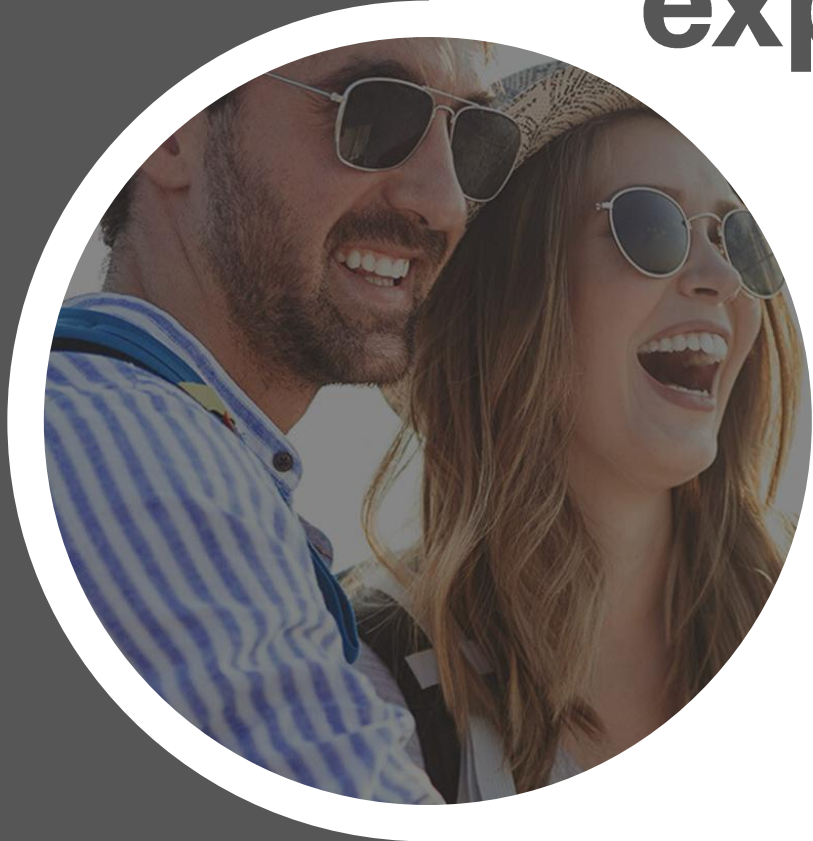


A person with long blonde hair is sitting at a desk, writing in a spiral notebook with a black pen. To their left is a white coffee cup on a saucer. In the foreground, a laptop keyboard is visible. The background is blurred, showing other people in a room. The text "NEW MEMBER ORIENTATION & COMP PLAN TRAINING" is overlaid in the center in a white, sans-serif font. The words "NEW MEMBER" and "TRAINING" are in a smaller, spaced-out font, while "ORIENTATION & COMP PLAN" is in a larger, bold font.

NEW MEMBER **ORIENTATION & COMP PLAN** TRAINING

What you may have experienced so far...



- Seen at least one or more Kannaway videos
- Attended a live or virtual event
- Watched a recorded presentation
- Enrolled in Kannaway & Made an Appropriate Initial Order

What we will cover...



- Why **Network Marketing**
- The **7 Steps to Success**
- The **Road to Residual Income**
- Your **Business Plan**

"Millions of people every day are searching for a way to make extra money on the side, and every day people are finding their answer with Kannaway."

WHY NETWORK MARKETING

50% feel underpaid

800 million jobs are threatened by automation

38 million home-based businesses in US alone – this was pre-Covid

\$180 billion/year in retail sales worldwide in network marketing

100 million people participate in network marketing

\$200 million/day is paid out globally in network marketing

Why Network Marketing

Cooperative – Not competitive

Sense of Community

No glass ceiling

Time/Money Freedom



The Process

1. Use the Products
(Be your own best customer – create your story)
2. Talk to People
(Ask questions and listen – use video tools & presentations)
3. Follow Up
(3way, zoom, product experience)
4. Enroll (BA or Customer)
5. Invite to Event



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.

