



# 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 Brand Ambassador

**€47.80 | £43**



- ✓ **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

**£160**

to

**£1,775**

# And then choosing your **VALUE PACK**

**BASIC**  
Value Pack  
**£160**  
**110BV**



**PURE**  
Value Pack  
**£195**  
**110BV**



**STARTER**  
Value Pack  
**£230**  
**110BV**



**BUILDERS**  
Value Pack  
**£310**  
**300BV**

**SHARE**  
Value Pack  
**£460**  
**250BV**



**PRO**  
Value Pack  
**£926**  
**650BV**



**PREMIUM**  
Value Pack  
**£1,775**  
**1,600BV**





**BASIC**  
**110BV**

**PURE**  
**110BV**

**STARTER**  
**110BV**

**BUILDERS**  
**300BV**

**SHARE**  
**250BV**

**PRO**  
**650BV**

**PREMIUM**  
**1,600BV**

Money-back  
Guarantee



BA Membership  
fee included

Smartship  
Rewards

12 months free  
shipping

Instant FastStart  
Qualification

Value at Retail

Your price

**£246**

**£329**

**£505**

**£615**

**£1,180**

**£1,925**

**£2,395**

**£160**

**£195**

**£230**

**£310**

**£460**

**£926**

**£1,775**

# STEP 3: Establish and maintain **SMARTSHIP**



**SMARTSHIP** = the products you order for yourself

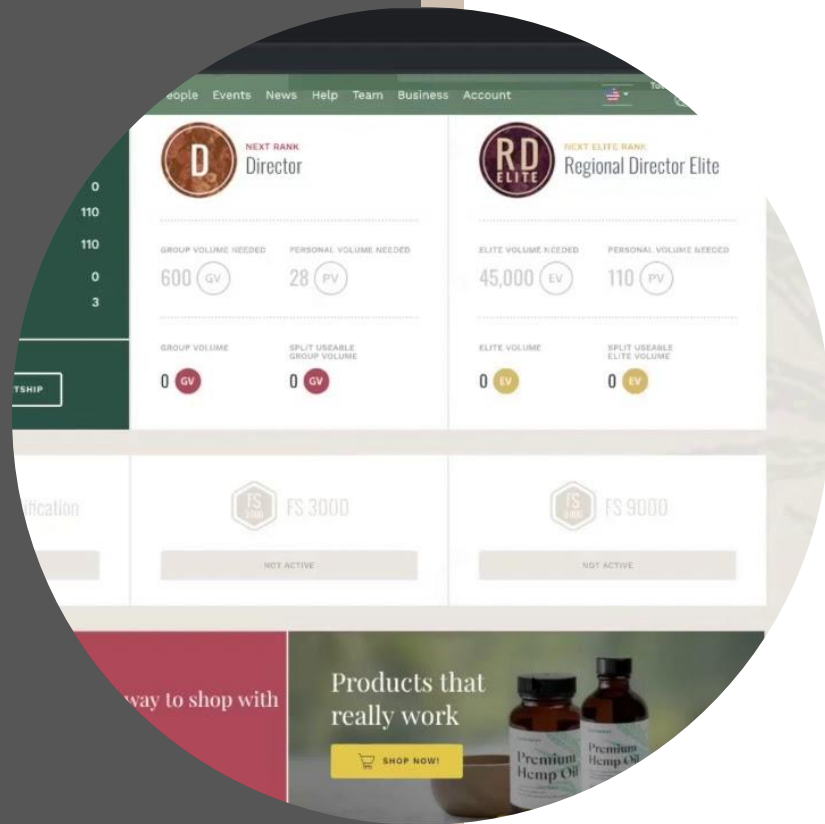
*Here is why a **Smartship of 110BVs every month** is so important to your new business:*

- ✓ 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 6: Create your business CANDIDATE LIST

Telephone/Contact	Comments
0121 345 6789	Personal Trainer
0131 567 6789	Full-time parent, Cynical
0141 345 2345	Shop Assistant, Camden, Positive
0121 345 6789	Analyst, Brighton, Sceptical
0161 345 6789	Finance, London, Very Positive
0121 234 1000	Secretary, Croydon, Positive
0171 778 6789	Fitness Instructor, London, Negative
0191 934 2367	Marketing, Chelmsford, Negative

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

- List **EVERYONE** you know
- Don't **PRE-JUDGE**
- Then **MAKE A LIST TODAY** of those you can contact tomorrow
- Always **ADD TO YOUR LIST** as you live your life

# 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 BAs 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 BAs
- 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 BAs 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 **Brand Ambassador** 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 BAs** in your **first 30 days** to become **Fast Start Qualified** *(instant with Total Experience Pack)*



