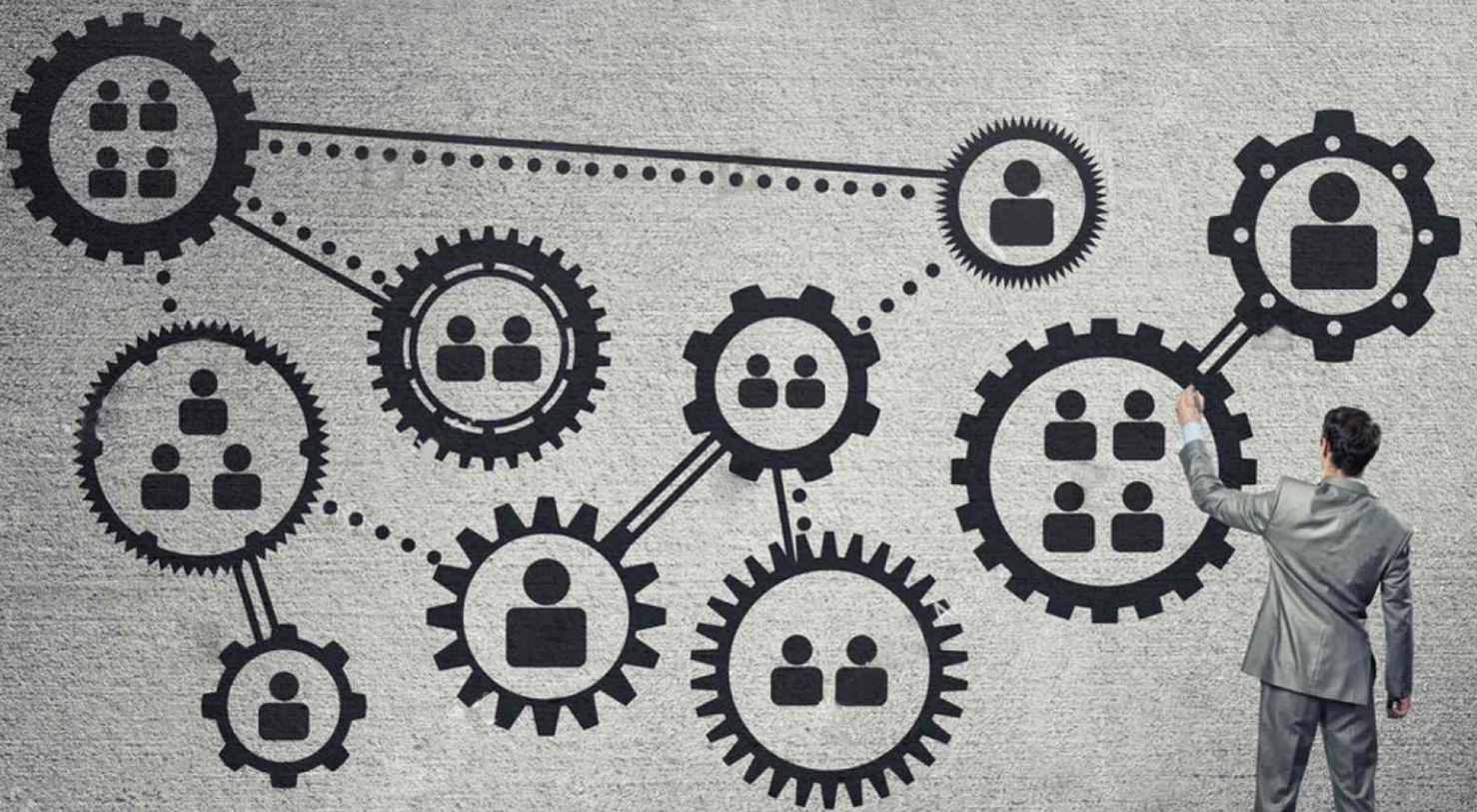




E-Magazine
Year 1 Vol. 5

Team Management



ALOE BABY

HAIR AND BODY WASH

Enriched with Aloe Vera, Neem, Lemon, Tulsi and rose petals, it has anti-bacterial, anti-septic and anti-fungal properties. It does not hurt the eyes, keeps the skin soft, eliminates dryness and keeps the hair dandruff and lice free.



Do read IMC E-Magazine to know more about Swadeshi, Ayurvedic and Business Revolution?

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 - Mega RAS Dr. Satyan Bhatia
- Website:
www.imcbusiness.com
 - Star Achievers of November Month Crown President Star Associates, Ambassador Star Associates, Chairman Star Associates, Diamond Star Associates, Ruby Star Associates, Gold Star Associates, Silver Star Associates.
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Monthly E-Magazine



"You don't need a fate line in your hand, in fact, all you need is determination and fearless spirit to change your destiny."

 **Dr. Ashok Bhatia**
Founder and Chairman, IMC

How to defeat Doubts and Fears to reach your Goal?

Leading a successful and meaningful life is a dream of many. Often many of us plan our annual goals and targets in personal and professional life but only a few of us accomplish them. New Year's resolution are also the promises, that we all make, whether of changing our lifestyle, starting a new hobby or expanding our business, but how often we keep them? Have you ever wondered, what stops us from achieving our goals? Have you ever pondered why our dream life is out of reach? How often opportunity strikes us, but our fears and doubts become the chains of our feet and stop us from grabbing them? Everyone wants to be successful, rich and famous, but why is that only few of us only succeed?

When we fail to accomplish our goals, we blame it on our destiny, but is it

just the destiny that decides the course of our life?

