

BUSINESS EDUCATION SYSTEM –CNI BES

BUSINESS OPPORTUNITY SEMINAR (B.O.S)

Intro

1. Good evening, all CNI partners and entrepreneurs. My name is _____ and I'm an Agency Manager _____ CNI. Welcome to tonight's Business Opportunity Seminar.
2. I believe today we all work hard because we want to achieve a better and happier life, for ourselves and our families.
3. A better and happier life includes:
 - 1) Wealth or enough money to spend
 - 2) A healthy life style
 - 3) Uncommon freedom
4. However, there are some people who work hard all their lives and manage to achieve wealth, but sadly lose their health. Some have wealth AND health, but lost freedom.
5. Some are less lucky, although hardworking throughout their entire life, in the end, does not own anything and have lost everything.
6. How can this happen?
7. Since the agriculture era until the industrial era in the 20th century, and the ensuing information technology (IT) era in the 21st century, the next revolution is inevitable.
8. We must be aware, that for every revolution, there will surely be someone sacrificed or drop out from the race. Will you be the one?
9. Allow me to ask a question, when was the last time we wrote and sent a letter? I think it's been a long time.
10. Why? In this IT era, we can communicate rapidly, faster and cheaper through fax, e-mail, internet, sms, mms, etc.
11. Therefore, many do not write anymore! Will the rice bowl of workers in paper factories, printing, ink factories, and postal services be affected? Of course, because the owner or employer do not need that many workers anymore.
12. We have to be prepared for the future, to think of the possibility that we may be overtaken by this IT era.

13. So what do we have to do? A financial expert and advisor to two ex-American presidents once said, “The wealth of man is created by the consumer.” This particular financial theory has never changed since then.
14. This means that generally our life cycles are almost the same – work, get salary, spend, and back to work, get salary, spend.
15. Although we need to spend, why not we spend while in a business? This means that we become consumers of our own products, besides being a businessman.
16. However being in a business is not easy, if there is no capital, no experience, high risk, what if we fail?
17. Ladies and gentlemen, tonight, I would like to introduce to you, a fantastic golden opportunity, which is the CNI business opportunity.
18. This business opportunity concept is known as multilevel marketing or MLM. This concept has been around for about 100 years now. Opportunity such as this has been proven to bring success to many through CNI.
19. In addition, the uniqueness of CNI business opportunity is that you only need a small capital, with no particular paper qualification or experience needed. If you carry out your business with an honest and sincere heart, you do not need to worry at all.
20. The CNI business opportunity is special because while you spend, you create wealth for yourself, at the same time obtaining health and freedom.
21. Ladies and gentlemen, I hope that all of you here will listen to the following sharing with all your heart and a positive mind. Of course, a successful business opportunity would be backed by an established company. To know more about CNI, let us watch together this video presentation.

CNI Business Development Plan (BDP)

1. I hope that all of you understood the CNI business opportunity and also its fantastic product potential.
2. Now, we would like to share with you the way to spend while running a business of your own and how you can achieve your dreams through CNI's business development plan.
3. Maybe you would be wondering how to get the CNI business opportunity and how to be a partner.
4. In fact it is quite easy, you must be at least 18 years old and have paid a membership fee of RM70 only.

As a distributor, you will receive:

- i. A business kit inclusive of free products, worth RM150
 - ii. Monthly CNI NEWS subscription for a whole year, worth RM30.00
 - iii. Distributors' Children Incentive Fund for children who excel in studies
 - iv. Instant retail profit of 20-30% on sale of product to customer or for personal use.
5. How do you start the CNI business? I assume that every day we use many homecare products and also food! We always buy from other people and give the profits to them, why not from today onwards, we change brands. When we wake up every morning, we start our day with quality products from CNI to clean ourselves, the house and take care of our health with CNI health food. This way, we not only save on time and money, but at the same time it gives very excellent returns to us.
 6. After you use quality products from CNI and endorsed its effectiveness, we encourage you to share the CNI business opportunity with your friends and family, and encourage them to consume CNI quality products. This is also known as sponsoring.
 7. Ladies and gentlemen, the CNI business is a high potential business, the more new distributors your group sponsors, the bigger your CNI business.
 8. What is the benefit of you sponsoring more people?
 - i. You will enjoy bonus from the company based on your group sales.
 - ii. You will be promoted to a higher level, based on your group sales performance. This only means you will be enjoying more benefits from the CNI business development plan.
 9. What is the difference between the CNI business development plan as compared to other direct selling companies?

