

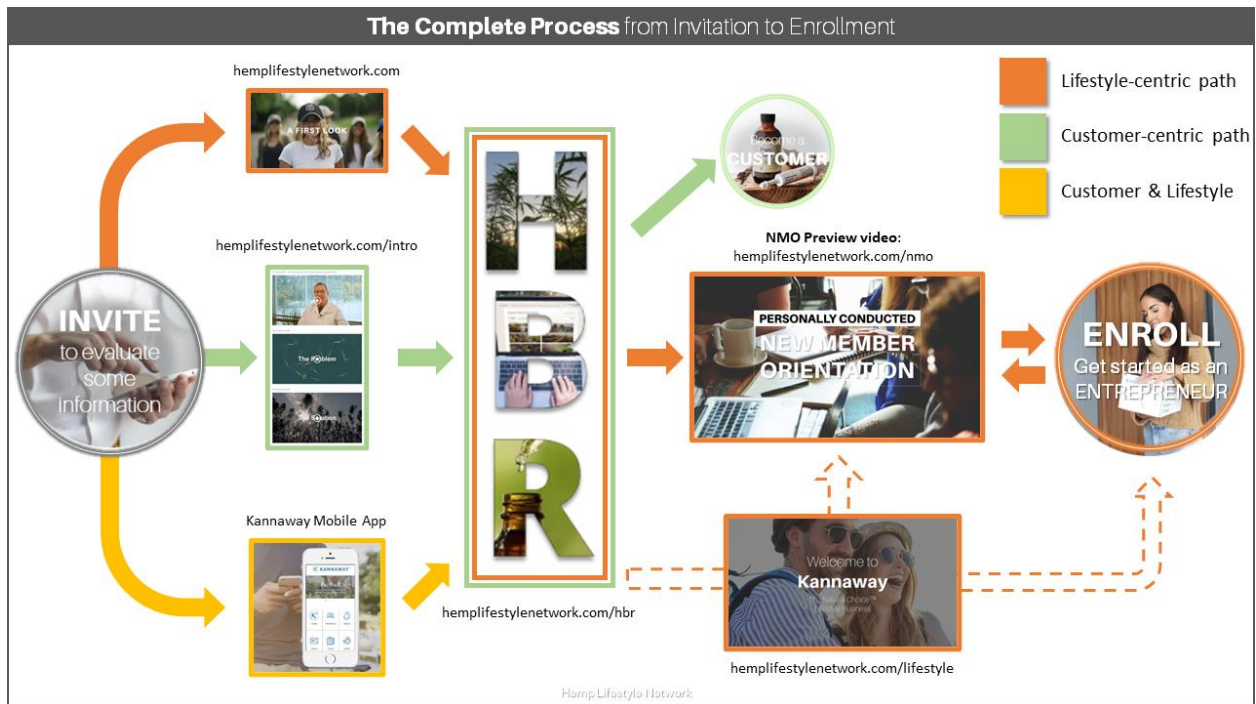
Checklist for New Entrepreneurs

*This checklist will help you understand **The Complete Process from Invitation to Enrollment** on your **Road to Residual Income** to strategically focus your time on income producing activities and earn all available bonuses and rank advancements in the most efficient manner possible within your first 90 - 120 days as a new Kannaway Entrepreneur.*

For the latest version of this Checklist, go to: <https://ba.hemplifestylenetwork.com/checklist>

THE COMPLETE PROCESS FROM INVITATION TO ENROLLMENT

This is a visual representation of what **The Complete Process from Invitation to Enrollment** looks like:

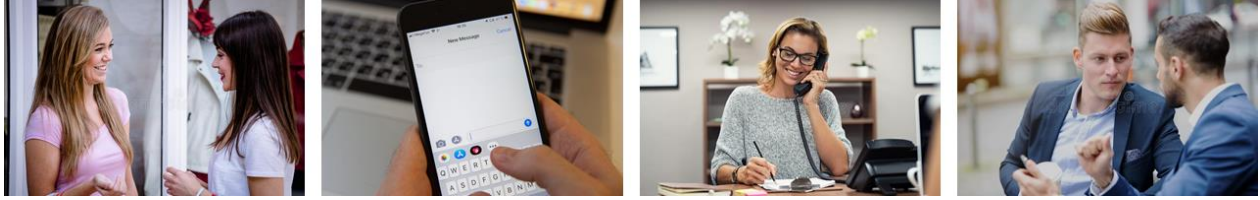


There are three key stages to focus on in this process: **STAGE 1** - The Invitation; **STAGE 2** - The Home Business Review (HBR); and **STAGE 3** - New Member Orientation. Each stage is designed to flow and lead into the next stage towards enrollment of a new Kannaway Entrepreneur (or customer).