Napoleon was a warrior who dreamt of conquering the world. Once he went to a palm reader and asked, "Do I have a fate line? Will I be victorious and conquer the whole world? The palmist held his hand, studied it deeply and said, "You don't have a fate line." He took out his knife, dig it deeply in his hand and made a fate line. He went away determined and conquered half of the world except India.

"If you want to be successful then don't doubt your dreams."

Prioritization of goals: What do you want to do in life? You have got a life as a human and what do you want to accomplish in this life? Having a goal defines who we are and gives direction to our life. Goals give clarity and

make decision making easier because while making goals we plan what we want to achieve and how we want to lead a life? Prioritizing of goals is essential as it gives time to plan strategies and act accordingly. So, when you are confused, what to do or how to achieve your targets then reflect on your goals and prioritize them. It will help you to gain self-confidence and you will be able to take better decisions with a balanced and optimistic mind.

Keep “What” and “If” separate: “What” and “If” are two beautiful words but when used together, then they have the power to play with your mind and scare you. Imagine an opportunity knocks your door and that's what all you prayed for. But then somebody asks you, What if you fail? A simple question will make you shudder and you will think twice whether or not to grab the opportunity. These are two words when used together have the power to cloud your mind with fear, doubts and apprehensions. So, when opportunity knocks your door ask yourself, “How much time and effort I can give?” Not What if I give all my time and efforts yet I fail?

Don't doubt your faith: Faith on self is one such quality that can take you ahead in life. Even the world-class leaders say that if you have faith in yourself then the sky is your limit but if fear predominates you and your head is filled with doubts then even getting out of the house will make you shudder. So if you're convinced that your goal is practical, smart and achievable then don't be scared of challenges, don't be deterred by the obstacles in your path and especially don't doubt your faith and decision. Remind yourself, **“Fire inside me is brighter and fiercer than fire outside me.”**

Conquer your fears: *You must be aware of Warren Buffet, the third richest man in the world. He is a stockbroker and at the age of 21, he started his career. Even though he was very good with numbers and stocks but one thing that made him sweat was public speaking. He was terrified of addressing a large audience, holding the mike and even introduce himself in front of a large audience. But, soon he realized that his fear is controlling his life and career. He decided to overcome his fear and purposely started to give lectures and address the audience. From small groups to students and finally public seminars that's how he conquered his fears and became the most celebrated public speaker in the world.*

Friends, do you realize even the world's third richest

man had fears? Even he doubted his skills and capabilities? Doubts and fears are part of life but if we stick to them and don't try to walk past them, it becomes our identity and obstructs our success. So, if you are scared of taking a step forward to fulfill your dreams then beat your fear and take a leap of faith.

Stay determined: Determination is the key to success. One of the main ingredients of accomplishing a target is not hard work but persistent efforts to accomplish them. Being firm on the path, however difficult it is and even after repeated failures is what it takes to emerge victoriously. The only way to get rid of doubts and fears, the only way of making well-thought decisions, the only way to make the most of the opportunities that come your way is by being determined, focused and fearless.

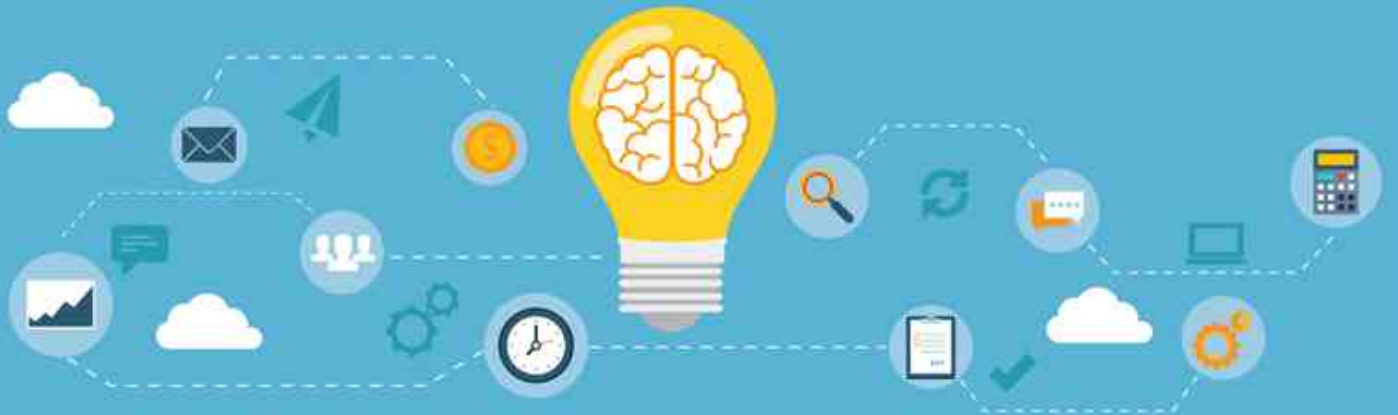
Decision-making skills are not what we can develop overnight; it is a practice that needs to be done every day. One cannot overcome fears, apprehension and doubts in a day, it is a daily practice. But one thing that everybody should keep in mind is never making a decision while sad, angry, upset or happy. Decisions should be made with a calm and relaxed mindset only then you can have unbiased decision and plan for long term.



“It is in the moments of Decision your Destiny is shaped.”

Team Management Skills:

Leading the team like a Head not like a Boss



A team leader plays pivotal role in keeping the team integrated and motivated. A leader alone cannot work and take the team to the top or yield maximum results.



