



HARD WORK

Build to Depth

There is a saying **“It is better to plough deep than to plough wide”**, the same way the deeper we dig the stronger our group will be. The same way business will also be good. To make our group better, to make each member of our group a success, digging deeper is very essential.

Belief - Confidence

For each person to be a success, abundant confidence lies as the biggest reason. So to do our work in the best possible way, to be interested in that, we should have confidence.

1. **Orien's Company**
2. **Orien's products**
3. **Orien's business plan**
4. **Orien's success methods**

Above all, we should believe in ourselves first. When you join this business you should feel **“I can win in this business, I will work hard as much as i can”**, and if you believe the aforementioned things you can definitely win.





VICTORY

Moreover, It is important to do this business

1. **Continuously**
2. **Persistently**

Secondly, Read Orien's book every day. See Orien's convention CDs and there are many training in Orien's.

(For example)

1. **Orien's business opportunity meeting**
2. **Training for new distributors**
3. **Training about products**
4. **Training for leaders**
5. **Self development Training**

Orien's is ready to give you these trainings continuously and take you to the winning track. If you are prepared, success is definite. As soon as you read this, contact the person who introduced you or the stockiest, who lives close-by and find out when and where the next OBM is going to take place and participate in that. You will get a lot of explanations there. Orien's wishes you whole heartedly for your success.

If we believe the following we can be the best success very soon.

**“All the best
Success is definite”**







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