



Your First 90 Days

Return on Investment Strategy

Kannaway Compensation Plan



KANNAWAY®

The World's Premier Hemp & Wellness Company

HOW DO YOU GET STARTED?



- ENROLL as a Brand Ambassador.
- CHOOSE the appropriate Value Pack to launch your business-only available at enrollment.
- SET UP your Smartship to enjoy your favorite products monthly

**ONLY AVAILABLE AT
TIME OF ENROLLMENT**

**VALUE
PACKS**

Money-back
Guarantee

Product Value

DISCOUNT (%)

ENROLLMENT PRICE

SAVINGS

Business
Volume (BV)

*Direct Sales
Commission (DSC)

**K-DTOX30
BUNDLE**



\$439.38

34%

\$289.99

\$149.39

175 BV

\$50 / *\$100

**TOTAL PRODUCT
EXPERIENCE**



\$1,730.75

48%

\$899.99

\$830.76

720 BV

\$175 / *\$350

**EXECUTIVE
VALUE PACK**



\$714.27

44%

\$399.99

\$314.28

300 BV

\$75 / *\$150

***Earn double DSC by enrolling any 3 Value Packs within your first 30 days.**



The Importance of Smartship

SMARTSHIP – The products you order for yourself

- ✓ Sets 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

Ways To Earn



- Retail Sales
- Direct Sales Commissions
- Team Override Commissions
- Rank Advancement Bonuses
- Minimum Income Guarantee

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 monthly income!

PDR | PRESCRIBERS' DIGITAL REFERENCE

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



**Open the entire
Compensation Plan
with...**

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!



 **KANNAWAY®**
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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

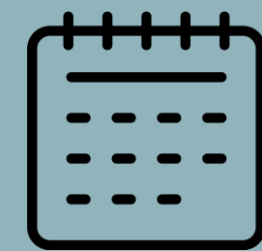


BV 700,000
MIG \$70,000
RAC \$70,000



BV 1,000,000
MIG \$83,333
RAC \$100,000

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 (Total Experience Pack \$899.99)

720 BV
\$350DSC

720BV
\$350DSC

720 BV
\$350DSC

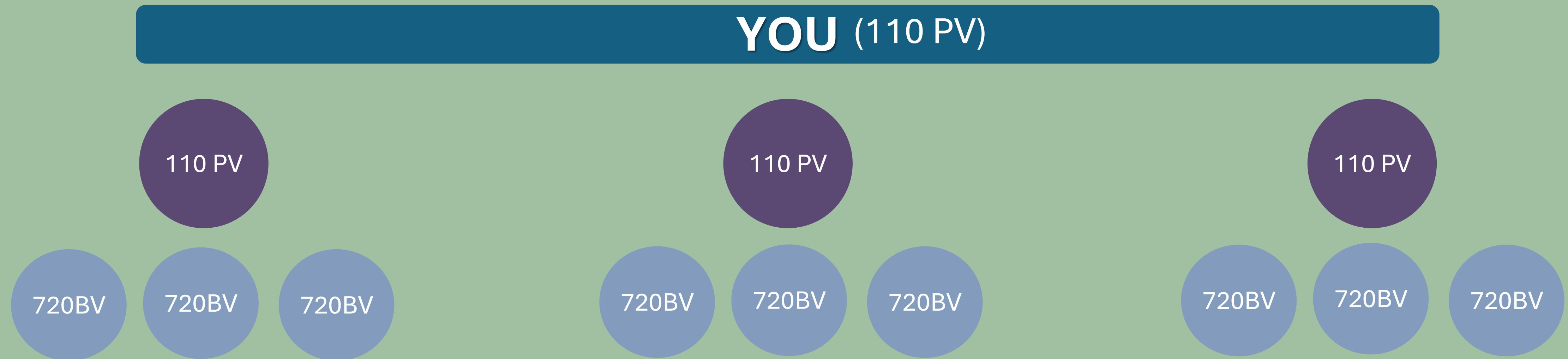
MONTH 1: Purchase your Total Experience Pack and sell three similar packs within your first 30 days... **You are now fast start qualified and will earn Double DSC** for the next 90 days.

- Your Elite volume is 2770
- You are now a Director and Fast Start Qualified
- You earned a **double DSC of \$1050**
- You will also earn **Director RAC of \$200** and **MIG of \$277**

Your investment generated in your first month a **total income of \$1527** and a **total profit of \$627**

AND you still have all your Kannaway 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 6810** (6480+330)
- You are an **Executive Director**
- You earned **\$500 RAC + \$681 MIG = \$1181**

Total accumulated earnings for month 1 & 2 is now **\$2708** (\$1527 + \$1181)

The diagram illustrates a power distribution setup. A single 110V power source is connected to three identical power distribution units (PDUs). Each PDU has a 110V input and three 720V outputs. The connections are as follows:

- 110V Power Source
- 110V PDU 1
 - 720V Output 1
 - 720V Output 2
 - 720V Output 3
- 110V PDU 2
 - 720V Output 1
 - 720V Output 2
 - 720V Output 3
- 110V PDU 3
 - 720V Output 1
 - 720V Output 2
 - 720V Output 3

- Your **Elite Volume** is **20,760 BV**
- You are an **Area Director**
- You earned **\$750 10K RAC + \$2,500 Area RAC + \$2,076 MIG = \$5,326**

Total accumulated earnings for month 1, 2 & 3 is now **\$8,034** (\$1,527 + \$1,181 + \$5,326)

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

Bonus Money Available: \$4,350

PLUS: Direct Sales Commissions & Minimum Income Guarantee

TOTAL APPROX EARNINGS: \$6,400 - \$9,400