



New Member **Orientation**

Where it all begins...



What we will cover...

- The **First 10 Steps to Success**
- The **Road to Residual Income**
- Your **Business Plan**





First
10 STEPS
to
SUCCESS

STEP 1: ENROL

as a Kannaway Entrepreneur

€47.80



- ✓ **Low cost** to get started
- ✓ **Website** and **e-commerce** provided
- ✓ **Operations, customer support, shipping,** and **logistics** all provided
- ✓ State of the art **Mobile App** to run your business from your phone
- ✓ International opportunity in **45 countries**

STEP 2: Make an appropriate **INITIAL ORDER**



**These packs
are only
available at
enrolment**

**7
PACKS**

ranging from

€149*

to

€1,670

**VAT non included*

And then choosing your **VALUE PACK**

BASIC
Value Pack
€149
110BV



HEMP
Value Pack
€169
110BV



STARTER
Value Pack
€220
110BV



BUILDERS
Value Pack
€350
300BV



SHARE
Value Pack
€440
250BV



PRO
Value Pack
€880
650BV



PREMIUM
Value Pack
€1,670
1,600BV





BASIC
110BV

HEMP
110BV

STARTER
110BV

BUILDERS
300BV

SHARE
250BV

PRO
650BV

PREMIUM
1,600BV

Money-back
Guarantee



Membership Fee
Included

Smartship
Rewards

12 Months Free
Shipping

Instant FastStart
Qualification

Value at Retail

Your Price

€234

€231

€480

€584

€1,121

€1,896

€2,282

€149

€179

€220

€350

€440

€880

€1,670

STEP 3: Establish and maintain **SMARTSHIP**



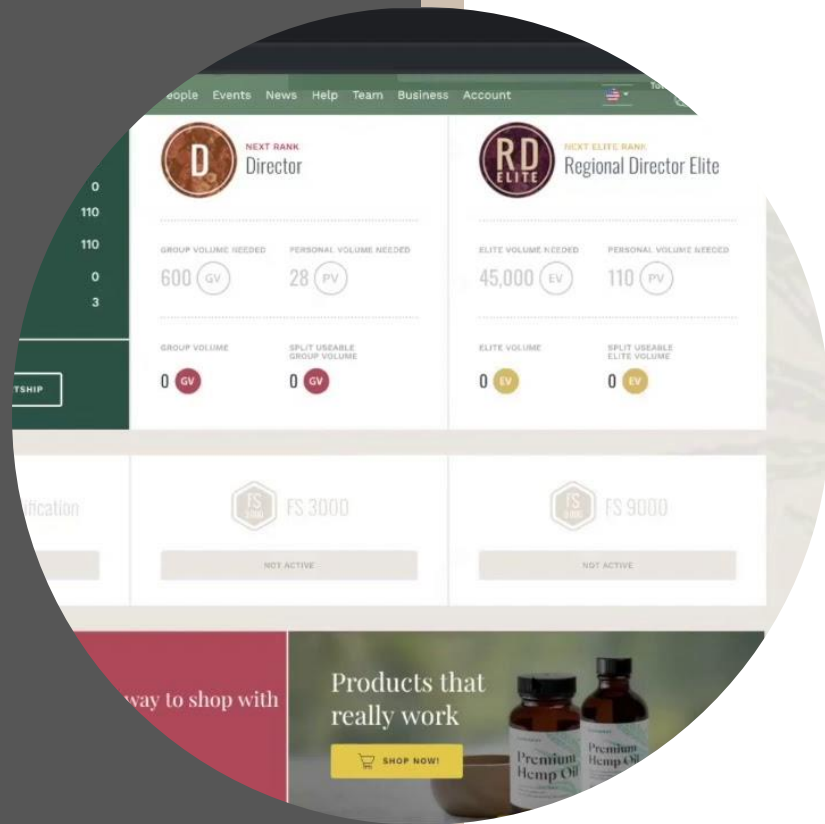
SMARTSHIP = the products you order for yourself

*Here is why a **Smartship of 110BVs every month** is so important to your new business:*

- ✓ Set the right example, creates a **Smartship foundation**.
- ✓ A Smartship foundation produces **volume** and **income**
- ✓ It's your monthly '**cost of doing business**'
- ✓ Experience **product benefits** – be your best customer
- ✓ Earn exclusive **Smartship Rewards**
- ✓ **Maximizes** many components of the compensation plan



STEP 4: Review All Resources in your **BACK OFFICE**



- **DASHBOARD** – Snapshot of your business, events, blog posts
- **TRAINING** – Getting Started Guide and Training Videos in Gallery and Help Tab
- **MARKETING TOOLS** – Videos and Documents
- **COMPLIANCE** – Do's and Don'ts

STEP 5: Build your **BELIEF**



- in the **INDUSTRY**
- in the **COMPANY**
- in the **PRODUCTS**
- in the **PROCESS**
- in **YOURSELF**

STEP 7: Learn how to **INVITE**



The **SECOND SKILL** required for success in your business...