The most important **income-producing activities** for each stage in your business will be...

STAGE 1 Provide a simple invitation to at least 6 people every day to evaluate some information about Kannaway.



To learn how to properly invite your candidates to attend your Home Business Review, read these documents: [How To Invite by Establishing Interest \(PDF\)](#) and [Mastering The Art of the Invitation \(PDF\)](#), and listen to this training [audio](#).

STAGE 2 Conduct a weekly Home Business Review.



To learn how to properly conduct a Home Business Review, watch the training video and read the training manual [here](#).

STAGE 3 Conduct a New Member Orientation with every candidate who experienced a Home Business Review and has shown interest in becoming a Kannaway Entrepreneur.

To learn how to conduct a proper New Member Orientation and access the support materials, go [here](#).



THE 10 STEPS Summary

- STEP 1 **Enroll in Kannaway** and determine your **WHY**.
- STEP 2 Make an appropriate **Initial Order**.
- 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 in a manner that duplicates.
- STEP 9 Conduct proper **New Member Orientations**.
- STEP 10 Follow this **process** with **consistent action**.

If you are willing to do these 10 Steps, you can do this business.

YOUR ROAD TO RESIDUAL INCOME

If you focus on the income-producing activities for each of these three stages, then you are well on your way to achieving your **Road to Residual Income** within your first 90 to 120 days. This is a visual representation of what that looks like for the ranks you can achieve, the bonus money you can earn, and the Minimum Income Guarantee of guaranteed monthly income you can arrive at during this time:



To help you achieve your **Road to Residual Income** and keep you on track towards success in your new business, we have included **Your Checklist** on the next page.



Hemp Lifestyle Network is a group of thousands of entrepreneurial-minded people from around the world who have chosen to build a lifestyle business with Kannaway.

We enthusiastically **educate** on the importance of hemp for our environment and cannabinoids from hemp for our health; we **embrace** hemp as a human right; and we **empower** others with the knowledge and support to experience Kannaway's industry-leading products with the opportunity to earn and build a successful business.

YOUR CHECKLIST

DAILY

Action:

- Add names to your Candidate list.
- Focus on reaching out (text or call) to at least 6 people a day to invite them to evaluate some information about Kannaway.
- Do at least 3 IPA's (income producing activities) per day.*

**IPA's are activities that generate a sale and/or enrollment. Some examples of income producing activities include conducting Home Business Reviews (HBRs) and New Member Orientations (NMOs), as well as participating in 3-way calls, Zoom meetings, Facebook/IG Lives, etc.*

YOUR FIRST WEEK

Action:

- Enroll with an appropriate initial order.
- Set up your SmartShip.

To understand the importance of enrolling with an appropriate initial order and setting up SmartShip, watch this 3 minute video: [The First 3 Steps](#).

- Read this official Welcome Letter from Hemp Lifestyle Network and your Sponsor [here](#).
- Set up your account. *Here you can change your password, upload a photo, verify shipping and payment information, customize your replicated site, and set your compensation and placement preferences.*
- Watch Kannaway's '**10 Steps to Getting Started**' short instructional videos [here](#).
- Download the '**Getting Started Guide**' from Kannaway [here](#). You can also download it from our Resource Center [here](#).
- Print out the 'Getting Started Guide' you have downloaded (*and use for the next steps below*).
- Write down your 'emotional and mental barrier of exit' for yourself regarding your business. (*Always share this with your Candidates when conducting HBRs and New Member Orientations*).
- Write down at least 100 names from your contacts to your Candidate List
- Schedule with your sponsor your first Home Business Review (HBR) within your first seven days. *This should be in your home (always better and more effective) or a coffee shop or virtually. Your first two Home Business Reviews will be conducted for you by your Sponsor (the person who enrolled you).*
- For the latest updates and announcements on training, events, promotions, recognition, etc., follow these two groups on social media: Kannaway Corporate and Hemp Lifestyle Network.
- Download to your phone the **Kannaway Mobile App** for company alerts, to share videos you can track, contact management, and to manage your entire Kannaway business from your phone.
- To learn about any area of your Kannaway business, access Kannaway's FAQ webpage [here](#).

