APPENDIX
## Appendix

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(A) Glossary of MLM Terms.

Accumulated group volume: Also called group volume, group purchasing volume, or GPV. Refers to the personal sales of a distributor in combination with the sales of that distributor’s downline.

Active versus Inactive: Describes the status of a distributor. Active distributors are working their business, regardless of title and whether or not they qualify for commission or bonus money. Inactive distributors could be taking a little time off, but more than likely they quit working their business.

Benefits: All types of compensation including commissions, bonus, perk such as insurance, travel and vehicles.

Binary Compensation plan: Distributors develop two “legs” in their downlines in this plan.

Bonus: Remuneration paid to distributors beyond commission.

Bonus qualified: Distributors who fulfill requirements for eligibility of bonus payment.

Bonus volume: Values assigned to products/services for calculation of bonus.

Buyback Policy: A manufacturer’s rules concerning the return of unsold products for a full or partial refund.

Commission: Money earned by distributors after they sell products or services. Commission is computed as a percentage of each sale.

Commissionable Volume: The portion of distributor’s sales volume upon which commissions are paid.

Compensation Plan: Also called the marketing plan, comp plan or pay plan. If describes the structure, commission, bonus, percentage, and performance requirements by which distributors are compensated by the company.

Cross Line: Refers to distributors who belong to the same network marketing company, but who are not in the same downline.

Direct Sales/Direct Selling: A method of selling in which manufactures or marketers of merchandise reach consumers with
their product through a personal sales contact

**Distributors:** Someone who joins a network marketing company for the purpose of marketing and selling the companies’ products or services. Also called an associate, independent representative, or consultant.

**DownLine:** New distributors sponsored by a distributor who in turn recruits other distributors. Also called the distributor’s sales organization (see fig)

E.g., all the distributors sponsored by A in his business are his downline.

**Forced Matrix:** A type of compensation plan, which limits the number of distributors allowed in the downline, in terms of number of legs and levels allowed.

**Front-end Loading/Front Loading:** Pressurizing a new distributor to purchase a large inventory is front-end loading. It is considered to be unethical in MLM.

**Frontline/Frontline Distributor:**

1) A MLM company’s frontline refers to experienced distributors appointed in the start-up phase, who are the leaders within the organization.

2) Distributor’s frontline refers to the individuals who are on the first level of the distributor’s downline. Here, level 1 is A’s frontline.

![Genealogy Report / Family Tree:](image)

A report issued by the corporate office giving details about a distributor’s downline or sales organization. It includes names, addresses, telephone numbers, and the level and rank of each distributor within the same downline. It gives the distributor’s purchasing history.

**Generation:** Refers to a group of distributors that belong to one sponsor. 1) In a Stairstep Breakaway compensation plan, at a certain point of qualification, the sponsor “breaks away” from his sponsor by taking his downline with him and forming a “generation.” The original sponsors...
will earn a generation bonus. 2) In other compensation plans, a sponsor’s downline can include generations that do not break away. The sponsor will earn a generation bonus.

Generation Bonus: A percentage (commission) of the sales of the generation’s sales volume.

Generation Override: When a distributor earns money for the sales achievement of a particular generation, the bonus paid is a generation over-ride.

Group: - [See downline]

Independent distributor: - [See distributor]

Inventory: - A supply of company merchandises necessary to provide for the customers and the personal needs of the distributor.

Leg: An organizational line of sequentially sponsored distributors. Usually, a downline consists of two or more legs.

Level: It generally refers to the sponsors who are within a distributor’s network. Someone personally sponsored by a distributor is referred to as first level. Someone sponsored by the first level distributor becomes second level to the original sponsor.

Level Bonus Override: Bonus paid to distributors on sales made by downline. For e.g., sales by first level distributor may be 10%, second level distributors 8%, and so on. Some companies require a distributor to achieve a certain rank before qualifying to receive a level bonus.

Marketing plan: - [See Compensation plan]

Multi-level marketing: - Refers to direct selling program that pays distributors for their own sales, as well as for the sales of multiple levels of distributors who are below them in the company’s, hierarchy.