Mr. Satyan Bhatia
Managing Director, IMC

“If you want to go fast, walk alone, but, if you want to go far then walk with your team.” Or “Unity is Strength” These are the quotes that we have heard in our day to day life and try to implement in the corporate world. But often people want to become a team leader or head of the department but they do not realize what it takes to manage a team. Remember, a strong team can move mountains, create records and history but alone even a team leader cannot do anything. ***Once there was a king who had a military of ten thousand soldiers and the enemies had a large army. But the king with a small military force won the battle because of his strong leadership and unity in the team.*** If you think about it, it's impossible to defeat an army that

has outnumbered you but with grit, determination and unity in the team, nothing is possible.

A team leader plays pivotal role in keeping the team integrated and motivated. A leader alone cannot work and take the team to the top or yield maximum results. Best of the companies like TATA, Birla, Reliance and even IMC is focusing on creating a strong backend team to support the associates and customers. Even a company cannot grow and become a renowned company all alone; it takes ceaseless team efforts of various departments in a single direction to bring fruitful results. Similarly, if our associates want to have a strong team and network across the country then, it

is important for you to understand that you cannot be successful alone but along with the continuous efforts of the team, you can create a strong network in India and overseas. *Once in a forest, there was a pack of lions that used to hunt together and animals of the forest were really scared of this particular pack of lions. The head of this pack, Simba was a ferocious hunter and was very fast. With time, he became boastful about his skills and arrogant towards his pack. One day full of pride, he declared that as he is the most powerful, strong and fast lion and because of him they hunt in large number, so he should have maximum share of the food. The pack was shocked by his decision and a meeting with elders of the pack was called to resolve the issue. When the elders told him that everybody is giving to the best of his capabilities and it is unfair on his part to ask for the maximum share. He was infuriated and left the pack to hunt alone.*

When he started hunting alone, he attacked a herd of buffaloes but was shocked to see that those buffaloes were not scared of him, rather the herd attacked him. Then he ran to hunt the deer and was flabbergasted to see that they ran faster than him and he could not stop them alone. Hungry and tired, he went back to his pack and together they hunted. When united, they again regained control on the forest and Simba became the King of the Jungle. Moral of the story is: When we work together for a common goal, we all will win but alone we can't do anything.

A leader should have team management skills and his focus should be to identify the talents of every individual and assign him work accordingly. It is a quality that will help the leader to keep his professional and personal life different and taken unbiased decisions that will help him lead by example and make a strong team. Only a leader who can manage his team can efficiently get the work done effectively and keep the team inspired.

Team Management Skills that will take you to new heights in your career:

»» As the title says, "Lead the team like a head, not a boss" Our attitude says a lot about us and while managing a team, it is important to have a check on your behavior and attitude. If you are high-headed and a micro-manager then it will not help you in the long-run. It is important to understand that people in your team are working to the best of their capabilities and they might have some weaknesses which need to be pointed out in a professional manner. So, your attitude will matter a lot while creating long-term relations with your team.

»» Meetings and discussions are an important part of team building and management. A team leader should indulge in open discussions with his team and seek suggestions from the team about the events and

projects that need to be organized. It is the responsibility of the head to ensure that the discussions are conducted in a peaceful manner and everyone gets due chance to raise his/her opinion.

»» Right communication between the right people at the right time will lead to prompt actions. Remember, do not dominate your team members and make them feel inferior. Your behavior and communication with the team can make or break the team.

»» A team leader should make policies and process that are team-friendly. Every member of the team should be briefed about his duties and responsibilities, they should be allotted duties according to their caliber and most importantly, they should be comfortable discussing their problems with the head.

»» Transparency in the team is very important and miscommunication should be avoided. This is possible only when the team leader takes an active interest in the day to day activities of each and every member of the team and does not keeps ordering.

»» A team leader is responsible to boost the morale of his team and keep them united. Appreciate the team members publically who are performing exceptionally well. It will make not only inspire him to perform better but also other members of the team.

»» A good team leader knows that criticism should be done personally and Chinese whisper should be curbed. It is normal to have conflicts or arguments amongst the team members, but the head of the team should bridge the gap, resolve conflicts and create an amicable environment as internal conflicts, gossips and nagging will have a negative effect and ultimately break the team into pieces.

»» Team meetings and conflict resolution is an important and crucial part of team management. This will help to resolve differences and retain team members for long.

• To conclude, a leader is not perfect but he is the one who will strive to make you perfect. A leader keeps the interest of his team above him and ensures that every member of his team is growing to its maximum potential.

ALOE ICY HAIR OIL

Cool-Cool Nerves Relaxant

Enriched with
Bhringraj, Brahmi, Aloe Vera, Amla,
Neem, Gudhal pushp, Nagarmotha,
Menthol and Kaphur.



- Ayurvedic Herbs have cooling effects and gives relief from stress, tension, insomnia, headache, fatigue, bodyache etc.
- It is a stress buster and relaxes the nerves.
- It promotes hair growth, keeps away dandruff, prevents premature hair fall, and stops hair loss.
- It keeps the head cool, aids in sound sleep and boosts memory.

Dosage: Gently massage the scalp and hair.



Diabetes is a condition that impairs the body's ability to process blood glucose. When production of insulin is less in pancreas then glucose level increases in blood. This condition is called Diabetes or in layman term is called Sugar. Due to changes in lifestyle, dietary habits, stress and environment, immune system of the body weakens leading to various diseases including diabetes. According to the report of World Health Organization there are more than 42 million people suffering from this lifestyle disorder.

Insulin is a hormone produced in pancreas and is required to convert sugar from food especially carbohydrates into energy. If the production of insulin

A graphic illustration on a light blue background. A white hand is shown with the index finger pointing towards a large, red, teardrop-shaped blood drop. The word "DIABETES" is written in white, bold, capital letters across the middle of the red drop.