Earn **triple** commissions



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



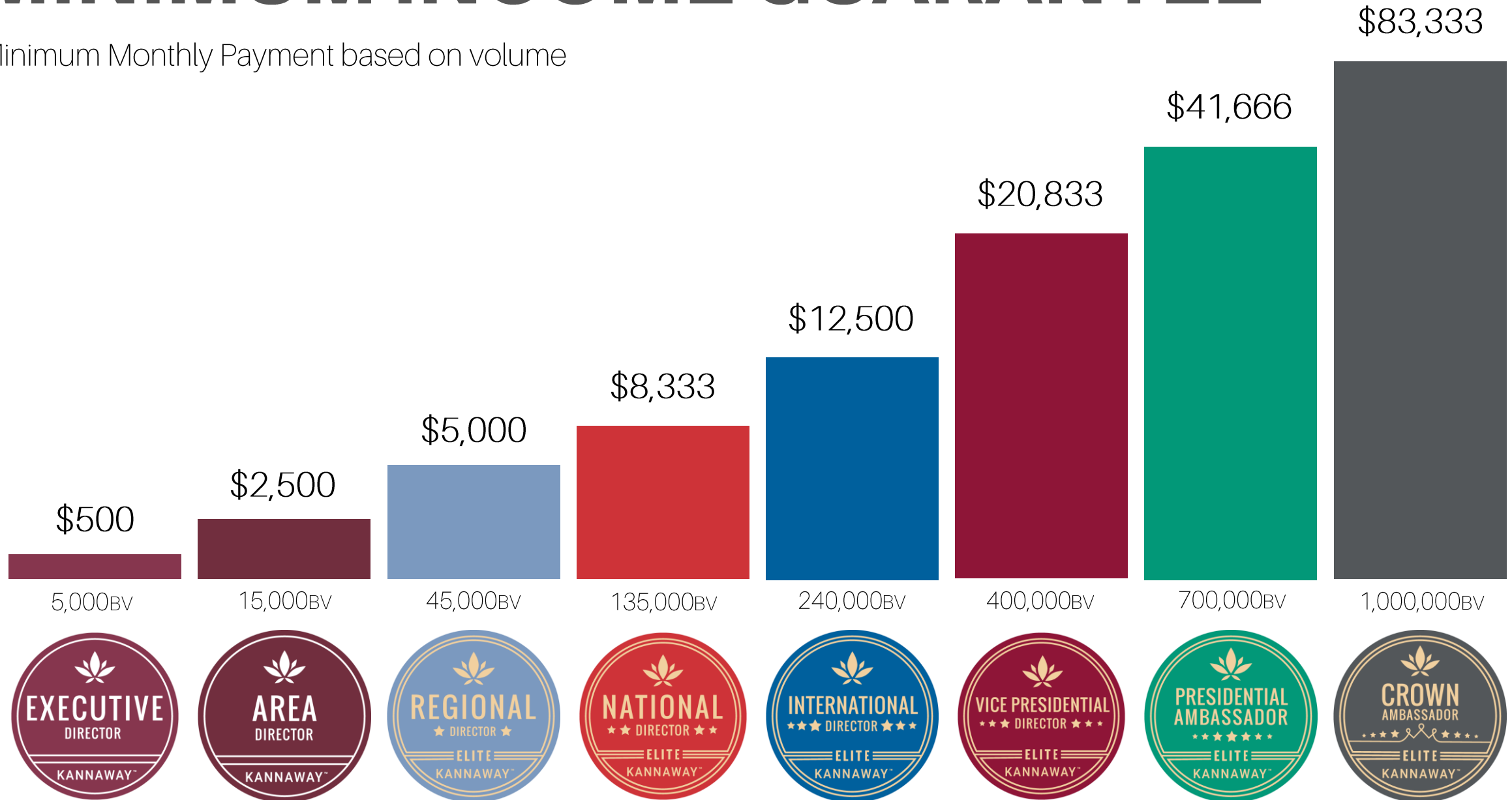
Volume exceeds **9,000BVs** in 90 days = **\$1,000**

**Approximate Average Earnings**

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

# MINIMUM INCOME GUARANTEE

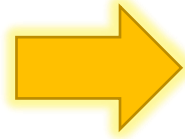
Minimum Monthly Payment based on volume





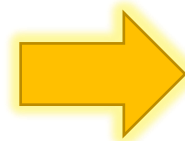
Your  
projected  
**BUSINESS**  
**PLAN**

# 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

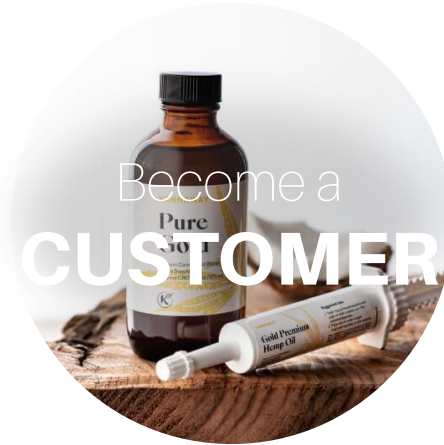
**Rank Advancement Bonuses (RAB)**

- 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**