Multi Level junkie: A person who works multiple opportunities at the same time or who jumps from one opportunity to another, looking for the better deal.

Network marketing: [See multilevel marketing]

Networking: The act of meeting other people and discussing business ideas and opportunities.

Opportunity meeting: A recruitment/sponsorship meeting. A distributor or groups of distributor’s
sponsor an opportunity meeting in hopes of recruiting new distributors. **Orphan:** A distributor who enrolls in a company without a sponsor.

**Product Volume:** [See commissionable volume]

**Prospect:** A person to whom the distributor offers his network marketing business opportunity or product or service.

**PV, BV: Point Volume or Business Volume:** Used by many MLM companies to calculate commissions and overrides instead of using currency amounts (in rupees).

**Pyramid or Ponzi Scheme:** Illegal business superficially resembling legitimate network marketing companies that generate income solely from recruiting new members and charging them fees, with no actual product or service being moved.

**Qualifying Volume:** The minimum amount [usually based on wholesale sales volume] that a distributor must purchase and/or have moved through his or her downline in order to be eligible to earn commissions.

**Rank:** Grades assigned to distributors on the basis of team performance, e.g. Silver Director, Gold Director, Platinum Director, etc.

**Referral:** Prospect recommended by a customer

**Renewals:** Companies require that a distributor restate his or her desire to continue working every year by signing a commitment and paying a small fee.

**Residual income:** Getting paid repeatedly for the same effort. For, e.g. when a network marketer sponsors a new distributor into her downline, she can earn money every month from the sales of that distributor. She exerts the effort to sponsor the distributor and then reaps the rewards of monthly residual income for as long as she and the distributor remain active in the business.

**Retail sale:** A sale made to a non-distributor of the company.

**Sales kit / starter kit:** Kit that a new distributor has to purchase. It includes a distributor’s manual that explains the company’s regulation, policies, compensation plan, description of products and services, order forms, motivational tapes, etc.
Sales Volume: Calculated both in personal sales volume [what the distributor personally sells] known as PSV, or group sales volume [what every one in the downline sells] often shown as GSV.

Saturation: The point at which all potential prospects have been converted to MLM distributors.

Seventy percent rule: U S rule that requires distributors to sell at least 70% of inventory. Random audit checks are exercised.

Sponsor: The person who coaches, teaches, and mentors a new distributor, or the act of performing those functions for that distributor. This sponsor is the new distributor’s upline.

Stairstep Breakaway: A type of compensation plan in which a distributor qualifies to breakaway his downline from its existing upline once the downline reaches a certain level of sales.

Termination: Cancellation of distributorship due to violations of the rules and regulations.

Unilevel Compensation Plan: A type of compensation plan in which distributors are paid for a specified or finite number of levels in their downline. There’s no width limit, and varying commission percentages are paid on each level.

Upline: [see Sponsor]

Wholesale price: The price a distributor pays to the company for products or services. When products purchased at wholesale are sold at retail, the distributor earns a profit.

(B) Questionnaire for the MLM distributors

Please tick the correct options and fill in the required information in the following questions.

Section I - Personal Information: (optional)

1.1 Name: ____________________________________________

1.2 Address: __________________________________________

1.3 Phone No:________________________

1.4 E-mail Id: ___________________________
1.5 Gender: □ Male □ Female

1.6 Age:
□ Upto 25 years □ 35 years to 45 years
□ 25 years to 35 years □ Above 45 years

1.7 Educational Qualification:
□ Primary □ SSC
□ HSC □ Graduate
□ Post Graduate □ Professional

1.8 Occupation:
□ Student □ House-wife
□ Government Service □ Private-Service
□ Self-employed □ Any other......

• Name of the MLM companies you have joined till date
  A) ...........................................  B) ...........................................
  C) ...........................................  D) ...........................................
  E) ...........................................  F) ...........................................