DIABETES

is reduced and sugar is not converted into energy then sugar level increases in blood which has an adverse effect on the body especially eyes, heart, nervous system, knees, etc. Scientists have found there are 6 types of diabetes but mostly Type 1 and Type 2 diabetes is common amongst the patients and some suffer from gestational diabetes.

Types of Diabetes:

Type I diabetes: Also known as juvenile diabetes, this type occurs when the body fails to produce insulin. People with type I diabetes are insulin-dependent, which means they must take artificial insulin daily to stay alive.

Type II diabetes: It affects the way the body uses insulin. While the body still makes insulin, unlike in type I, the cells in the body do not respond to it as effectively as they once did. This is the most common type of diabetes, according to the National Institute of Diabetes and Digestive and Kidney Diseases, and it has strong links with obesity.

Gestational diabetes: This type of diabetes occurs in women during pregnancy when the body becomes less sensitive to insulin. Gestational diabetes does not occur in all women and usually resolves after giving birth.

Symptoms of Diabetes

- Frequent Urination
- Increase in appetite and thirst
- Unexplained weight gain or loss
- Fatigue and laziness
- Blurred vision
- Itching on arms, legs and reproductive organs
- Kidney problems and delay in healing of wounds

Reasons

- Family history
- Weight
- Inactivity
- Age factor
- Gestational diabetes
- Consumption of alcohol, tobacco, soft drinks and other drinks leveraged with sugar.

Diagnosis

Diabetes can be diagnosed with a blood test or a urine test which can be done in two parts before meal and after meal.

- **Before Meal Test:** Normal blood sugar level is 80-120mg/dl but if the range is between 120-140mg/dl then it means the person is at pre-diabetic stage.

- **After Meal Test:** If after meal blood sugar is between 120-125mg/dl or less then it is normal but if the blood sugar level is 140mg/dl or more then the person is considered diabetic.

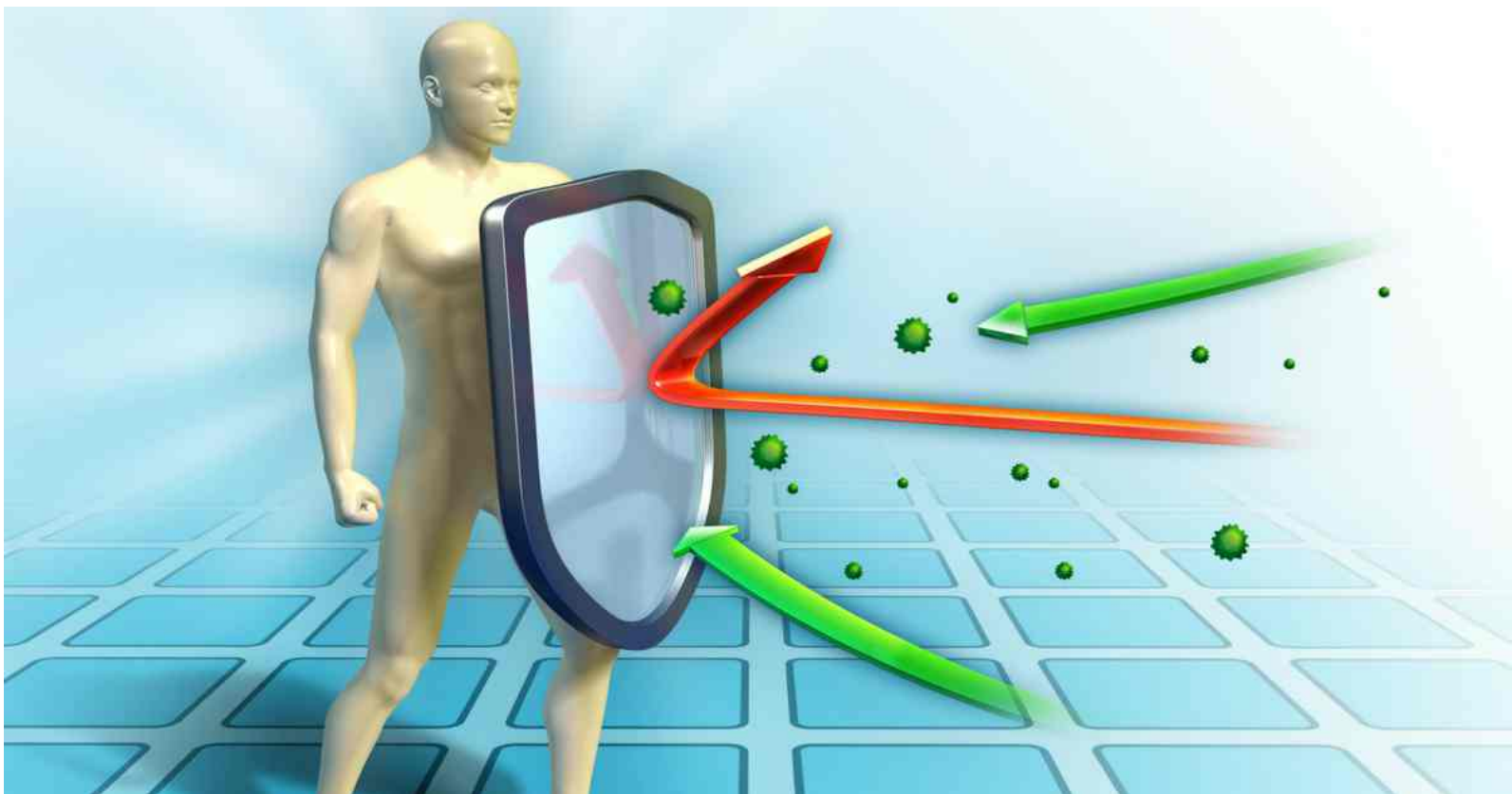
Treatment and Suggestions

- Have a balanced diet including fruits, salad and lentils in your diet.
- Avoid sweets and extra sugar.
- Do regular exercise, pranayama and yoga.