- Learn what to say and what NOT to say so you can get out of the way and **LET THE TOOLS DO THE TALKING**
- The power of the **3-WAY CALL** to make it easy to launch your new business

STEP 8: Learn how to **PRESENT** your business in a manner that can **DUPLICATE**



The **THIRD SKILL** required for success in your business...

- **SCHEDULE** your first [Virtual] **Home Business Review** within your first week
- **INVITE** from your Candidate List
- **SHARE** your success experiences with others

STEP 9: Learn how to conduct a **NEW MEMBER ORIENTATION**



- You are learning how to **conduct a New Member Orientation right now!**
- Until you are ready, just **refer your new Entrepreneurs to this virtual New Member Orientation recording**
- If you follow this process, **you will be able to conduct your very own New Member Orientation** with your new BAs **within two week's time**

STEP 9: Learn how to conduct a **NEW MEMBER ORIENTATION**



- Review the 10 Steps to Getting Started
- Review the Back Office and App
- Set up proper Smartship and Echo donation
- Review how to enrol new customers and Entrepreneurs
- Review how to become Fast Start Qualified for triple DSC
- Fast Start 3000 / 9000 and Minimum Income Guarantee
- Review Pay Quicker
- Manage expectations (products / business)
- How and when to use Customer Support
- How to do a proper 3-way call / importance
- Schedule first two Home Business Reviews
- Enroller placement prior to 7 days

STEP 10: Follow this **PROCESS** and **ACT**



Consistently share Kannaway with **6 new people every day** and enrol at least **3 new Entrepreneurs every month** with a Value Pack