Share hemplifystylenetwork.com with Candidates who are looking for a way to change or improve their lifestyle but need to learn more before they commit to attending your Home Business Review.

Share hemplifystylenetwork.com/intro with Candidates who need to learn more about the products and/or company before they commit to attending your Home Business Review.

YOUR FIRST 30 DAYS

Action:

- Enroll 3 new Entrepreneurs with an appropriate initial order in your first 30 days.
- Download and use the [Welcome Email Template](#) with your new Entrepreneur team members.

Achievements:

- Manager Rank
- Director Rank
- Director Rank Advancement Commission (*\$200 within first 30 days*)
- Senior Director Rank
- Senior Director Rank Advancement Commission (*\$400 within first 60 days or \$200*)

YOUR FIRST 60 DAYS

Action:

- Enroll another 3 new Entrepreneurs with an appropriate initial order.
- Help your new team enroll their first 3 entrepreneurs.
- Conduct the first two Home Business Reviews for your newly enrolled Entrepreneurs.

Achievements:

- Executive Director Rank (*\$500 - \$1,500 monthly Minimum Income Guarantee*)
- Executive Director Rank Advancement Commission (*\$500 within first 60 days or \$250*)

YOUR FIRST 90 – 120 DAYS

Action:

- Continue to enroll another 3 new Entrepreneurs every month with an appropriate initial order.
- Help your new team enroll their next 3 Entrepreneurs.
- Continue to conduct the first two Home Business Reviews for your newly enrolled Entrepreneurs (*and your team is now doing the same for their new entrepreneurs thus effectively duplicating this process*).

Achievements:

- Area Director Rank (*\$1,500 - \$4,500 monthly Minimum Income Guarantee*)
- Area Director Rank Advancement Commission (*\$2,500 within first 120 days or \$1,250*)

LEADERSHIP RECOMMENDATIONS

You have been laser-focused to accomplish all that is possible within your first 120 days as a Kannaway Entrepreneur. There are a few simple things we can recommend you can do to bring yourself to the next level and become the leader that your team can look up to.

- Attend and participate in as many corporate events (virtual or live) as possible.
- Attend and participate in as many corporate and team trainings (virtual or live) as possible.
- Take any personal development and sales training courses that are freely offered by qualified Kannaway leaders.

AVAILABLE RESOURCES

TRAINING RESOURCES:

Hemp Lifestyle Network Resource Center Educate. Embrace. Empower.

<https://ba.hemplifestylenetwork.com>

SHARING RESOURCES:

Executive Summary (PDF) *Use this for talking points with your Candidates and also to send to Candidates who have gone through the Complete Process but have still not made the decision to enroll as a Customer or as an Entrepreneur.* Download the PDF document [here](#).

Business Testimonials *Short videos you can share with your candidates to validate our lifestyle business or to create interest.*

<https://hemplifestylenetwork.com/testimonials/>

Products Explained *Videos you can share with customers who need more validation about the science, quality and uses behind the products.*

<https://ba.hemplifestylenetwork.com/product-training/>

Scientific Cannabinoid Research *From Por Grace (Kannaway's third-party non-profit organization). Here you will find research articles and literature reviews, organized alphabetically by ailments and conditions, from the medical community's peer-reviewed journals. Newly published studies are added regularly.*

<https://porgrace.org/en/research>

Cannabinoid Education *Blog articles from Por Grace (Kannaway's third-party non-profit organization) on the potential of cannabinoids to support eye health, gut health, neural health, skin health, and bone health.*

<https://porgrace.org/en>

SUPPORT RESOURCES:

Hemp Lifestyle Network Facebook Group *(for Kannaway Entrepreneurs only). Used for welcoming new Kannaway Entrepreneurs, recognizing achievements, promoting major events, and providing important updates and announcements. To be accepted as a member and gain access to this resource, go to this link and answer all the required questions:*

<https://www.facebook.com/groups/kannawayleaders>