• Fill the information for any one of the above MLM company

Section II – Distributors and MLM company:

2.1 Name of the MLM co. you have joined ...........................................

2.2 What was your aim in joining this MLM co.?:
 □ a) Additional income
 □ b) Independent identity (exposure)
 □ c) Utilization of extra time
 □ d) Others, if any, specify ...............................  

2.3 What is the average time you have been giving to MLM?
 □ a) Part time
 □ b) Full time
 □ c) As and when possible

2.4 What is the criterion for choosing the particular MLM Company?
 □ a) Chain formation and sale of products
 □ b) Chain formation and no sale of product
 □ c) Preference for Indian Products
 □ d) Goodwill of the company
 □ e) Limited initial investment
 □ f) No. of members in the immediate down line (e.g.: only 2 members)
 □ g) Amount of commission/profit on joining of the members
i) Good Business Plan
j) Useful Products (good product line)
k) Your company’s distributor support and training system
l) Others, if any, specify

Section III - Training for MLM:

3.1 Do you have any technical knowledge of the product, which you are marketing?
   ☐ a) Yes ☐ b) No

3.2 Is any training given to the distributors about the marketing and use of the product?
   ☐ a) Yes (always)
   ☐ b) No
   ☐ c) Sometimes

3.3 Which are the methods used for the training?
   ☐ a) On field training
   ☐ b) Classroom training
   ☐ c) Seminar training
   ☐ d) Individual training
   ☐ e) Others, if any, specify

3.4 How will you rate this training? (Do you think this training is sufficient?)
   ☐ a) Adequate
   ☐ b) Inadequate
   ☐ c) Needs improvement

Section IV – Downline Distributors:

4.1 Do you think MLM distributors are capable to judge whether prospective customers need supplement or medical care? (only for distributors dealing in health related products)
   ☐ a) Yes (always)
   ☐ b) No
   ☐ c) Sometimes

4.2) What is the frequency of the distributors meetings for your down line or new distributors who are about to join in?
   ☐ Daily ☐ Weekly
   ☐ Fortnightly ☐ Monthly
   ☐ Half-yearly ☐ Annually
   ☐ As and when required

4.3) Have you received any complaints or objections from the downline?
   ☐ Yes ☐ No
4.4) If yes, in what way?
   □ a) Regarding Business plan
   □ b) Regarding Commission on joining of the members
   □ c) Regarding quality of the product
   □ d) Regarding availability (delivery time) of the product
   □ e) Regarding any profit on the sale of the product
   □ f) Others, if any, specify ........................................

4.5) How many distributors are working under you at present (Down line)? ....

Section V – Investment and income:

5.1 How much was the initial investment? ............................................

5.2 In what period, was your initial investment recovered?
   □ a) Within in 6 months
   □ b) More than 6- less than 12 months
   □ c) More than 12- less than 18 months
   □ d) More that 18 months
   □ e) Not recovered

5.3 How will you rate the remuneration (income) received through MLM?
   □ Excellent □ Good
   □ Satisfactory □ Not satisfactory
   □ Poor

5.4 What is your average monthly income?
   □ a) Less than Rs.1000/-
   □ b) More than Rs. 1000/- -- less than Rs.2000/-
   □ c) More than Rs. 2000/- --less than Rs. 5000/-
   □ d) More than Rs. 5000/- --less than Rs. 10000/-
   □ e) More than Rs. 10000/-

5.5 On what elements, does your monthly income depend?
   □ a) Number of members introduced in down line
   □ b) Number of products sold by yourself
   □ c) Number of product sold in your down line
   □ d) All the above

Section VI – MLM Products

6.1 What is the USP (unique selling proposition) of your products?
   □ a) Brand □ b) Quality
   □ c) Uniqueness/Usefulness □ d) Innovativeness
   □ e) Others, if any, specify .................................
6.2 How do you rate the promptness in delivery of product/service by your MLM Company?
   ☐ a) Excellent (from 0 to 1 day)
   ☐ b) Good (from 2 to 4 days)
   ☐ c) Satisfactory (from 5 to 10 days)
   ☐ d) Not satisfactory (from 10 to 15 days)
   ☐ e) Poor (from 15 days and above)