10 STEPS SUMMARY

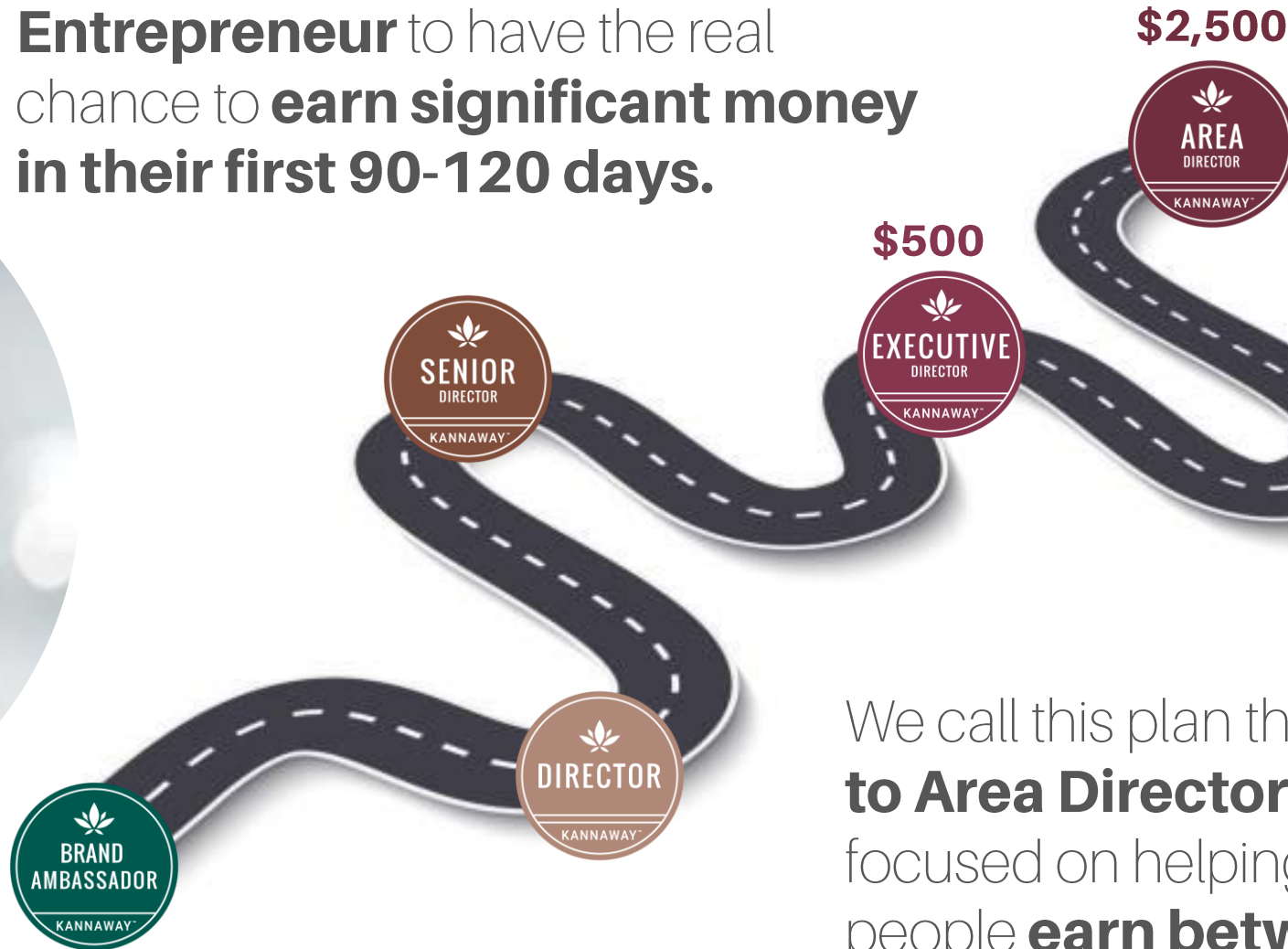


- STEP 1** **Enrol**
- STEP 2** Choose a **Value Pack**
- STEP 3** Establish and Maintain **Smartship**
- STEP 4** Review all resources in your **Back Office**
- STEP 5** Build your **Belief**
- STEP 6** Create a Business **Candidate List**
- STEP 7** Learn how to **Invite**
- STEP 8** **Present** your business so that it duplicates
- STEP 9** Learn how to do a **New Member Orientation**
- STEP 10** Follow this **process** with **consistent action**



The **ROAD**
to
RESIDUAL
INCOME

We set out with a goal for every person who joins as a **Entrepreneur** to have the real chance to **earn significant money in their first 90-120 days.**



We call this plan the **Road to Area Director** and it's focused on helping new people **earn between \$500 and \$2,500 p.m.** as quickly as possible

BENEFITS OF A QUICK START



Enrol **3 Entrepreneurs** in your **first 30 days** to become **Fast Start Qualified** (*instant w/ Premium Pack*)



Earn **triple** commissions



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Volume exceeds **3,000BVs** in 60 days = **\$1,000**