Getting — — Started



 **KANNAWAY®**
The World's Premier Hemp & Wellness Company

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STEP 1: Visualize Your Objectives

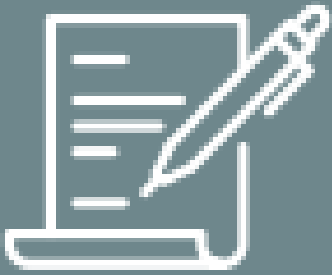


Determine your WHY and have this be part of your story. Make your goals clear, detailed, and concrete.

Review them often.

Develop a visual representation of the organization you're going to build to MATCH your income goals.

STEP 2: WORK YOUR DATABASE/NAMES LIST



Your name list or database is the lifeblood of your business. List everyone you know – Don't pre-judge.

Ensure everyone you interact with is added to your main database.

Regularly add new contacts as you live your life. Use the Memory Jogger in Getting Started Guide.

STEP 3: Initiate Conversations & Learn How to Invite

Say hello!



There are endless ways to connect with people and see if someone's interested in learning more about our products or opportunity.

Use the tools and just get started!

STEP 4: Share Kannaway & Learn How to Present



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.

STEP 5: Follow Up & Build Relationships



The average time from initial contact to enrollment is 70 days, so leverage assets to keep in touch.

Follow up with customers, as they can be a great source of new contacts.

“This may or may not be for you, only you will be judge of that, but one thing I know, if you can see what I can see, I am sure you will be as excited as I am...”

STEP 6: Onboard Team Members Regularly & Correctly



Set your new team members up for success!

Within 48 hours, review their Why and goals, walk them through the Success Checklist & Getting Started Guide and schedule their Launch Event – either live or virtual.

Visit our team resource center at:
Ba.hemplifestylenetwork.com

STEP 7: Keep Growing and Duplicate/Promote Events



Your business growth journey is a path of personal and professional development.

Keep learning, attend trainings and events.

As you grow, mentor and coach others with the help of your support team.

Follow this **PROCESS** correctly
and **ACT**

BUSINESS SUCCESS FORMULA



SHARE Kannaway consistently with **5 new people every day.**

Listen – Identify Needs & Wants

Link – Make connection to what they are looking for and what Kannaway offers – Let tools do the talking

Love – Assure them that you will help them get what they are after (Info, Products, Opportunity, Introductions, 3 Way Calls, Support, Friendship)



the **ROAD** to
RESIDUAL
INCOME

WAYS TO EARN



Retail Sales
Direct Sales Commissions (DSC)
Team Override Commissions
Lifestyle Bonuses
Rank Advancement Commissions (RAC)
Minimum Income Guarantee (MIG)

Create a **CUSTOMER BASE**



EXAMPLE: 1 bottle of Pure Gold
(Business Volume = 112 BV)

CUSTOMERS (pay retail):

Your profit per bottle is \$48 + \$11.20=\$59.20

PREFERRED CUSTOMERS (receive 15% discount):

Your profit per bottle is \$16.80 + \$11.20=\$28.00

10 C's & 10 PC's = **\$872 /mon**



Pure Gold Oil 4oz 2000mg	Price	BV	CV	Margin Commission	DSC
Retail Customer	\$ 207.99	112.00	56.00	\$ 48.00	\$ 11.20
Preferred/VIP Customer	\$ 176.79	112.00	56.00	\$ 16.80	\$ 11.20
Wholesale Distributor (first 30 days)	\$ 159.99	112.00	56.00	\$ -	\$ 11.20

Build a **TEAM**



HOW DO YOU GET STARTED?