Section VII – Customers

7.1 Who are your target customers?
   ☐ Students ☐ Housewife
   ☐ Friends ☐ Relatives
   ☐ Club members ☐ All of the above

7.2 Are your customers satisfied with the product range?
   ☐ Yes ☐ No

7.3 If yes, how do you rate the satisfaction of your customers?
   ☐ a) Excellent ☐ b) Good
   ☐ c) Satisfied ☐ d) Not satisfied
   ☐ e) Needs improvement

7.4 Do you get customers feedback?
   ☐ Yes ☐ No

7.5 If yes, how?
   ☐ Complaints
   ☐ Appreciation of the Quality of the products
   ☐ Sales returns made by the customer
   ☐ Others, if any, specify...........................................

7.6 Is Customer Relationship Management important in MLM?
   ☐ Yes ☐ No

7.7 If yes, how do you manage that? .........................

Section VIII – Other Information

8.1 What percentage of your goods is bought by non – distributors (other than yourself)?
   ☐ Upto 0 % ☐ Upto 25 %
   ☐ Upto 75 % ☐ Upto 100 %

8.2 What is the primary emphasis of your MLM Company?
   ☐ Only recruiting members
   ☐ Sales of products
   ☐ Both of the above

8.3 Is there any kind of inventory loading (excess stock of products) to complete certain sales target?
   ☐ Yes ☐ No

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8.4 Did you take the decision of joining the MLM Company under a pressure – filled situation? (Like join it now or never)  
□ Yes □ No

8.5 Any bad experience in MLM?  
□ a) None  
□ b) Spoiling of social relationship 
□ c) Blockage of funds 
□ d) Non-recovery of funds 
□ e) Non – functioning of the down line members 
□ f) Discontinuation of the company 
□ g) Wastage of time and money 
□ h) Others, if any, specify ..................................

8.6 How long would you like to continue with MLM?  
□ a) Life time 
□ b) Till the initial investment is recovered 
□ c) Stopped immediately 
□ d) Others, if any, specify....................

8.7 If you have left MLM, what are the reasons for it?  
□ a) No spare time for MLM 
□ b) No proper returns 
□ c) Blockage of funds 
□ d) Discontinuation of the company 
□ e) Others, if any, specify...........................

8.8 Do you feel cheated in MLM?  
□ Yes □ No

8.9 If yes, what are the reasons for it?  
..............................................................................................................................

8.10 Do you think any Law is necessary to control MLM in India?  
□ Yes □ No

8.11 Are you aware that there is such Law in some foreign countries like USA?  
□ Yes □ No

8.12 Are you satisfied with the overall MLM system?  
□ Yes □ No

8.13 According to you, what type of marketing strategies should be used to keep the MLM chain consistent?  
a) ......................................................................................................................
b) 
c) 
d)

8 14 Please give suggestions to improve the MLM system

a) 
b) 
c)

(C) Questionnaire for Customers/ General Public
[Those who are not distributors of MLM]

➢ Personal Information: (Optional)

C1 Name ________________________________
C2 Address ________________________________
C3 Phone No _______ C4 E-mail Id _______

C5 Gender

☐ Male
☐ Female

C6 Age

☐ Upto 25 years
☐ 25 years to 35 years
☐ 35 years to 45 years
☐ Above 45 years

C7 Educational Qualification

☐ Primary
☐ HSC
☐ Post Graduate
☐ SSC
☐ Graduate (Arts/Science/Com)
☐ Professional

C8 Occupation

☐ Student
☐ House-wife
☐ Government Service
☐ Private-Service
☐ Self-employed
☐ Any other

C9 Monthly Income

☐ Less than Rs 5000
☐ Rs 5000- Rs 10000
☐ Rs 10000- Rs 15000
☐ Rs 15000 – Rs 20000
☐ Rs 20000 – Rs 30000
☐ More than Rs 30000

C10 Have you heard about any of these companies?
[Amway, Avon, Modicare, Swadeshi, Cymbionic, Tupperware, Oriflame, etc]

☐ Yes
☐ No

If Yes, Please fill in further
If No, don’t continue further

C11 How did you come to know about these companies?

