





## STEP A: GET YOUR 3 CUSTOMERS



- The “DO ME A FAVOR” script works the majority of time with the majority of people! •
- Make sure to adjust the verbiage to match how you speak (don’t be a robot!) •
- BE EXCITED, BE RESPECTFUL, AND MOST OF ALL, BE GENUINE! •



“HI \_\_\_\_\_, DO YOU HAVE A MINUTE...?  (WAIT FOR RESPONSE)

CAN YOU DO ME A HUUUGE FAVOR?  (WAIT FOR RESPONSE)



I JUST STARTED A NEW BUSINESS CALLED KYANI AND I’M ONE CUSTOMER AWAY FROM ACHIEVING A HUGE MILESTONE!

IF I COULD OFFER YOU A NATURAL HEALTH PRODUCT WITH 100% MONEY BACK GUARANTEE WOULD YOU DO ME A HUUUGE FAVOR AND GIVE IT A TRY?

### /// COMMON CUSTOMER Q & A

- “What is it?” ——— **Kyani Sunrise** - A super antioxidant blend of wild Alaskan blueberries and 22 other superfoods meant to give your body the nutrition it needs for the day.  
**Kyani Sunset** - An Omega3 powerhouse pill from pure wild Alaska salmon enhanced with vitamin E from nature’s best source, tocotrienols.  
**Kyani Nitro FX** - Uses the best part of the Noni plant to help your body make nitric oxide (NO).

“I’m already taking products...” ——— “Great! You are going to save money and benefit from a superior product with Kyani and you would really be helping me out. **So could you do me a favor and give it a try?**”

“What does it cost?” ——— For the full health benefit, I recommend the Triangle pack for \$130 (tax + shipping). You would really be helping me out. **So could you do me a favor and give it a try?**

“What do I have to do?” ——— Great, All I need is some basic info from you and thank you for helping me out. *(Complete customer form)*

### QUICK PRODUCT PRICING GUIDE

#### Triangle of Health Pack



1 Box of Sunrise Packets,  
1 Sunset, 1 NitroFX 56ml

**Retail Price**  
\$129.95

**Autoship Price**  
\$119.95

#### Weight Management Bundle

1 Box of Sunrise Packets, 1 Sunset,  
1 Nitro Xtreme 56ml, 4 Kyani Core140+

**Retail Price**  
\$259.95

**Autoship Price**  
\$244.95

#### Protein Pack

1 - HL5 30 Pack  
1 - Fit20 10 Pack

**Retail Price**  
\$127.95

**Autoship Price**  
\$117.95



## STEP B: SCHEDULE YOUR PERSONAL ZOOM WITHIN 24 HOURS



- Your Personal Zoom is the Grand Opening for your new business! •
- Make sure to adjust the verbiage to match how you speak (don't be a robot!) •
- BE EXCITED, BE RESPECTFUL, AND MOST OF ALL, BE GENUINE! •
- Use your upline to do confirmation and 3 way calls! •



**Personal Zoom Date and Time**

Hello \_\_\_\_\_ do you have a few minutes?



(WAIT FOR RESPONSE)

What are you doing tomorrow at \_\_\_\_\_?



(WAIT FOR RESPONSE)



**(WHEN THEY RESPOND THAT THEY'RE FREE)**

Great! The reason I am asking is because I'm EXCITED about a ground floor opportunity and I'm having a few key people on a Zoom to see what's going on. Can I count on you to be there?

**(IF THEY ASK QUESTIONS)**

It's a business that deals with Health and Wellness and you have got to see it! But because I'm still learning, I'm gonna let you talk to my Senior Business Partner who is very successful and is helping a lot of people.

**If they persist on knowing more, connect them with an expert on a 3-way call.**

**YOU ARE NEW, and don't want to confuse them.**

**RED APPLES:** Positive People

**GREEN APPLES:** People with Questions

**ROTTEN APPLES:** Negative People



**REMEMBER: Some Will, Some Won't, Some Wait, So What...NEXT!!!!!!!**

**/// PERSONAL ZOOM CHECKLIST AND FLOW**

- Phones on silent/off**
- Pets somewhere quiet**
- Kids in bed or in another room**
- Send your guests any Documents they may need (Overview sheets, Applications, MD Doctor Notices, Product Catalogs, Look Books)**
- Make sure you know how to use the basics of Zoom!**

**HOST (YOU) WILL OPEN PRESENTATION BY:**

- Welcoming everyone and go over "housekeeping" rules
  - Cell phone off, hold questions till the end, etc.
- Share your "WHY" in Kyani
- Introduce/Edify the Guest Speaker (Past, Present, Future)
- Be part of the presentation by interacting and help the Guest Speaker however needed.