Enroll as a Brand Ambassador

**Choose the appropriate Value Pack
to launch your business**

**Set up your Smartship to enjoy your
favorite products monthly**

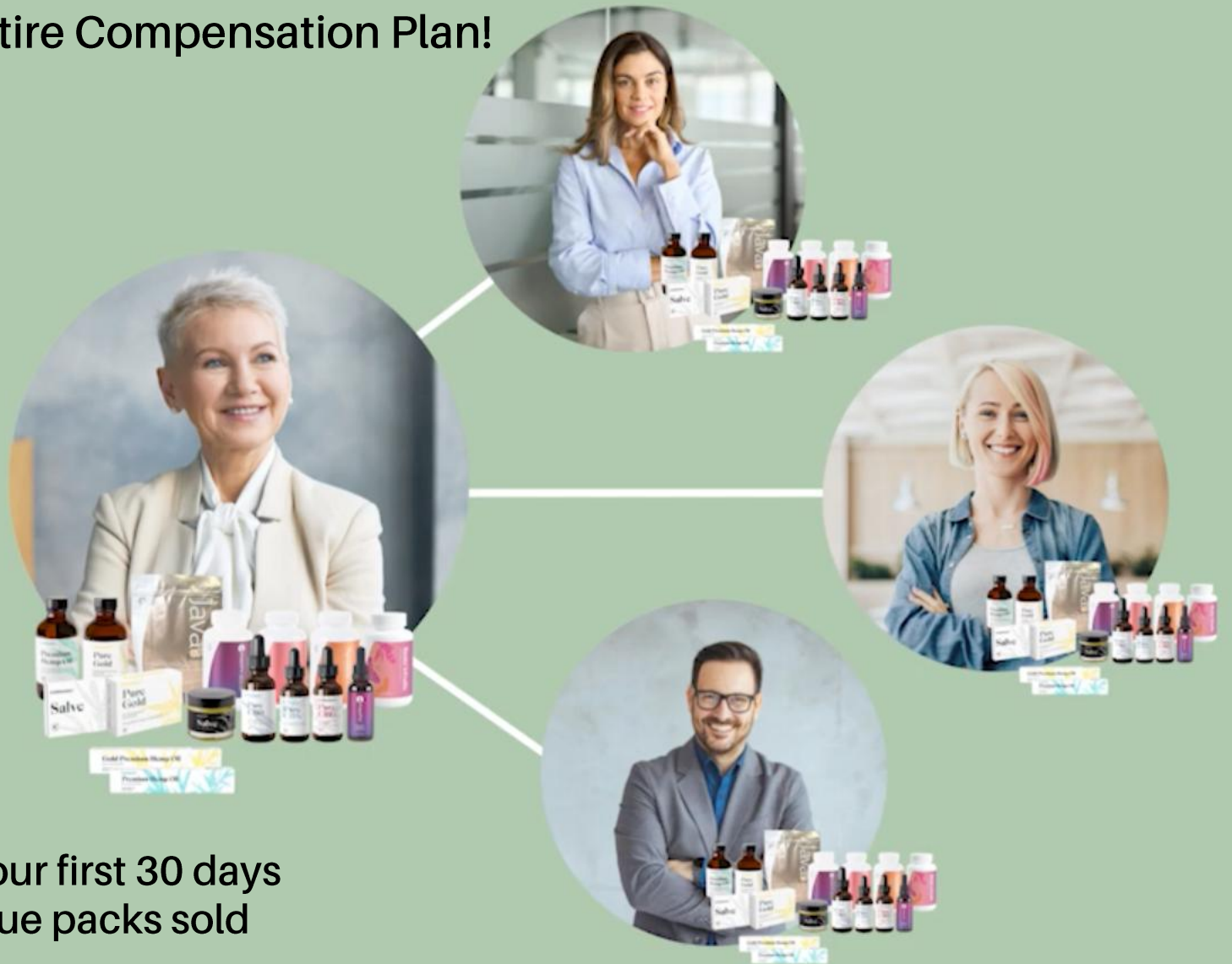
DIRECT SALES COMMISSIONS

		LIMITED 			
	STARTER 150 BV	Rediscover Kannaway Bundle 350 BV	JUNIOR EXECUTIVE 350 BV	EXECUTIVE 600 BV	TOTAL EXPERIENCE 1,500 BV
Money-back Guarantee	✓	✓	✓	✓	✓
Multiples to sell		✓			✓
Value	\$348.88 <i>31% discount</i>	\$749.99 <i>33% discount</i>	\$768.78 <i>35% discount</i>	\$1369.57 <i>34% discount.</i>	\$2579.08 <i>30% discount.</i>
Your Cost at Wholesale	\$239.95	\$499.95	\$499.95	\$899.95	\$1799.95
DSC	\$50/\$100	\$75/\$150	\$100/\$200	\$170/\$340	\$300/\$600