☐ Newspapers/ Magazines
☐ Television
☐ Friends
☐ Agents/ Distributors
C12  Do you buy the products of these companies?
     □ Yes  □ No
     If Yes, fill in Section A
     If No, fill in Section B

Section A

A1  Which type of products you buy through MLM?
     □ Cosmetics [Lipstick, Talcum powder, Eyeliner, etc]
     □ Home products [Washing detergent powder, Soap, etc]
     □ Health products [Ayurvedic pills, Quilt, etc]
     □ Others

A2  How frequently you buy?
     □ Weekly  □ Monthly
     □ Bi-Monthly  □ Annually
     □ Other (as buy when required)

A3  For what purpose you buy?
     □ Personal Consumption  □ Gifts for friends/relatives
     □ Being owner of a beauty-parlour/saloon (for customers)
     □ Others

A4  How do you find the Quality of the products?
     □ Good  □ Very good
     □ Average  □ Excellent
     □ Poor  □ Not satisfactory
     □ Others

A5  How do you find the prices of those products?
     □ High  □ Very high
     □ Reasonable  □ Low/Cheap
     □ Others

A6  Why do you buy these products?
     □ Brand  □ Quality
     □ Company name  □ Peer-Pressure [Pressure from Agent]
     □ Availability  □ Saving of time & efforts
     □ Cheap/Reasonable prices  □ Others

A7  Have you ever regretted over buying the products?
     □ Yes  □ No

A8  If Yes, Why?
     □ Competitive products are much cheaper
     □ Bought because of peer-pressure
     □ Quality & Price don’t match
     □ Others

A9  Do you find buying through MLM more convenient than traditional system of buying (i.e., buying in shops)?
     □ Yes  □ No
A10 If Yes, Why?
☐ Easy Availability
☐ Discounted prices
☐ Quality
☐ Others
A11 If No, Why?
☐ Less variety
☐ Not easily available (delay in delivery)
☐ High prices
☐ Others

Section B

B1 Why you never bought any product from these companies?
☐ High Prices
☐ No Knowledge about the products/ Company
☐ Doubtful about the quality of the products
☐ No Agents has so far approached
☐ Others
☐ Do not know the concept/ Unawareness about MLM.

(D) BIBLIOGRAPHY

A] BOOKS [GENERAL READING]:

5) Giles: Marketing, M+E Han Book Services, 6th edition
Questionnaire for Distributors in Marathi
मल्टी लेवल मार्केटिंग (MLM)

Section I  व्यक्तिगत माहिती:

1.1 नाव : __________________________
1.2 पता : __________________________

1.3 कोन मे : __________________________
1.4 ई मेल : __________________________

1.5 स्त्री ₹

1.6 वय : □ २५ वर्ष घात □ २५ वर्ष - ३५ वर्ष □ ३५ वर्ष - ४५ वर्ष □ ४५ वर्ष आधिक

1.7 शिक्षण
□ माध्यमिक □ डाकी □ बालाकी
□ ग्रेजुएट □ बोट ग्रेजुएट □ व्यवसायिक

1.8 व्यवसाय
□ विद्यालय □ गुरु □ सरकारी नोकरी
□ पाइपेट सेविंग □ स्वायत्त व्यवसाय □ इतर __________

⇒ आप पर्यंत किती चक्कर कंपन्यांमध्ये काम केले आहे ...................................................

