

15<sup>th</sup> May, 2014

## FREQUENTLY ASKED QUESTIONS ON SMART SELLERS SERVICES:

**1. IS IT REALLY REQUIRED TO GO FOR THESE SERVICES?**

Yes it is required because you have tried your ways; now give a try to an EXPERT, who knows it how to do & what to do.

**2. IS IT RIGHT TIME TO START THESE SERVICES?**

Business is daily affair, it is never seasonal or occasional affair, so don't wait for right time, do it now & then think.

**3. WILL IT BE ADDING TO MY EXPENSES & PROBLEMS RATHER THAN SOLVING SOME?**

No it won't be adding to your expenses & problems rather it will be controlling your unwanted expenses & solving your problems.

**4. WHAT IS GURANTEE THAT THE SYSTEM INTRODUCED BY SMART SELLERS WILL WORK?**

The solutions provided by Smart Sellers are time tested over 35 years & proven in more than 32 industries, so why worry.

**5. I KNOW MY BUSINESS VERY WELL & IT IS QUITE IMPOSSIBLE FOR GROWING THE PROFITS & MARGINS.**

Yes you know your business more than us like you know your child, but when it comes to developing your business you must take expert's help in order to grow the business without being emotional as in the case of child. The expert knows how to turn the market favourable for your company.

**6. I KNOW THE KIND OF PEOPLE I AM HAVING & THEIR LIMITATIONS, SO NOTHING CAN CHANGE THEIR MIND.**

Yes we agree with you that you know your people very well & if really care for them then let expert do the needful, rather than you expecting them to realize & grow.

**7. THE MARKET IS VERY LOW & I DON'T THINK IT'S GOING TO CHANGE SOON.**

We also do not change the market situation but ensure that our client get the bigger market share as compare to their competitors. The market situation is changing & so as the company thinking need to be changed.

**8. HOW CAN AN EXTERNAL CONSULTANT CHANGE THE THINGS WHEN HE DOESN'T KNOW ABOUT OUR INDUSTRY?**

Yes what you think may be right, but it's also an advantage when you have consultant who is not from industry, who will be rather neutral to its trend & will be more effective than the industry experienced person.

**9. CAN I ABLE TO AFFORD ALL THESE ADD ON EXPENSES FOR WHICH I AM NOT READY?**

Yes you can afford all these add on expenses, because what you are doing is wasting lot of time & valuable resources either underutilised & not utilised up to its fuller utilisations. And once the development process is on the growth in business has to come, so you can afford all these expenses from increased business.

**10. IF IT DOESN'T WORK WHAT WILL BE THE AFTER EFFECTS?**

Why think negative when you have believed in Smart Sellers' efficiency, which you have gone through with no., of meetings & presentations. So stop worrying & enjoy the fruits.

**Follow these easy steps to begin our activities:**

**UNDERSTAND US:**

Understand the concept very well, as well as the person who is telling this, before proceeding further.

**ACCEPT US:**

You need to accept us 100%, as what we are & not the way you want us to be.

**BELIVE US:**

If you have understood the concept very well & accepted us without any doubts then it's very easy for you to Believe us 100%.

**PAY 100%:**

After all above 3 steps what you need to issue the payment, only if you are 100% convinced on 1<sup>st</sup> 3 steps & not otherwise. Because any free or wrong advice can ruin the show.

**FOLLOW US 100%:**

Just follow the process introduced without any doubts, because all these come from our 35+ years' experience.

**ENJOY THE SUCCESS:**

Now since the system is in place you need not worry about your business & the people who are doing it, let system take care of your people & business. You may go for a long awaited holiday with your family.

If you still have any other query, please do not hesitate to revert back to us.

With regards,

For Smart Sellers Mktg. & Mgmt. Consultancy Services,

BIPIN P ANGOLKAR, Chief Mentor.