*Earn double DSC by enrolling 3 value packs within your first 30 days

The Power of Three - It opens the entire Compensation Plan!

The Power of Three



Enroll 3 BAs with a value pack within your first 30 days
Earn: Double DSC for 90 days on all value packs sold
and RAC and MIG!

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The World's Premier Hemp & Wellness Company

ROAD TO AREA DIRECTOR



Rank Advancement Commissions

Director	\$0	\$200 (30 days from start date)
Senior Director	\$200	\$400 (60 days from start date)
Executive Director	\$250	\$500 (90 days from start date)
10k Club	\$750	\$750 (90 days from start date)*
Area Director	\$1,250	\$2,500 (120 days from start date)
30k Club	\$1,750	\$1,750 (120 days from start date)*
Regional Director	\$2,500	\$5,000 (180 days from start date)
60k Club	\$3,000	\$3,000 (180 days from start date)*
100k Club	\$3,750	\$7,500 (180 days from start date)
National Director	\$5,000	\$10,000 (270 days from start date)
International Director	\$24,000	
Vice Presidential Director	\$40,000	
Presidential Ambassador	\$70,000	
Crown Ambassador	\$100,000	
Double Crown Ambassador	\$200,000	

TEAM OVERRIDE COMMISSIONS

Unilevel Placement Tree

	Entrepreneur/ Manager	Director	Senior Director	Executive Director	Area Director	Regional Director	100k Club	National Director	International Director	Vice Presidential Director	Presidential Ambassador	Crown Ambassador	Double Crown Ambassador
LVL 1	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%
LVL 2	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
LVL 3		9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%
LVL 4			8%	8%	8%	8%	8%	8%	8%	8%	8%	8%	8%
LVL 5				7%	7%	7%	7%	7%	7%	7%	7%	7%	7%
LVL 6					6%	6%	6%	6%	6%	6%	6%	6%	6%
LVL 7						5%	5%	5%	5%	5%	5%	5%	5%
LVL 8								4%	4%	4%	4%	4%	4%
LVL 9									3%	3%	3%	3%	3%
LVL 10													2%

*Team Override Commissions are paid monthly.

Compensation Plan

Minimum Income Guarantee (MIG) & Rank Advancement Commissions (RAC)

A career that fits all ambitions, from \$100/month to \$1million/year – RAC, Retail Margin Commissions, Direct Sales Commissions (DSC) and Value Pack Direct Sales Commissions (VPDSC) are Paid on top of MIG



BV 1,000
MIG \$100-\$300
RAC \$100-\$200



BV 3,000
MIG \$300-\$500
RAC \$200-\$400



BV 5,000
MIG \$500-\$1,000
RAC \$250-\$500



BV 10,000
MIG \$1,000-\$1,500
RAC \$750



BV 15,000
MIG \$1,500-\$3,000
RAC \$1,250-\$2,500



BV 30,000
MIG \$3,000-\$4,500
RAC \$1,750



BV 45,000
MIG \$4,500-\$6,000
RAC \$2,500-\$5,000

Compensation Plan

Minimum Income Guarantee (MIG) & Rank Advancement Commissions (RAC)

A career that fits all ambitions, from \$100/month to \$1million/year – RAC, Retail Margin Commissions, Direct Sales Commissions (DSC) and Value Pack Direct Sales Commissions (VPDSC) are Paid on top of MIG