⇒ त्या पैकी कोणत्याही एका कंपनी बदलू लिहा।

Section II

2.1 कंपनीचे नाव? __________

2.2 आपण MLM का निवडलं?
□ अधिक निवडल □ स्फळकी ओवल □ वेल्ज्या राययोग करण्यासाठी □ इतर __________

2.3 हेरूण MLM ला किती वेळ देता?
□ पूर्व दाईं □ पूल दाईं □ जस वेळ तर वेळ देता

2.4 हीरू MLM कंपनी निवडण्याची कारण्या कोणती?
□ तीन भरवणे पर्यंत माल न विकल्प □ तीन भरवणे व माल विकल्प □ रचने देती माल वेगे □ कंपनीचे नामतंत्रिक □ कंमी गुरुळपुरुळ □ कंमी सामाजिक जुकवणे
□ सामाजिक जुकवणी निवडणी करण्यास रुप हवे □ माल विकल्पावर रुप घेतात □ विशेषत: तिथ्या व शाखारो घेतात □ विद्युत लेहू अलीकृत
□ वांगुलित व्यवसाय □ चंगवा वर्याची वर्तूं घेते □ विद्युत लेहू अलीकृत
□ इतर __________

Section III

3.1 आपणी ज्या पसून MLM धा मार्केटिंग विकल्प त्यातील तुम्हाला काही संपूर्ण माहिती आहे का?
□ हो □ नाही
3 2. तुर्नी हृदय वस्तुत: कशा विकासवाद व व्यापार कालक्रम करायाने याबेच विक्रियाकाळात कसा कराला?
   [ ] हो [ ] नाही [ ] कधी कधी

3 3. ट्रेनिंग कशा प्रकारात देतात?
   [ ] विकल्प कराणास (On field)
   [ ] व्यापारी संगमारी तर्क 
   [ ] व्यापारी रिउया 
   [ ] इतर

3 4. हे ट्रेनिंग तुर्नीला पुरे होते कसा कराला?
   [ ] चालवायला आहे 
   [ ] बरोबर नाही 
   [ ] सुभाषणास पाहिजे

Section IV

4 1. तुर्नीच्या मोठे समाहित ग्रामाच्या आवाहनगर्दिवेच गोपूरीका पर्यावरण आहे की वैद्यकीय सेवेची, याचा विचार करणारा पाहिजे. MLM विकरित करावे आहे का?
   [ ] हो [ ] नाही [ ] कधी कधी

4 2. विकारकाची मिठी देखीता कसा होता?
   [ ] स्वेच 
   [ ] सार्वजनिक 
   [ ] पध्धती 
   [ ] महिन्याला 
   [ ] सहा महिन्यात 
   [ ] वार्षिक
   [ ] जेव्हा आवश्यक असते तेव्हा

4 3. तुर्णाचा तुर्नी वर्गातील दाखलाच्या (Downline Distributor) कसा तक्रारी लेख्या आहेत का?
   [ ] हो [ ] नाही

4 4. जर तक्रार आली आरोग्य तर ती कशा बदलत होती?
   [ ] व्यवसायाच्या बदलत 
   [ ] नपूर मंत्रालयाच्या कमिशन बदलत 
   [ ] मालाच्या दर्जाच्या बदलत 
   [ ] मालाच्या डिग्रीवरी बदलत 
   [ ] मालाच्या विक्रेत्याच्या लागवत बदलत 
   [ ] इतर म्हणून

4 5. तुर्नीच्या हाताताली किती विकरित का करला?

Section V

5 1. तुर्नीला तुर्नी हृदय कप्तनीत किती पैसे पुर्णपणे?

5 2. तुर्नी ही पुण्याची किती गेलेला वसूल झाली?
   [ ] वसूल झाली नाही 
   [ ] ६ महिन्यात वसूल झाली 
   [ ] ६ ते १२ महिन्यात वसूल झाली 
   [ ] १२ ते २४ महिन्यात वसूल झाली 
   [ ] २४ पेक्षा ज्यासह महिन्यात वसूल झाली

5 3. MLM व्या नाहीत तुर्नीला जी मिळकर होते ही तुर्नीला कशी वाटते?
   [ ] खूप चालवली आहे 
   [ ] चालवली आहे 
   [ ] दीक आहे 
   [ ] दीक नाही 

5 4. आयकला MLM व्या मात्रक महिन्यासाठी काढलेली उपर्युक्त मिळते?
   [ ] ₹ १००० पेक्षा कमी 
   [ ] ₹ १००० - ₹ २००० पेक्षा 
   [ ] ₹ २००० - ₹ ५००० पेक्षा 
   [ ] ₹ ५००० - ₹ १०००० पेक्षा 
   [ ] ₹ १०००० पेक्षा ज्यासह
5. Have you ever sold products to a friend or family member?