Treatment

- Use IMC Sugar Away Kit and Health Kit.
- Mix 30ml. Aloe Vera, Sugar Away Ras, Himalayan Berry Juice and 2 drops of Shri Tulsi in water and drink in the morning and evening.
- Consume 1 tablet each of Wheat Gold, Sugar Away, TruHealth and Neempure in the morning and evening.





How to boost immunity in winters?

Winter is the season of rejuvenation and replenishment. It is the time when our body is working hard to fight against the chilly winds and keep us warm. This is the time when our body is working hard to absorb nutrients, boost immunity and keep us healthy. Often people get sick in winters more than in any other season and cold, flu, cough, dry skin, etc. are common in winters. But, if attention is not given to the body then it can lead to chronic diseases. In winters, our activity level decreases and we do not leave any chance to stay home inside the covers and have a hot cup of tea/coffee. What we don't realize is that this sedentary lifestyle can invite sickness and diseases as our immune system slows down leading to bacterial and viral infections.

How to strengthen the immune system? How can we prevent the attack of bacteria and viruses? Many people visit doctors and get prescriptions to boost immunity. They also opt for various allopathic medicines and products to shield against cold but according to research, it has been proved that an increase of cells in the body can be harmful. Rather than opting for synthetic products or medicines, there are many ways to boost immunity naturally in Ayurveda.

Winters are actually considered the best season to improve immunity naturally with the help of herbs and it will not have an adverse effect on the body. So, you need not visit the doctor to strengthen your immune system but with the change in lifestyle, eating habits and IMC products you can stay active and robust even in winters.

IMC Products that will help to strengthen your immune system:

- In order to stay healthy and active in winters, start your day by drinking 30ml of Aloe Vera Juice, Herbal Gomutra, Sanjivani Juice with 2 drops of Shri Tulsi. This magic potion should be consumed twice a day in the morning and evening on empty stomach.

- Our body should be provided essential nutrients like vitamins, minerals, calcium and other nutrients in the right quantity to boost immunity. Use IMC's Wheat Gold Tablets, Aloe Spirulina and Super Nourish Moringa each in the morning and evening and get your daily dose of essential nutrients.
- Honey has innumerable benefits and everyone should take 1 teaspoon each of Herbal Honey twice a day.
- Flax seeds are known for its immunity boosting properties and also help to curb shivering in winters. It is a rich source of minerals and vitamins, so it is important to intake 5gms of FlaxSeeds daily twice a day.
- Garlic has immunity boosting properties and also helps in weight loss. If you cannot eat raw garlic then IMC's Garlicpure tablets are available at your aid. Take 1 tablet each of Garlicpure twice a day in the morning and evening with lukewarm water for fast results.
- Vitamin-D also known as Sunshine vitamin is a necessity for our body as it helps to fight against diseases, builds immunity and promotes weight loss. Whereas, calcium helps build strong bones. IMC's Aloe Cal-D tablet is a perfect combination that helps keep the bones strong, strengthen immunity and heart, reduces stress and will keep you fit.
- Use detox foot patch daily at night as it helps to release toxins from the body and regulates the mechanism of the body.

Apart from supplements, exercise and yoga also play a vital role to boost the immunity and keep the body fit. In winters, we tend to become lazy and workout takes a back seat, but it is important to go for a brisk walk or do yoga for 40 minutes every day to keep the body fit and flexible.

Ekta Madaan
Writer, IMC Magazine

Garlicpure Tablets

100% Garlic Tablets

It is a perfect antioxidant that helps in protecting the body from the attack of free radicals. It converts food into energy, keeps the heart healthy and improves digestion. It helps in strengthening the immune system and controlling blood pressure. It helps in improving metabolism, reducing joints pain and inflammation. It helps in regulating cholesterol level thereby reducing the risk of heart attack and blockage in arteries.



It's your Journey



Never Give Up!

“

When life goes rough & tough
still never ever give up
Stop thinking about what will happen next
Think about the present moment
Love yourself & see within you
How much positive power you have
You can't imagine how much blessed you are
So never give up
Life is a battle field
So never give up
Keep fighting till the end
if you will fall along the way
You'll get up and try again
however never ever accepting the defeat
You are a hero of your life
Never forget
So never give up
It's your journey
You are well known how to finish it
so set goals in your life
However never let negative thought to hurt your soul
Hold yourself up when you feel down
Be courageous & be free thinker
It's your life
So you no need to give up

”

How to stay happy all the time?

Once upon a time, there was a sage who lived in the outskirts of the village. Villagers used to visit him and seek solutions for their problems. It was a belief amongst the villagers that remedies and suggestions of the sage will always work and he is a reincarnation of God on the earth. Sage was very helpful and used to advise villagers, once a man went up to him and asked, "How can I be happy all the time?" This man didn't want to feel sorrow or angry or any negative emotion and just wanted to have happy vibes all around. Sage thought for a while and asked the man to walk with him to the forest to know the secret of happiness.

While on the way to the forest, sage found a big stone and asked the man to pick this heavy stone and carry it along. The man obliged but after a while, his arms started paining, tired and sweaty, he asked the sage whether he can drop the stone as he is in pain. The kind sage smiled and nodded, after putting the stone down he had a breath of relief and felt elated. Then the sage

said, "This is the secret of happiness."