BV 60,000
MIG \$6,000-\$10,000
RAC \$3,000



BV 100,000
MIG \$10,000-\$13,500
RAC \$3,750-\$7,000



BV 135,000
MIG \$13,500-\$24,000
RAC \$5,000-\$10,000



BV 240,000
MIG \$24,000-\$40,000
RAC \$24,000



BV 400,000
MIG \$40,000-\$60,000
RAC \$40,000



BV 700,000
MIG \$70,000
RAC \$70,000



BV 1,000,000
MIG \$83,300
RAC \$100,000

Kannaway Compensation Plan



**First 90 Days
&
Your Return on Investment
Strategy**

Building Blocks to Duplicate



Presentation(s)

Schedule your first [virtual] Presentation in your first week.

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



Double Direct Sales Commission (DSC)

Enroll 3 new people with a Value Pack within your first 30 days.

Your First 90 Days

YOU (Jr Executive Pack 350 PV)

350 BV
\$100

350 BV
\$100

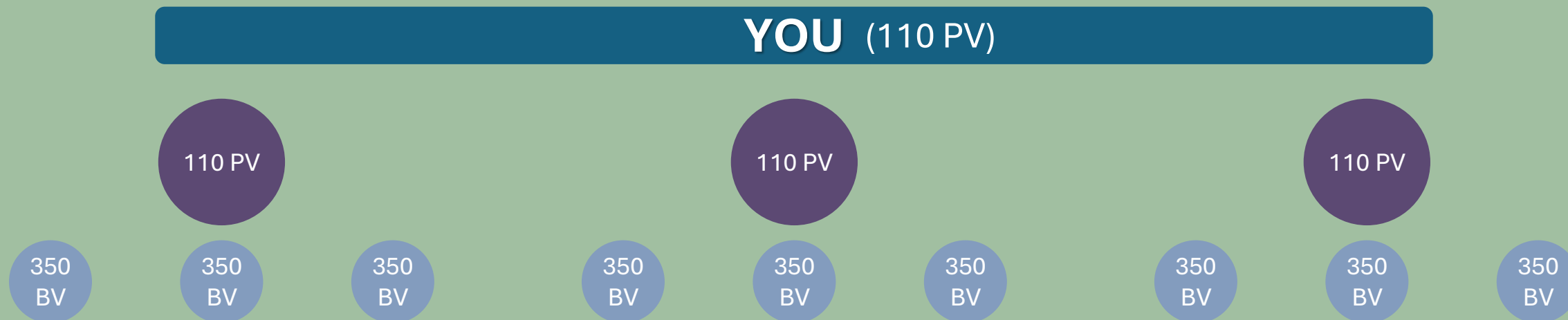
350 BV
\$100

MONTH 1: You purchase your Jr. Executive Value Pack and sell three Jr Exec VP within your first 30 days... The Power of 3!

Your Elite volume is 1290 and you are now a Director and Fast Start Qualified, so you earn a double **DSC of \$600!** You will also earn Director **RAC of \$200** and **MIG of \$129**

TOTAL INCOME for your first month is **\$929** with the investment of **\$499.99**
YOUR PROFIT=\$429 and **AMAZING PRODUCTS TO USE, SELL AND SHARE!!**

