

5 STEPS TO BUILD YOUR BUSINESS

This is the Vision Group system for Success

1. SET A GOAL AND MAKE A COMMITMENT

In all things, be Excited, Urgent, and Confident. The result is success!

- Determine the reason "WHY" you are working Kyani; write it down. _____
- Make a 3-5 Year Commitment to your Goal.
- Avoid Negativity and those who would discourage you.

*"If you buy into someone's opinion, you buy into their lifestyle"
"If you want what successful people have, you have to do what they do"*

2. CREATE A PERSONAL CONTACT LIST

Write a list of 100 Names and Numbers; Do NOT pre-judge anyone

Don't Sell, Sort - This is a numbers Game!
Red Apples - Green Apples - Rotten Apples

Remember: Some Will, Some Wait, Some Won't, So What?- NEXT!

3. SCHEDULE A PRIVATE BUSINESS RECEPTION (PBR)

The purpose of the PBR is to expose others to Kyani, the opportunity and products.

Schedule Your 1st PBR _____

What Leader is Presenting _____

Example Scripts

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

What are you doing on _____ 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 my house to see what's going on.
Can I count on you to be there?

If they ask questions:

"I was just introduced myself, all I know is its Ground Floor and is the Next Trillion Dollar Industry. Come see it for yourself"

If they can't make it:

"When is the soonest we can get together?"

Fill a Room! Invite your contacts.
Use the example script on the Right
(Hint Over-Invite for best results)

4. ACQUIRE YOUR FIRST CUSTOMERS

- Goal: Minimum 6 Triangle Packs (10 recommended)
(Family, Friends & Health Conscious People)

Example Scripts

"Hi _____, DO YOU HAVE A MINUTE...?"

CAN YOU DO ME A HUUUUGE FAVOR? (Wait for a response)

What: 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 HUUUUGE FAVOR AND GIVE IT A TRY?

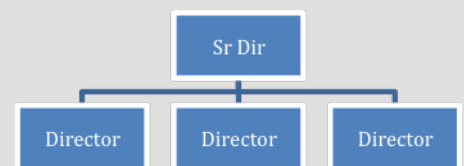
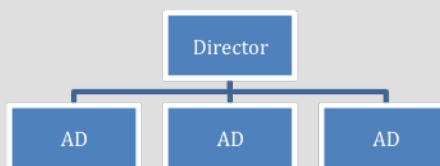
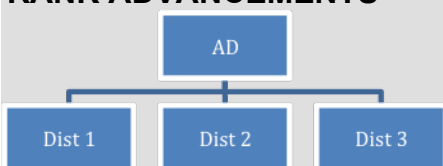
- Sign up for the Business Builder Pack
- Build a Customer Base as you go

5. COMMIT YOURSELF FOR THE NEXT LOCAL, REGIONAL, AND INTERNATIONAL TRAINING

Kyani Training Events provide you with all of the information, motivation, recognition, announcements, and experience you need for momentum

Location/Date: Local _____ Regional _____ International _____

RANK ADVANCEMENTS



www.kyani.net

www.visiongroupsupport.com