The man was confused and still could not understand. Then the sage explained to him, "When we carry a heavy stone in our hands for a minute then it is not a problem. But, if we carry for a while then our arms start paining and if we keep on carrying it without taking a break then our arm can even go numb. Similarly, when we think about our trials and tribulations for a short while then it is fine. But, if we keep on obsessing about it then it will become a burden and we will stay unhappy and stressed. Stress is a poison that takes away our happiness."

So, if you want to be happy then don't wait for a reason to be happy, be happy without any reason. Also, remember, stress and tension are like heavy stones that will not serve any purpose but will make you miserable.



Aloe Smooth Shiny

Hair Removal Cream:

- It is enriched with herbs and Aloe Vera extracts and helps to remove unwanted hair within minutes.
- It gives an even skin tone, reduces dark patches and does not cause any itching or rashes.
- It gives a soft skin and is suitable for all the skin types. It has no side effects and does not result in the darkening of the skin.

Skin Repair Gel:

- It is a natural moisturizer and a cooling agent.
- It reduces dryness, pores and skin infections leading to soft and supple skin.





Bangalore



Nasik



Mr. Sunil Jadhav



Delhi



Ranchi



Guwahati



Lucknow

Tehsil Distributors Meet (T.D.M.)

Tehsil Distributors are an integral part of the company and have an important role to play. They are responsible to provide company products to the associates in their tehsil and hence their training is an important link that will streamline the process. Tehsil Distributors are a link between the company and retailers and it is important for the tehsil distributors to behave professionally, responsibly and ethically to ensure that retailers are getting the products of the company seamlessly. The link between the company and retailers need to be strong as it will help to resolve many complaints and increase in sales of the company. Keeping these factors in mind, the company decided to train the distributors and give them clarity about their role in the company, provide them leadership training and hone their soft skills and make them dynamic Tehsil Distributors of the company.

Tehsil Distributor Meet was organized in four different states i.e. Guwahati, Nasik, Bangalore and Lucknow where Mr. Sunil Jadhav corporate and motivation trainer was invited to guide the TD's and help them streamline their work.

TDM in Guwahati: It was held from 3rd -4th November 2018 under the wingmanship of Mr. Isfakur Rehman Talukdar where more than **25 Tehsil Distributors** from Arunachal Pradesh, Assam, Manipur, Meghalaya, Mizoram, Nagaland, Sikkim and Tripura attended the meet.

During the meet, prominent members and businessmen came in the meeting who were surprised to know the organized structure and growth of Tehsil Distributors in IMC. They were enthused to outperform

and expand the business.

TDM in Lucknow: It was held from 22nd -23rd November 2018 under the wingmanship of Mr. Ashish Giri where more than **100 Tehsil Distributors** from Uttar Pradesh attended the meet.

TDM in Bangalore: It was held from 24-25th November 2018 under the wingmanship of Mr. Manikandan where more than **50 Tehsil Distributors** from Andhra Pradesh, Goa, Karnataka, Kerala, Tamil Nadu and Telangana attended the meet.

TDM in Nasik: It was held from 26th -27th November 2018 under the wingmanship of Mr. Sachin Meshram from where more than **110 Tehsil Distributors** from Gujarat, Madhya Pradesh and Maharashtra gathered. Here, they were introduced with the strategies and tools that will help them to create better public relations, client handling, conflict resolution and stock management, so that they can work effortlessly and boost their sales.

The main agenda behind the Distributors Meet is to enhance transparency in the system, understand grass root level challenges and obstacles, and provide support and training to the distributors so that they become self-sufficient while dealing with the challenges. It was a two-day training program and on the first day, Mr. Dheeraj Singh, COO of IMC interacted with the Tehsil Distributors. They were given clarity on the work of TD and the purpose why distributors are set up in every Tehsil. Being a distributor of direct selling company, it is important for them to understand in detail about direct selling industry and its future

prospects so that they can set a mission for themselves and work towards achieving it. The company has set up policies and processes for the smooth working of TDs which were explained to them and urged to implement them on regular basis. Importance and advantage of Team building and networking for a TD was explained and given tips to set goals and a clear mindset to become a successful networker. Apart from this, we shared information on upcoming projects for TD's like barcoding and online shopping and various team building, personality development and confidence building activities were undertaken.

On the second day of the event, the focus was on creating strong interpersonal relations. In the sessions held by Mr. Sunil Jadhav, Corporate and Motivational Trainer; Tehsil Distributors were encouraged to be cordial with the suppliers and customers to have a long lasting professional relationship. They were asked to discuss the problems and solutions were given on the grass root level. Areas of improvement were discussed especially while organizing an event or mega RAS-like lodging facilities, advance booking of the hotels, issuing guest tickets beforehand to avoid any chaos later and lastly, company's code of ethics were discussed in detail so that if any TD has any query can ask and it can be resolved. All in all, the trainings held at the national level were a success and Tehsil Distributors were thrilled and optimistic. They were confident to double their business and ensured that clients handling will be the main area they will focus and improve.



Aloe *Fairness* Cream

It is enriched with Aloe Vera, almond oil, haridra, saffron, sandalwood and vitamin-E. It helps in lightening the skin tone and diminishing dark circles. It helps in keeping the skin hydrated and moisturized with an even tone giving a natural blush and reduces dryness. It helps in treating acne and dark spots thereby giving a fair and glowing skin.

Dr. Chander Shekhar:

The Man of Steel and Strength

It is a matter of pride for the company that Dr. Chander Shekhar has joined the company as the Chief Advisor. He started his services in Punjab Police as an ASP of Faridkot and Bathinda in 1979 with a single-minded focus to make Punjab terror-free. During his tenure of 33 years, he was assigned various sensitive projects like ensuring law and order in Punjab during elections, curb terrorism, controlling crime and drug circulation. During this time, he came across many companies that claimed to provide financial platform to support poor and needy but were all fake claims. Soon, he was promoted and became Superintendent of Police then SSP, Joint Director, Deputy Inspector General of Police (DIG), Inspector General of Police (IG), Additional Director General of Police (ADGP) and Director General of Police (DGP) in 2010. He was awarded **Ph. D** in Law on the subject of "Police and Criminal Justice Administration."