There are 4 special items in the CNI business development plan:-

1. Fair ----- You are not the first one to participate in CNI, and you will definitely not be the last. In the CNI business, whether you are fast or slow, regardless your education background, your success depends on the amount of effort you put in.
2. Practical ----- All the benefits in the CNI business development plan have been achieved by Million Diamond Agency Managers, the highest level to be achieved in the CNI career. Now hundreds of people from simple backgrounds have the opportunity to be a Million Diamond Agency Manager. Therefore, it is not impossible for you to follow in their footsteps of success.
3. Accumulative ---
--- All the collective effort by you and your group will be accumulated from time to time without limit. As a CNI entrepreneur, you definitely will have the opportunity to achieve the highest level in the CNI business.
4. Profit Sharing--- No other company can offer this special feature. The benefits you enjoy in the CNI business development plan is not only based on your group sales, but from the Company's sales total. Hence you are like a 'share holder' of the Company, because all the sales are associated with you.

10. So how do you get promoted? Firstly, you have to understand the meaning of the following 4 terms: -

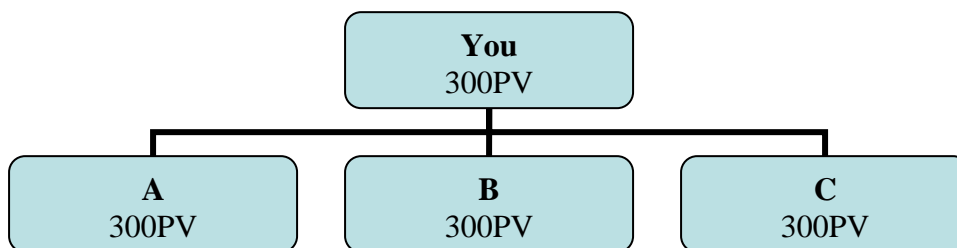
- PV Promotional Value
- BV Bonus Value
- DP Distributor Price
- CP Customer Price

Example:-

11. There are three levels in the CNI promotion system, which is the distributor level, leader level, and executive level.

12. Distributor promotion:-

Level	Qualification (Accumulative Group Sales)
Gold Distributor	10,000 PV
Silver Distributor	5,000 PV
Bronze Distributor	1,000 PV
Distributor	0



Note: Personal Group Sales 1,200PV, therefore you qualify to be promoted to Bronze Distributor.

Benefit: 18% Performance Bonus
 Qualification: Personal Sales 100PV

Special Package Suggestion:

GHO Basic Package **150PV** x 2 = **300PV** (normal 106.40 x 2 =212.80PV)

13. Promotion to Leader Level:-

Agency Manager

Qualification 1) Accumulative Personal Group Sales 15,000 PGPV
 2) Achieve 2,000 PGPV in the said month.

Benefit 1) 14% Leader Bonus.

Qualification 1) Personal Sales 100PV
 2) Personal Group Sales 2,000 PGPV

Special Benefit 1) 2% Bonus for Highest Personal Group Sales
 2) Invitation to AAMT (Active Agency Manager Training)

Qualification 1) Personal Sales 100 PV
 2) Personal Group Sales 5,000 PGPV

14. Promotion to Executive Level:-

Level	Qualification (achieved in 1 month)
Million Diamond Agency Manager	5 AM x 20,000PV or 6 AM x 10,000PV & min GGPV 150,000 (in any 3 months within 5 months)
Diamond Agency Manager	4 AM x 20,000PV or 5 AM x 10,000PV
Emerald Agency Manager	3 AM x 15,000PV or 4 AM x 7,000PV
Pearl Agency Manager	3 AM x 7,000PV or 4 AM x 5000PV
Ruby Agency Manager	3 AM x 2,000PV

Benefit of Executive Level:-

1. ERT or Executive Round Table
2. Overseas Trip for Husband and Wife
3. Executive Bonus 3.75%
4. Car Fund Incentive 3% + Cash RM8,888
5. House Fund Incentive 2% + Cash RM30,000
6. Recognition in CNI NEWS

15. Ladies and gentlemen, this is the extraordinary CNI business development plan.
16. It is proven that CNI can give you material wealth, financial gain and also spiritual fulfilment, which in reality gives you uncommon freedom.
17. You may feel doubtful, because you have never done any MLM business before, you have no experience, etc.
18. Actually you have nothing to worry about because CNI has prepared the CNI BES Business Education System just for you. When you participate in BES, you will be trained to be a professional and successful CNI entrepreneur.
19. The CNI BES Business Education System
20. Ladies and gentlemen, with this CNI opportunity, we have helped many common people become uncommon people, and their dreams became reality.
21. For example, Million Diamond Agency Manager _____(example)
22. Ladies and gentlemen, did you realize that a message have been sent to you by the Million Diamond Agency Manager? Clearly with the CNI business opportunity, you career is not determined by your background, but your determination. This is because every person deserves the opportunity for success through the CNI business opportunity.
23. Ladies and gentlemen, make your decision tonight, take the CNI business opportunity to change your life! Thank you!