CHAPTER 20 ALOK'S RHYTHM • CONVERSATIONAL PIPELINE CADENCE RHYTHM-CH20-CADENCE

Alok's Rhythm: Phase 2 (Days 31–60) Acquisition & Enrollment Rhythm

The daily 60-minute conversational pipeline rhythm used by Alok Kumar to maintain a predictable flow of ₹1.5L–₹3L clients without running paid ads, cold DM spam, or marathon sales webinars.

RHYTHM ID	DAILY PIPELINE TIME	DAILY CONVERSATIONS	WEEKLY ENROLLED CLIENTS
RHYTHM-CH20-CADENCE	60 Minutes	5 Active DMs	1-2 Clients

1. THE 5 C'S 60-MINUTE DAILY EXECUTION SCHEDULE

DAILY ENGINE

Execute these five 12-minute blocks sequentially between 14:00 and 15:00 every Wednesday, Thursday, and Friday.

MINUTE BLOCK	FOCUS 'C'	ACTION PROTOCOL	DAILY TARGET
14:00 – 14:12	Content	Publish scheduled S-T-O-R-Y-X™ post and seed opening diagnostic question	1 Published Post
14:12 – 14:24	Comment	Engage substantively on 5 target industry leaders' posts with diagnostic authority	5 High-Value Comments
14:24 – 14:36	Conversation	Initiate 7-minute triage with prospects who engaged or viewed your profile	5 Active DMs
14:36 – 14:48	Call Booking	Send direct booking invitations to triaged prospects with diagnosed friction	2 Surgery Invites
14:48 – 15:00	Close & Telemetry	Log conversations in CRM/Notion and confirm upcoming surgery slots	Updated Daily Log

2. ENROLLMENT SURGERY DAY MINDSET & RITUALS

CONSULTATIVE MINDSET

Before starting an enrollment surgery call, ground yourself in sovereign authority.

01 **Review Diagnostic Intake Form (5 mins prior)**
Read their intake survey, revenue goal, and declared bottleneck. Write down the 2 hard questions you must ask.

02

Assume Doctor Frame

You are not a salesman auditioning for their approval. You are a diagnostic surgeon determining whether the patient qualifies for operation.

03

Prescribe Agreement Decisively

At minute 35, state your diagnosis clearly: 'Based on our audit, your pricing is bleeding 70% of your margin. Here is the exact 90-day roadmap to fix it.'