Your First 90 Days

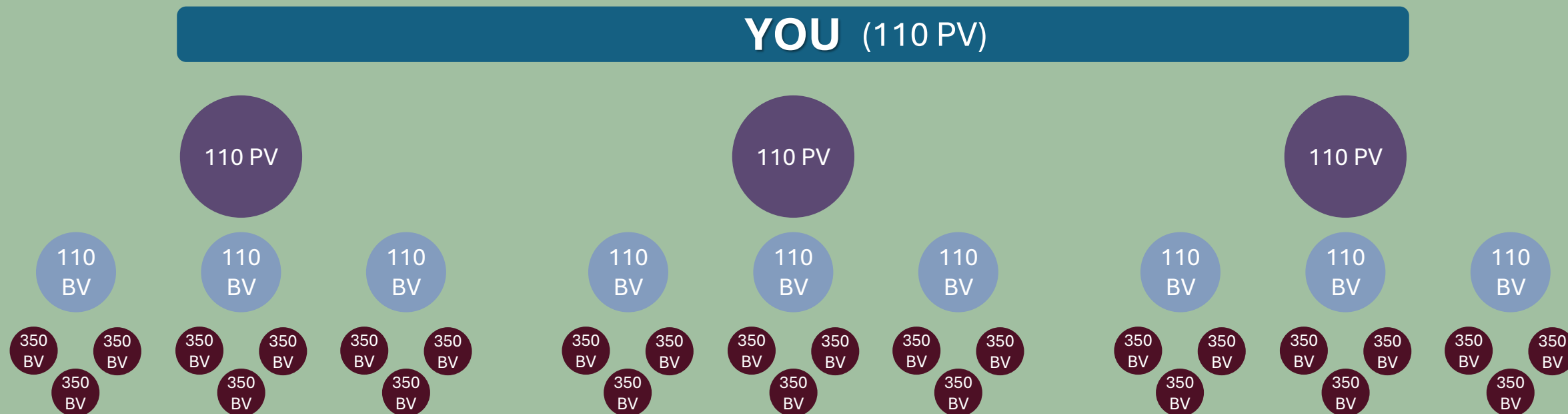


MONTH 2: Your three team members build their Power of 3 and they each have 110 PV. Your Elite volume is 3480 (3150+330). You are a Senior Director and earn \$400 RAC + \$348 MIG = \$748.

Total accumulated earnings for Month 1& 2:

$$\text{\$929} + \text{\$748} = \text{\$1677}$$

Your First 90 Days



MONTH 3: Your team duplicates and they all enroll their 3.

Your Elite Volume is 10770 BV and you have achieved 10K Rank, earning Exec Dir RAC of \$500 plus 10K RAC of \$750 plus MIG \$1077 for a total earnings month 3 of approx. \$2327.

Total accumulated earnings for Month 1, 2 & 3:

$$\text{\$929} + \text{\$748} + \text{\$2327} = \text{\$4004}$$

Your First 90-120 Days



Schedule, your first Virtual Presentation with your candidates within the first week



Double DSC = *Double Direct Sales Commission for 90 days* (Within first 30 days)



Director Rank = \$200 RAC (within 30 days) + \$100 - \$300 MIG



Senior Director Rank = \$400 RAC (within 60 days) + \$300 - \$499 MIG



Executive Director Rank = \$500 RAC (within 90 days) + \$500 - \$1000 MIG



10K Club Rank = \$750 RAC + \$1000 - \$1500 MIG



Area Director Rank = \$2500 RAC (within 120 days) + \$1500 - \$2999 MIG

Total Bonus Money Available = \$4,350

Plus Direct Sales Commissions & Minimum Income Guarantee

TOTAL EARNINGS approx. \$6,400-\$9,400

Our **SIMPLE PROCESS**



SUCCESS TIPS



Maintain your own personal volume requirements

3 personally enrolled Brand Ambassadors in 3 separate legs each with 110 pts

No more than 60% volume can be counted from any one leg for rank advancement and MIG

All on Smartship of 110pv

Every month the goal is to enroll 3 new BA's and/or customers

Use the tools and teach the system!

Invite, Present, Follow Up-3way call, New Member Orientation, Enrollment

US Weekly Webinar Series

Tuesdays: Kannaway Opportunity Presentation

Wednesdays: Wellness Wednesday Product Training

Thursdays: New Member Orientation & Comp Plan Training

Link: [***https://kannawayevents.com/US***](https://kannawayevents.com/US)

Time: 9 PM EST / 6 PM PST

Password: kannaway



Valerie Aloisio



Dr. Peter Verdegem



Jeff & Debbie
Lessard



Melissa
Temple-Agosta

Re 
Discover
KANNAWAY®



“Never doubt that a small group of thoughtful, committed citizens can change the world; indeed, it's the only thing that ever has.”

- Margaret Mead

YOU GOT THIS!



WELCOME
to
KANNAWAY