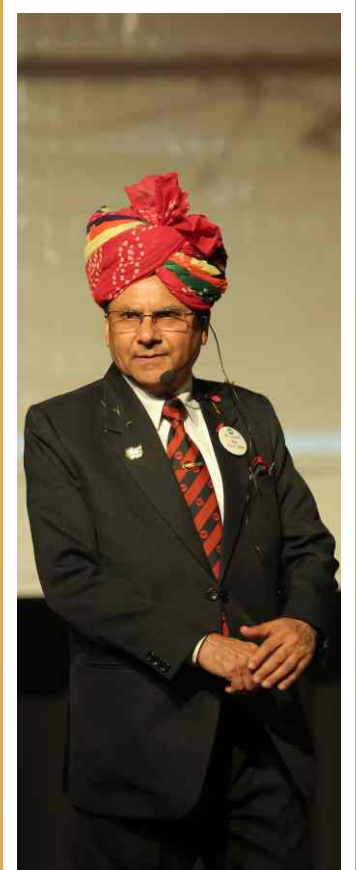
When he became DIG of Punjab, he came to know about IMC and researched about the company. He was surprised to know that the company was actually doing something for the country and its citizens. He was intrigued to know about the company that it is the first Indian Direct Selling Company of India marketing Herbal and Ayurvedic products. It is the only company that helps people from every background to start their own business and believes in helping people grow. When he met Dr. Ashok Bhatia and got to know about his dream and vision, he felt that this company can make India a strong and developed company. With more than 250 indigenous products, they are ceaselessly working on the physical and mental wellbeing of every individual and offering products of high quality at reasonable prices.



At that time, he decided that after retiring from the service of Punjab Police, he will definitely join IMC. He said that Associates of this company are very lucky as they have got a company that works on health and wealth simultaneously. They have got mentors like Dr. Ashok Bhatia and Mr. Satyan Bhatia, whose only mission is to serve the society and help people live a healthy and stress-free life. They are tirelessly working to spread the wisdom of Ayurveda and herbal products in every village and city of the country so that citizens of our country can live a healthy and disease-free life. They are also giving business opportunities to millions of people especially women of our country and uneducated people. So, after retirement from the post of DGP, he contacted Dr. Ashok Bhatia and expressed his desire to join the company and he welcomed me with open arms.

Now, as he has joined IMC as the Chief Advisor of the company, he aspires to dedicate 33yrs of his experience to help the company to grow nationally and internationally. We IMCians take this opportunity to welcome Dr. Chander Shekhar, former DGP of the company in the company and hope for long-term association with the company.

Mega RAS 2018



Dr. Ashok Bhatia
Founder and Chairman, IMC

Mega RAS

2018



Mr. Satyan Bhatia
Managing Director

The graphic features a teal parallelogram tilted to the right. The words "Star Achievers" are written in white, bold, sans-serif font across the middle of the parallelogram. Below the parallelogram, a red ribbon banner, also tilted to the right, contains the text "of November 2018" in white, sans-serif font. The entire graphic is set against a light gray background with faint, diagonal white and gray lines. A dark red border frames the entire image, with teal lines at the top-left and bottom-right corners.

Star Achievers

of November 2018

Crown President Star Associates

of November 2018



**Sh. Raman Kumar
Vijay**

Bihar

Ambassador Star Associates of November 2018



Mohammad
Irfan Sheikh
Gujarat



Ms. Parmila
Delhi



Bhavika Health
and Beauty
Maharashtra



Uday Kumar
Bihar

Chairman Star Associates of November 2018



**Mr. Gunja
Parveen Rai**
Maharashtra



J.D. Service
Haryana



Mr. Chandan Kumar
Punjab



**Mr. Mithilesh Kumar
Sah**
Bihar

Chairman Star Associates of November 2018



Mr. Subodh Kumar
Delhi



Mr. Dipul
Bihar



Mr. Raosaheb
Samudra
Maharashtra



Mr. Sujata
Delhi



Diamond Star Associates of November 2018

Name

State

Parminder Kaur	Punjab
Priyanka Sharma	Uttar pradesh



Ruby Star Associates of November 2018

Name

State

Meghlal Pandit	Jharkhand
Manju Ramachandra Kiran	Karnataka
Devanshi Butik	Madhya Pradesh



Gold Star Associates of November 2018

Name

State

Bosco Fernandes	Maharashtra
Chandan Kumar	Bihar
Mr. Amar Jyoti Dam	Assam
Sunil Mahto	Maharashtra
Rajat Mondal	West Bengal
Lata Devi	Uttar Pradesh
Babul Ali	Assam
Bandana Kumari	Bihar
Dhananjay Maurya	Uttar Pradesh
Padma Jain	Nagaland
Anoj Ram	Jharkhand
Usha Devi	Jharkhand
Raju Shill	Nagaland
Anoop Kumar Katiyar	Uttar Pradesh

Name

State

Subhash Rathod	Maharashtra
Indrajeet Singh	Jharkhand
Shashi Kumar Gupta	Bihar
Gulab Narshi Gada	Maharashtra
Urvashi Saini	Madhya Pradesh
Anthony Degutania	Maharashtra
Mantu Kumar Patel	Bihar
Akaram Ramesh	Telangana
Satyendra Kumar	Bihar
Shobha Devi	Bihar
Rajesh Kumar Patel	Delhi
Rupali Vikramsingh Parmar	Maharashtra
Anjana Sharma	Nagaland