☐ Yes
☐ No

6. How much did you spend on MLM products?

☐ Less than $100
☐ $100 to $200
☐ $200 to $500
☐ $500 to $1000
☐ More than $1000

7. How often do you use MLM products?

☐ Never
☐ Sometimes
☐ Often
☐ Always

8. Have you ever made money from MLM products?

☐ Yes
☐ No

9. If yes, how much money did you make?

☐ Less than $100
☐ $100 to $200
☐ $200 to $500
☐ $500 to $1000
☐ More than $1000

10. How satisfied are you with MLM products?

☐ Very satisfied
☐ Satisfied
☐ Neutral
☐ Dissatisfied
☐ Very dissatisfied

11. How likely are you to recommend MLM products to others?

☐ Very likely
☐ Likely
☐ Neutral
☐ Unlikely
☐ Very unlikely

12. Have you ever stopped using MLM products?

☐ Yes
☐ No

13. If yes, why did you stop?

☐ Not effective
☐ Too expensive
☐ Not worth it
☐ Other

14. How do you feel about MLM in general?

☐ Positive
☐ Neutral
☐ Negative

15. Do you think MLM is a legitimate business opportunity?

☐ Yes
☐ No

16. How do you think MLM affects social cohesion?

☐ Positively
☐ Negatively
☐ Neutral

17. Have you ever joined a MLM company?

☐ Yes
☐ No

18. If yes, what was your experience like?

☐ Excellent
☐ Good
☐ Neutral
☐ Poor
☐ Terrible

19. How do you think MLM affects personal relationships?

☐ Positively
☐ Negatively
☐ Neutral
8.3 सेवाला ट्रेन्ड पूर्ण कार्यालयातील काही काही जास्त माल जमा होतो का?
   - हे
   - नाही

8.4 तुम्ही हा MLM कंपनी समावेश होणारा निर्णय दाखळात लागला का?
   - हे
   - नाही

8.5 MLM मध्ये वाईट अनुमान आला आहे का?
   - नाही
   - सामाजिक संबंध खरूब होतात
   - पैसे अंधून राहतात
   - गुंतव्यूक्त सुबंध आहे
   - काम करत नाही
   - कंपनी बंद झाली आहे
   - केला आणि पैसे देऊन ही वापर में
   - इतर ____________

8.6 तुम्ही MLM मध्ये किती काळ काम केला?
   - आयुष्मान
   - जो पर्यंत गुंतव्यूक्त वसूल होत नाही
   - MLM के काम लेख रोजालंगी आहे
   - इतर

8.7 जर तुम्ही MLM सोळ्यालंगी करत तर त्याची कारण कोणती?
   - MLM साठी येऊ निघत नाही
   - MLM पासून निघत नाही
   - गुंतव्यूक्त अंधून राहती आहे
   - तुम्ही MLM कंपनी बंद झाली आहे
   - इतर ____________

8.8 MLM मध्ये आपली फशिज्यूक्त झाली आहे असे वाचतो का?
   - हे
   - नाही

8.9 जर फशिज्यूक्त झाल्यासर्व येऊत असेल तर त्याची कारण कोणती?

8.10 MLM ता नियोजनाने देख्यासाठी कायदे गरज आहे असे तुम्हाला वाचतो का?
   - हे
   - नाही

8.11 MLM ता नियोजनाने देख्यासाठी दुसरा देख्यात कायदे आहे हे तुम्हाला नाहित आहे का?
   - हे
   - नाही

8.12 MLM च्या पद्धतीने तुम्ही संकुच आहात का?
   - हे
   - नाही

8.13 MLM च्या नातकी सलत चालू देखणाऱ्यासाठी तुम्ही काध करता?

8.14 MLM च्या पद्धती मध्ये काही सुधारणा तुम्हाला सुधारणी आहे का?