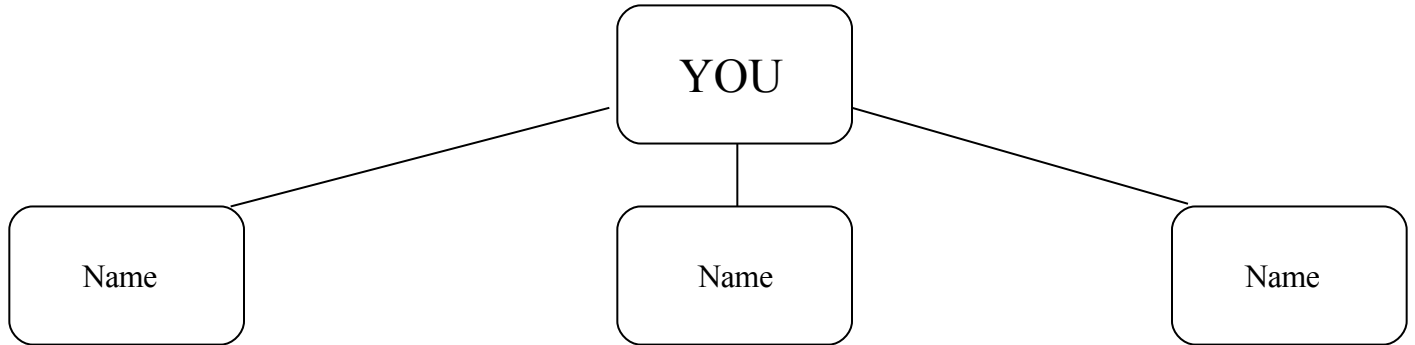




**Make a list of 100 + names and numbers**

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**Assoc. Director is your first Goal!**



**Weekly Team Bonuses** per person that joins your team!

<b>AD</b>	<b>DIR</b>	<b>SD</b>	<b>ED</b>	<b>SED</b>	<b>RVP</b>
<b>\$30</b>	<b>\$110</b>	<b>\$185</b>	<b>\$260</b>	<b>\$320</b>	<b>\$350</b>
↓	↓	↓	↓	↓	↓

**Upline**

<b>Director</b>	_____	<b>Phone</b>	_____
<b>Sr Director</b>	_____	<b>Phone</b>	_____
<b>Exec Director</b>	_____	<b>Phone</b>	_____

**Team Conference Calls:**

Monday: Presentation Call 6pm 347-534-1700 pin 1519#  
 Training Call 6:30pm Pacific: 347-519-5860 Pin 1519#

[www.kyani.net](http://www.kyani.net)  
[www.visiongroupsupport.com](http://www.visiongroupsupport.com)

## **Step 1: Schedule your PBR (Home Meeting) within 3-5 Days!**

Hello \_\_\_\_\_ do you have a few minutes? (Wait for response)

What are you doing \_\_\_\_\_ at \_\_\_\_\_? (Looking for open time)

(Response)

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

### **If they ask questions:**

I can't explain it over the phone but I can tell you this, its Ground Floor, it deals with the Health & Wellness industry the next trillion dollar industry. Plus the Executive coming can answer all of your questions. Right now all I want to know is if you will be there to support me?

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.

Date \_\_\_\_\_ Time \_\_\_\_\_

## **PBR Checklist**

1. \_\_\_ Kyani DVD ready
2. \_\_\_ Phones off the hook
3. \_\_\_ Kids in bed or with babysitter
4. \_\_\_ Animals outside (some place quiet)
5. \_\_\_ Documentation out on table
6. \_\_\_ Customer and Distributor Agreements
7. \_\_\_ Pens (hand out before meeting)
8. \_\_\_ 1-9 sheets (hand out before meeting)
9. \_\_\_ Cool room temperature
10. \_\_\_ Upbeat Music before & after PBR
11. \_\_\_ Refreshments as they arrive (no alcohol)
12. \_\_\_ Snacks (veggies, chips, dip after presentation)
13. \_\_\_ Sign in sheet for ALL guest (work & cell #'s)

### **Introduction of Speaker**

1. Welcome and ask guest to turn off cells phone and to hold their questions till the end.
2. Edify the speaker by talking about their past present and future. (Use edification script above)

## Step 2: Customers

Go pass out your 16 sample bottles to your friends & family and have them be aware of any differences in their daily lives, then get them on Auto Ship.

Names	Phone	Dist or Customer
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## Step 3: Go to the Next Training

Local Day \_\_\_\_\_ Time \_\_\_\_\_ Location \_\_\_\_\_

Regional Day \_\_\_\_\_ Time \_\_\_\_\_ Location \_\_\_\_\_

National Day \_\_\_\_\_ Time \_\_\_\_\_ Location \_\_\_\_\_

## Warm Market Memory Jogger

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

	NAME	PHONE NUMBER	OCCUPATION	RELATIONSHIP	PBR or 2 ON 1	CUST?	DIST?
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	NAME	PHONE NUMBER	OCCUPATION	RELATIONSHIP	PBR or 2 ON 1	CUST?	DIST?
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# Personal Customers Script

**Goal:** Minimum 6 Tri Packs (10 recommended)

What: "HI \_\_\_\_\_, DO YOU HAVE A MINUTE...?  
CAN YOU DO ME A HUUUUGE FAVOR? (Wait for a response)  
I JUST STARTED MY NEW BUSINESS CALLED KYANI  
Why: I'M LOOKING FORWARD TO BEING ABLE TO (Retirement, take care of parents/children, pay debt, etc.)

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

(End every response with, "So could you do me a favor and give it a try.")

- 1. What is it...?**  
**Kyani Sunrise** - A super antioxidant blend of wild Alaskan blueberries, cranberry, wolfberry, noni, pomegranate, daily vitamins and trace minerals.  
**Kyani Sunset** - An Omega3 powerhouse pill from pure wild Alaska salmon enhanced with vitamin E from tocotrienols, nature's greatest source  
**Kyani Nitro FX** - Utilizes the best part of the Noni plant to maximize the production of nitric oxide (NO)  
So could you do me a favor and give it a try?
- 2. I'm taking Products...** "GREAT, YOU ARE GOING TO SAVE MONEY AND BENEFIT FROM A SUPERIOR PRODUCT WITH KYANI. YOU WOULD REALLY BE HELPING ME OUT,  
So could you do me a favor and give it a try?"
- 3. 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?"
- 4. 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)

## Personal Customer Bonus

LEVEL	QUALIFICATIONS	PC BONUS (paid monthly)
Bronze	Personally sponsor and maintain 6 PC's	\$100
Silver	Personally sponsor and maintain 3 Distributors who are Bronze PC qualified	\$250
Gold	Personally sponsor and maintain 3 Distributors who are Silver PC qualified	\$1000
		<b>\$1350 (paid monthly)</b>