Silver Star Associates of November 2018

Name

State

Meera Sharma	Haryana
Luxmi Sharma	Uttar Pradesh
Haresh Hasmukhbhai Lalluwadia	Gujarat
Ved Parkash	Haryana
K . Gayathri	Andhra Pradesh
Sonal Ben N Makwana	Gujarat
Rajesh Kumar Padhan	Odisha
Tabasum Neesha	Uttar Pradesh
Subhash Chand	Uttar Pradesh
Fulchand Mahtha	Jharkhand
Dinesh Kumar	Delhi
Sarita Tiwari	Uttar Pradesh
Jiwan Kumar	Uttar Pradesh
Vinay Kumar	Jharkhand
Pratap Narayan Yadav	Uttar Pradesh
Rimpa Porel	West Bengal
Anita Tyagi	Delhi
Mohd Ibrahim Hasmani	Maharashtra
Tejpal	Haryana
Bigan Manjhi	Jharkhand
Urmila	Haryana
Amrendra Mukherjee	Bihar
Gopal Ji Tripathi	Uttar Pradesh
Gyan Prakash Shah	Madhya Pradesh
Aradhana Sharma	Madhya Pradesh
Sarvesh Kumar Tripathi	Uttar Pradesh

Name

State

Paruchuri Susmitha	Telangana
Devendra Yadav	Uttar Pradesh
Raghubeer Singh	Uttar Pradesh
Phoolchandra B Pal	Maharashtra
Kamleshbhai Jagivandas Rana	Gujarat
Sujit Kashyap	Jharkhand
Abdul Rahaman	West Bengal
Shweta Kumari	Bihar
Gurudatta Prabhu K	Karnataka
Ram Singh	Uttar Pradesh
Shankar Prasad	Delhi
Ashabari Panda	Odisha
Md Jamiruddin Sk	West Bengal
Gaurav Kumar Gupta	Uttar Pradesh
Sanjay Kumar Pandey	Uttar Pradesh
Udaynath Das	Odisha
Sukumar Ranjan Pradhan	Odisha
Sudhir Kumar	Delhi
Raghunath M	Karnataka
Sumangal Ray	Karnataka
Amarnath Paul	Karnataka
Deepak Jain	Haryana
Sargam Maharana	Odisha
Md Anuwarul Islam	West Bengal

Aloe Baby Wipes

- Anti-bacterial Aloe Baby Wipes are lightly scented wipes that keep the sweat at bay.
- It is made of gentle, non-sticky, alcohol & chemical free material.
- These extra soft wipes are especially for babies as it prevents baby rashes.



Get Instant
Alkaline Water
and
Stay Healthy



Alkaline &
Anti-bacterial
Mineral Water Bottle



Offer Extended till 31st December 2018

Achieve Fast 25% Level

Eligibility:

If an associate earns 7501 PBV in a single month,
then he/she will directly achieve 25% level.

Note: The purchase should be done in the same calender month.

ROYAL MONTHLY BONUS

IMC introduces Royal Monthly Bonus for Associates upto Diamond Star level.

ELIGIBILITY:

Any associate can avail a monthly bonus under the given offer if they maintain their previously achieved level. The varied amounts of the Royal Monthly Bonus according to the respective level maintained are mentioned on the right side. ➡

- ▶ **Super Star:** Rs. 2,000
- ▶ **Silver Star:** Rs. 4,000
- ▶ **Gold Star:** Rs. 7,000
- ▶ **Ruby Star:** Rs. 15,000
- ▶ **Diamond Star:** Rs. 25,000

Offer Extended till 31st December 2018

Note:

The criteria which is to be followed for qualification by the Associates for maintenance of different levels are as follows:

Level	No. of Qualified 35% Legs	PGBV
Super Star	0	30,000
Silver Star	1	30,000
Gold Star	2	25,000
Ruby Star	4	20,000
Diamond Star	6	15,000

CONDITIONS:

- It is mandatory to purchase products worth 2000PBV to qualify the offer.
- Newly qualified associates will only be eligible for the Royal Monthly Bonus in the succeeding month of their achievement if they maintain their achieved level.



Fast
35%

Offer

Offer Extended till 31st December 2018

Achieve Fast 35% Level (Super Star)

Eligibility:

If an associate earns **75001 PGBV**
in a single month

OR

Earns **1 lac PGBV** in two months
then he/she will directly achieve **35% level**.

Condition:

Maximum **7501 PBV** in a month
will be considered per associate ID for
qualifying fast super star



Win passes of the Grand Seminar of the Year!

Qualification:

Single Qualification: On Purchase of 1 Wellness Kit

Double Qualification: On Purchase of 1 Personal Kit

Qualification Period:

1st - 31st December 2018

Reward:
1 ENTRY PASS
FREE

Highlights

New Product Launch

Recognition & Awards

Live Performance by Celebrities

Motivational Speech

Venue: Indira Gandhi Stadium, Delhi

Note:

1. Event passes are transferable.
2. Multiple Qualifications are allowed.
3. Final date of the event will be announced shortly.
4. Associates should arrange their boarding, lodging and hotel bookings themselves.
5. Associates who had qualified till 30th November 2018 their qualification will be consider double.



Aloe Baby

Massage Oil

Enriched with Natural Herbs

Aloe Baby Massage Oil is good for your child's growth. It helps in development of bones and relaxes the baby instantly. It also keeps the baby's skin soft and supple.





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English Magazine

Ludhiana, 22nd of
December Month



E-Magazine
Year 1 Vol. 5

Team Management

