

KANNAWAY® *Success Checklist*

- Received first order
- Started using the products
- Installed and tried the Kannaway app
- Selected first people to contact
- Invited 5 people to launch party / first meeting
- Watched product training videos
- Reviewed Compensation Plan Training
- Completed first products sales
- Onboarded first team member
- Activated Double DSC
- Learned the 7 Steps Process

Scan or photograph your completed check list and email it to **success@kannaway.com** to claim a free gift!

ID _____

Signature _____



*Access Training
Videos Here!*

KANNAWAY®

Seven Steps to Success



VISUALIZE YOUR OBJECTIVES

Make your goals clear, detailed, and concrete. Review them often.
Develop a visual representation of the organization you're going to build to MATCH your income goals.



WORK YOUR DATABASE

Your name list or database is the lifeblood of your business. Ensure everyone you interact with is added to your main database. Regularly add new contacts, track your activities, and leverage tags for better organization.



INITIATE CONVERSATIONS

Say hello! There are endless ways to connect and see if someone's interested in learning more about our products or opportunity. Just get started!



SHARE KANNAWAY

Use videos, documents, your own stories, and samples to share the products and opportunity. Let people experience Kannaway products firsthand and then invite them to a presentation.



FOLLOW-UP & BUILD RELATIONSHIPS

The average time from initial contact to enrolment is 70 days, so leverage assets to keep in touch. Follow up with customers, as they can be a great source of new contacts.



ONBOARD TEAM MEMBERS REGULARLY & CORRECTLY

Set your new team members up for success! Within 48 hours, walk them through the Success Checklist and schedule their Launch Party. **Enjoy doing this often!**



KEEP GROWING & DUPLICATE

Your business growth journey is a path of personal and professional development. Keep learning, attend trainings and events, and as you grow, mentor and coach others.