

3 STEPS TO SUCCESS

1. Acquire your first 4 Triangle Pack Customers (Your ultimate goal is to get 500 ccv to qualify for the Customer Global Pool)

Customer Sources

- 1 Yourself
 - 2 Family
 - 3 Friends/Co-Workers
 - 4 People you do business with
 - 5 People who don't join Kyäni
- To sign up and get information, go to: www.kyani.net

Key Words: FAVOR, HELP, TRY

"Hi! Do you have a minute, I need a huge FAVOR! (wait) I've part-nered up with a great wellness company because (share why) and I need a few customers to try my products by tonight in order to qual-ify for this huge promotion I am working on! Will you do me a huge FAVOR, HELP me out and give my products a TRY for 30 to 60 days, Please?"

2. Expose Your Top 20 Contacts To Kyäni Within Your First 2 Weeks Through The Following Process

- 1 3-WAY CALL with upline
- 2 2-ON-1 MEETING with upline
- 3 PBR (Private Business Reception) Scheduled within your first 72 hours
- 4 ATTEND NEXT BOM (Business Opportunity Meeting) with guests

Tips for a Successful PBR

- Lots of People
- Opportunity Video cued and ready
- Have samples ready and cold
- Light Refreshments (Avoid meals)
- Customer/Distributor Apps
- Upbeat music playing before and after

Your Role is to INVITE!

Call your close contacts with EXCITEMENT and say:

"Hey, what are you doing (date/time)? Listen, there is a nutritional company that is expanding in the area. It's a great way to make some extra money around a busy schedule. Trust me you're going to want to see this! I'm having a few close contacts over to (My first PBR). Can I count on you to be there?"

If they ask questions:

"Basically, we are going to be positioned to make money every time somebody takes the product. You need to see this the same way I did! Trust me; you need to be at (My First PBR)!"

If they can't make it:

"You have to see this right away! 30 min's tops! When is the soonest we can get together?" (schedule a time for you and your upline to show them the business)

After Presentation, Your Role is to SORT!

#1- Yes!

Sign them as a distributor.
Sign them as their first customer.
Start their Business Game plan.

#2- Questions?

Sign them as a customer.
Invite them to the next Meeting.
Provide them with more Information.

#3- Not Now

Sign them as a customer
Ask for referrals
Move on!
SW SW SW - NEXT

My First PBR

Date: _____
Time: _____
Location: _____



3 STEPS TO SUCCESS

(cont'd)

3. Come to Training (Never miss an event, and never come alone!)

- Conference Calls
- Weekly Meetings
- Convention
- National Convention



Next Saturday Training

Date: _____
 Time: _____
 Location: _____

Next International Training

Date: _____
 Time: _____
 Location: _____

Your WHY:



Get Your TOP 20 Contacts in Front of Your Kyäni Leaders Within Your First 2 Weeks

Name	Telephone	Name	Telephone
_____	_____	_____	_____
_____	_____	_____	_____
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Jade Director = 2000 QV.

Qualify for \$300 Fast Start Bonus if done in 30 days



Help 3 team members get to Jade... be promoted to Pearl.
 Help 5 team members get to Jade... be promoted to Sapphire.