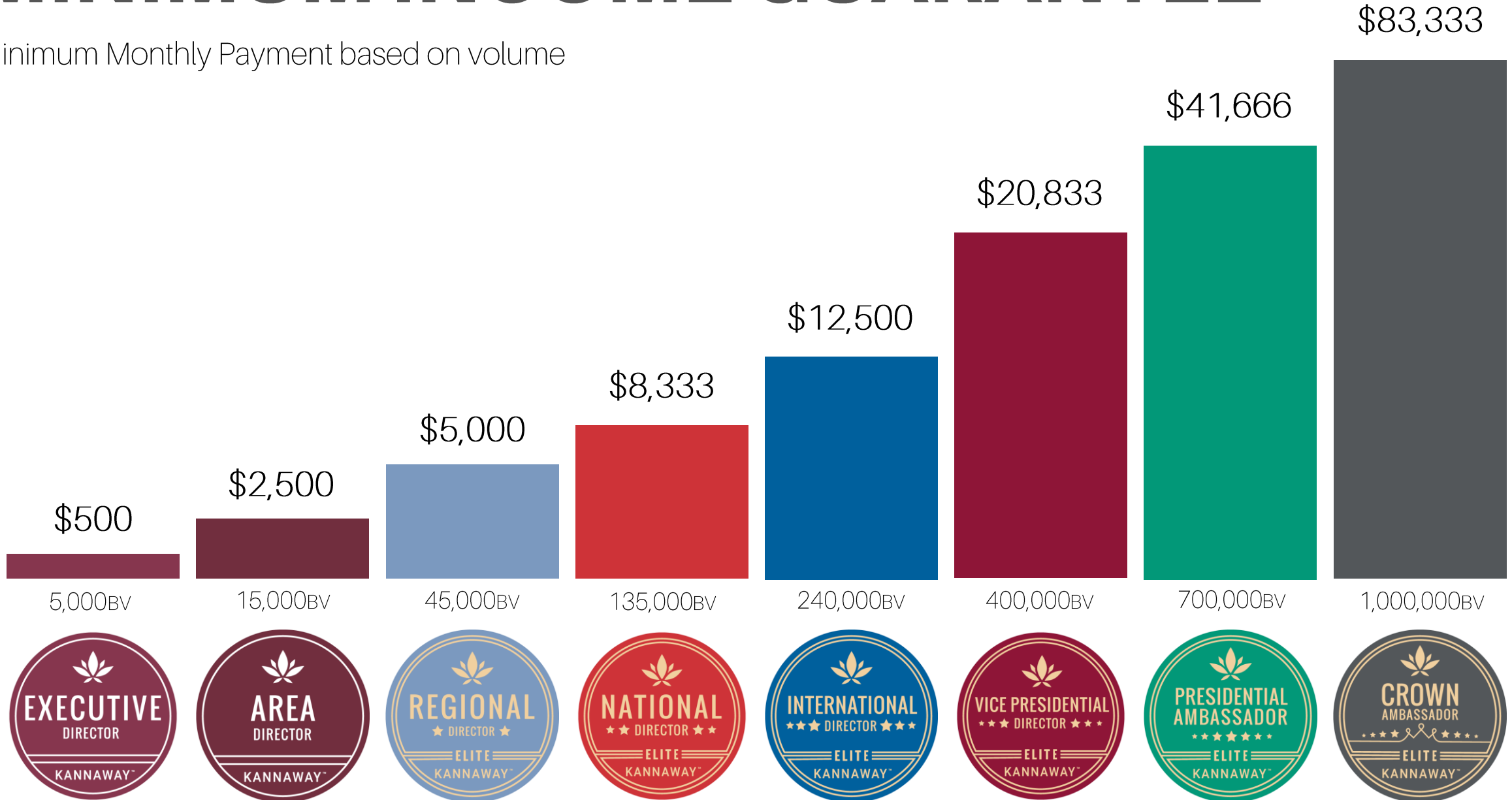
Volume exceeds **9,000BVs** in 90 days = **\$1,000**

Approximate Average Earnings

First 3 Months: \$800-\$1,200 p.m.

MINIMUM INCOME GUARANTEE

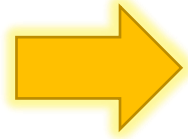
Minimum Monthly Payment based on volume





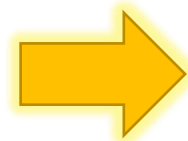
Your
projected
BUSINESS
PLAN

DUPLICATION BUILDING BLOCK



SCHEDULE your first [virtual] **Home Business Review**
in your **first week**.

Invite candidates from your list to engage in an information process to evaluate our Kannaway products or the business opportunity.



FAST START QUALIFY within your first 30 days

Enrol 3 BAs (or Preferred Customers) with a Value Pack .

YOUR FIRST 120 DAYS



SCHEDULE your first HBR with your candidates *within your first week*



FAST START QUALIFY = Triple Commission *within 30 days*



FAST START 3000 = \$1,000 bonus *within 30-60 days*



EXECUTIVE RANK = \$500 RAB + \$500/m MIG *within 60 days*



FAST START 9000 = \$1,000 bonus *within 90 days*



AREA DIRECTOR ELITE RANK = \$2,500 RAB + £2,500/m MIG *within 120 days*



Fast Start 3000 & 900 = \$2,000

Rank Advancement Bonuses (RAB)

- Executive (within 60 days) = \$500

- Area (within 120 days) = \$2,500

TOTAL BONUSES for first 4 months = **\$5,000**

WHAT NOW? Your Natural Choice



If you want to simply become a customer, contact the person who shared this with you so they can facilitate your first order and start enjoying our products.



If you are **ready to enrol and get started**, contact the person who shared this with you and they will walk you through the enrolment process.



WELCOME
TO
KANNAWAY