## STEP C: COMMIT TO AND PROMOTE THE NEXT EVENT!



- Check the Vision Group App AND our Facebook Group for Team Events •
- Check KyaniEvents.com for Corporate events •
- Check with your upline for any local events within your new Kyani Family! •
- Events build your business so NEVER go to an event alone... always bring someone! •



### TEAM CALL INFORMATION

<p><b>GLOBAL TEAM ZOOM MONDAYS AT 6PM PACIFIC</b></p>  <p><b>CHECK OUR FACEBOOK GROUP FOR LINK</b></p> <p>This call is for all Business Partners! Expect updates, training, and special tips that could be a game changer to your business!</p>	<p><b>WEEKLY GLOBAL PRESENTATION THURSDAYS AT 6PM PACIFIC</b></p>  <p><b>CHECK OUR FACEBOOK GROUP FOR LINK</b></p> <p>This presentation is hosted by key leaders and up and coming leaders and is a 30 minute Kyani Overview.</p>	<p><b>JADE AND ABOVE LEADERSHIP FRIDAYS AT 6PM PACIFIC</b></p>  <p><b>CHECK WITH YOUR UPLINE SAPPHIRE FOR THE CALL INFO</b></p> <p>For Jades and Above! This training call is focused on leadership training as you rise above the Kyani ranks!.</p>	<p><b>DIAMOND AND ABOVE LEADERSHIP</b></p>  <p><b>INVITATION ONLY</b></p> <p>Planning, leadership, brainstorming.</p>
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**NEXT BUSINESS OPPORTUNITY MEETING** \_\_\_\_\_

**NEXT LEADERSHIP TRAINING** \_\_\_\_\_

**CHECK THIS BOX IF YOU HAVE  
REGISTERED FOR THE NEXT EVENT!**

**EVENTS ARE WHERE  
LEADERS ARE  
CREATED!  
DON'T MISS THE  
NEXT EVENT!**

**THERE WILL BE OBSTACLES. THERE WILL BE DOUBTERS.  
THERE WILL BE MISTAKES. BUT WITH HARD WORK,**

**THERE ARE NO LIMITS**



## WARM MARKET MEMORY JOGGER

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1. Who is dissatisfied with their job
2. Who wants more money
3. Who is concerned about the environment
4. Who is money oriented or money motivated
5. Who owns their own business
6. Who enjoys being around high energy people
7. Who quit their job or is out of work
8. Who needs extra money
9. Your friends
10. Your brothers and sisters
11. Your parents
12. Your cousins
13. Your children
14. Your aunts and uncles
15. Your spouse's relatives
16. Who went to school with
17. Who works with you
18. Who is retired
19. Who works part-time jobs
20. Who you like the most
21. Who was laid off
22. Who bought a new home
23. Who answers classified ads
24. Who runs personal ads
25. Who gave you a business card
26. Who works at night
27. Who delivers pizza to your home
28. Who sells Avon or Mary-Kay
29. Who sells Tupperware
30. Who wants Freedom
31. Who likes team sports
32. Who does fund-raisers
33. Who watches TV often
34. Who works on cars
35. Who likes political campaigns
36. Who are social networkers
37. Who is in the military
38. Who your friends know
39. Your dentist
40. Your doctor
41. Who will help you
42. Who works for the government
43. Who is unemployed
44. Who attends self-improvement seminars
45. Who reads self-help books
46. Who reads books on success
47. Your children's friends parents
48. Who was your boss
49. Your parents friends
50. Who you've met while on vacation
51. Who waits on you at restaurant
52. Who cuts your hair
53. Who does your nails
54. Who does your taxes
55. Who works at your bank
56. Who is on your holiday card list
57. Who is in retail sales
58. Who sells real estate
59. Who are teachers
60. Who services your car
61. Who repairs your house
62. Who manages your apartment
63. Who has children in college
64. Who likes to dance
65. Who sold you your home
66. Who you met at a party
67. Who likes to buy things
68. Who you've met on a plane
69. Who does volunteer work
70. Who you like the least
71. Who has been in network marketing
72. Who needs a new car
73. Who wants to go on vacation
74. Who works too hard
75. Who was injured at work
76. Who lives in your neighborhood
77. Who is your boss
78. Who delivers your mail
79. Who calls you at home
80. Who calls you at work
81. Who delivers your paper
82. Who handles your gardening
83. Who watches your children
84. Who attends your church
85. Who you met on the street
86. Who you meet through friends
87. Who tailors your clothes
88. Who sells cosmetics
89. Who bags your groceries
90. Who wants a promotion
91. Who is overweight
92. Who is health conscious
93. Who recycles
94. Who buys bottled water
95. Who has allergies
96. Who is wealthy
97. Who has a lot of friends
98. Who exercises regularly
99. Who belongs to the Chamber of Commerce
100. Who haven't you listed yet



# YOUR WARM MARKET LIST

#	NAME	PHONE NUMBER	OCCUPATION	RELATIONSHIP	CUSTOMER?	PARTNER?
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# YOUR WARM MARKET LIST

#	NAME	PHONE NUMBER	OCCUPATION	RELATIONSHIP	CUSTOMER?	PARTNER?
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