WELCOME TO YOUR KYANI LAUNCH! LET’S MAKE SURE YOU COMPLETED THE FOLLOWING ITEMS FROM THE 1-2-3 SHEET:

- [ ] COMPLETED MODULE 1 IN KYANI PRO
- [ ] COMPLETED MODULE 2 IN KYANI PRO
- [ ] SOCIAL MEDIA POST (NO INTERACTIONS)
- [ ] WROTE IN TOP 20 LIST

LET’S VISUALIZE YOUR POWER PLAY (WRITE IN YOUR NAMES)

YOUR 3 PARTNERS

YOUR 3 CUSTOMERS

Remember, you must have 3 business partners and 3 Customers within your first 31 days to run a power play!

NOW WE CAN RESPOND TO YOUR SOCIAL MEDIA POST. FOLLOW THE INSTRUCTIONS BELOW.

If someone Commented on your Post, reply back with “Message me.”

Go through your messages and using Kyani Pro, send them one of the HEALTH or WEALTH videos.

Use the following Personality types to send people the right type of video:

<table>
<thead>
<tr>
<th>Personality Type</th>
<th>Video Options</th>
</tr>
</thead>
<tbody>
<tr>
<td>SHARK: Money motivated, ambitious, competitive</td>
<td>Kyani Overview, Women in Kyani, Diamond Presentations</td>
</tr>
<tr>
<td>DOLPHIN: Lifestyle drive, fun, outgoing, social</td>
<td>Kyani Overview, Event Videos, Women in Kyani Video</td>
</tr>
<tr>
<td>WHALE: Caring, loving, wants to help others</td>
<td>Kyani Overview, Caring Hands Video, Potato Pak Videos</td>
</tr>
<tr>
<td>URCHIN: Detail oriented, analytical, facts &amp; figures</td>
<td>Diamond Presentations, Kyani Overview, Kyani Science</td>
</tr>
</tbody>
</table>

A  GET YOUR 3 CUSTOMERS  GOAL: 150QV TO QUALIFY

YOUR FIRST CUSTOMERS: YOURSELF, PARTNER (SPOUSE), PARENTS, SIBLINGS, RELATIVES

THE ‘DO ME A FAVOR’ SCRIPT WORKS THE MAJORITY OF THE TIME WITH THE MAJORITY OF PEOPLE

(Reference the CUSTOMER scripts on Page 2)

B  SCHEDULE AND INVITE TO YOUR HOME MEETING  HOME MEETING DATE & TIME:

INVITING APPROACH - BE EXCITED AND HAVE URGENCY!

Remember, it’s more important HOW you say it than WHAT you say!

(Reference the INVITING scripts on Page 2 and if needed, the EDIFICATION SCRIPTS)

CHECK OFF EVERY TIME YOU GET A CONFIRMATION (GOAL IS 20 INVITATIONS)

C  COMMIT TO NEXT EVENT  WHAT’S NEXT?

Next Event:

Download our team App Dream Team Kyani for Events and Notifications

Finish Modules 3 & 4 in Kyani Pro
CUSTOMER SCRIPTS

“Hey (NAME), do you have a minute?” -WAIT FOR RESPONSE-
“Can you do me a HUGE favor?” -WAIT FOR RESPONSE-

----- WHEN THEY ASK ‘WHAT IS IT?’ -----
“I just started a business called Kyani. I’m looking forward to being able to (TELL WHY YOU STARTED KYANI).
I have a health product based on natural ingredients that’s really good for you.
Would you do me a HUGE favor and give it a try?”

----- IF THEY ASK ‘WHAT’S THE COST?’ -----
“It’s only $3-4 per day and it also has a 30 day money back guarantee. Will you support me and try it out?”

INVITING SCRIPTS

“Hey (NAME), how are you?” -WAIT FOR RESPONSE-
“What are you doing on (DATE) at (TIME)?” -WAIT FOR RESPONSE-

“Great! The reason I’m asking is because I started a new business I’m really excited about it! I believe it’s a way to (TELL WHY YOU STARTED IN KYANI). It would mean a lot to me if you come support my new business. Can you make it?”

----- IF THEY SAY YES, CONFIRM AND HANG UP (IF YOU KEEP TALKING, YOU’LL TALK THEM OUT OF IT!) ------

-----IF THEY ASK, ‘WHAT IS IT’-----
“Well it deals with the health and wellness industry!
The leader I’m working with is gonna be there to explain everything.
You really have to hear HIS/HER story.
It will all make sense when you see it just like I did. Can you make it?”

-----IF THEY KEEP ASKING QUESTIONS-----
“That's a GREAT QUESTION! I’m so new that I don’t want to confuse you and give you the wrong information. The leader I’m working with has been very successful in our company. Let me see if I can get them on the phone to answer your question.

(CONVERT ANY NO’S TO A CUSTOMER)

EDIFICATION SCRIPTS

Jade or Pearl: “This individual has been promoted to one of the first positions in Kyäni. We’re so fortunate to have him/her here to teach us how we can do the same. Let me introduce Jade/Pearl Mr./Mrs. ______________.

Sapphire: “Not only has this individual been successful by being promoted to a leadership position in the company, but he/she has mentored and assisted others in succeeding as well. Part-time he/she is able to make what most of us earn in our full-time careers! Let me introduce Sapphire Mr./Mrs. ______________ who will teach us how we can do the same.”

Diamond: “This individual is a leader’s leader! He/she has earned a position within Kyäni where his/her monthly income parallels what most people make in year! He/she has stepped up within the compensation plan and now mentors others to succeed! He/she is here to teach us how we can have options and choices financially. He/she is a living example of how Kyäni works. Please let me introduce Diamond Mr./Mrs. ______________.”

Blue Diamond and Above: “The individual we are privileged to hear from today has earned one of the top positions with Kyäni! Blue Diamonds have been documented to be in the top 1% of highest wage earners in the world. They are hand picked to expand and develop the next wave of leaders and teams nationally and internationally with Kyäni. With companies as large as this, we are lucky to have some time with his/her experience and knowledge to teach us all that Kyäni has to offer. Please let me introduce Blue Diamond Mr./Mrs. ______________.”