

# A Review on Herbal Products in Direct Selling and Team Growth

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**Abstract:** Hectic, Stressful life, increase in life style diseases, tasteful meals with minimum nutritional values, polluted environment and other impure resources weaken the healthy life span of human by weakening immune System, various other vital organs and body Systems. Further step products (Artificially Synthesized) including cosmetics, degraded the Health in greater strength.

Direct selling industry into herbal cosmetic, health products and its employees enhanced acceptability of the products, enhanced growth of the products, and enhanced awareness of health. At the same time individual and team growth has been reported significantly high in term of promotions, income and learning. The credit of herbal growth goes to herbal products, employee, Team and organizations. Moreover, Fresh, raw employees have been nurtured so well, so structured by which employees get converted into powerful minds with visionary skills. Essential elements for success as employee in herbal health care industry.

1. Patience
2. Visionary
3. Learning
4. Strong connect with organization

**Keywords:** Herbal health care industry, Herbal Products, Step Products, Learning, Simple Approach, Beyond present, Visionary.

## 1. Introduction

Herbal industry is the ancient Industry, which many times has been criticized, attacked, defamed with Unlimited, different Propaganda's by the modern health industry (chemical, synthetic based). Herbal industry approach to promote natural products by natural and simple means always keep it with in growth bracket and victory.

Direct selling model is highly complex model and is founded on Some Intangible Ethics and Values, which structured organizations have. Usually the new human stock, which is available to these organizations is more with EQ. Where as to be operational perfect blend of EQ and IQ is necessary.

Ultimately the prior aim of the Organization is to Infuse capability, Vision and Confidence among the New Joiner. Structure of the employee build on these three, Gear's up the employee into auto mode by which growth, promotions become easy., To work on the raw human stock, long duration of time and period is required. Further during this period earning of the employee is little less or unparallel in comparison with the Same standard stuff in other industry and Jobs. Working approach for the employees is very hard in comparison with others. Costing Part of the organization on these New Employee is Very high at this step. Organization demands high patience level and commitment level form new employees.

Less degree of patience is first and foremost reason responsible for high attrition. Almost 25% of the New Joined, Leaves the Organization within 30 days because of the hard working standards of Industry, 35% Leaves within 60 days because of the Less patience of the employee. Rest 40% who get fitted in the system, goes under Thorough transformation and start earning more than that of their expectation and over than other industries. After The Transformation new joined develop the following in strong manner as strength.

1. Strong character building
2. Loyalty
3. Boldness
4. Communication
5. Better understanding of products and market
6. Field Leader Traits

By this process, direct industry discovers the true Potential of the new joined employees and Nurture it, Good learning approach and hard work for 18-20 Months makes the field leader ready to be placed as Branch Manager. During the Period of Field, Field Leaders start going through intensive training for the post of Branch manager. In this phase of training Field leader gets coached in Team recruitment- which is one of the essential component and is totally driven by HR skills.

- *Team building:* In this field leader is trained on the team start up for skills, bonding skills and with the various necessary approaches to drive team efficiently.
- *Team trainings:* Field leader is trained to deliver the trainings to the team.
- *Team output:* Field leader is tuned at micro level to manage the performance of the team and to make team stand in the performing zone.

These all makes the field leader packed with multi task required to operate the office in efficient and performing manner. One of the necessary training to place field leader as brand personality starts at the last lap of this schedule. After completion of all field leader gets promoted as Branch manager. This journey of few months develop the best suitable talented managers. Manager earnings at this level gets multiplied rather than incremental hikes.

Purity, High quality standards and benefits of the herbal products backed up with strong organizational capabilities and ethics deliver prevention from diseases, helps in curing the conventional and life style diseases keeps the consumer energetic. Pure herbal cosmetic products are well accepted by both the genders for skin care and to delay aging process of skin.

## 2. Conclusion

Direct models are very active in rural areas. Now it's the right time serve the urban population which is more prone to

environmental pollution and inorganic Food. Urban population is 40% of the total size of population. To display the right standard and use of the product, extreme knowledge component is essential. Youth, fresher's, graduates, post graduates must seek herbal direct model Organizations. This will pack them with the right set of skills with in short period and High unmatched growth.

High quality standards and benefits of the herbal products, up with strong and organization capabilities, deliver prevent from diseases people help in curing. Conventional, life style diseases, helps in helping the people healthy, energetic by the action of different herbal ingredients and other nutritional elements. In herbal cosmetics pure herbal products protect the skin from side effects, different skin complication and helps to control the pre mature aging sign.

Consumers of The herbal products are convinced and satisfied from the use of herbal products

Strong recommendation for direct model into herbal industry is start capturing urban population which contribute 40% of the total population with affordable pockets.

To display the standards of the organization extreme product knowledge. urban population is very youth, fresher, graduate, post- graduate must direct model industry in a herbal products for their better, growing professional careers.

## References

- [1] <https://www.grin.com/document/463945>