



# **LAUNCHING MY KYANI BUSINESS**

**“ A goal without action is a daydream,  
An aimless action is a  
waste of time.**

**Only action together with an objective,  
can change your future.”**

**[www.globalimpactteam.com](http://www.globalimpactteam.com)**

# WELCOME

Partner:

Welcome to Kyani and congratulations on your wonderful decision to join with us. We are here, your support team, to guide and assist you in achieving your goals and dreams. We offer our experience and our willing attitude to contribute to the growth of your professional business with Kyani and to form a profitable and long lasting relationship that Kyani has to offer you and me.

Our team, GLOBALIMPACTTEAM, we believe that people are the first and the most important. Because of this belief, we act and live on founded principles of values and ethics and believe that Kyani is the right company to support our belief. Kyani products can change the lives of people, providing health and wealth that results in an improved quality of living

The compensation plan is unique in the world and we believe it is the best in this industry. The compensation plan is not only fair, but it focuses on producing a very profitable reward for all those who consistently develop a good work ethic.

In GLOBALIMPACTTEAM, we aim to form true professional network marketers. We invite you to connect with our training system through ENTREPRENEURS SCHOOL OF THE NEW ECONOMY, which will prepare you to achieve your goals.

Please enjoy this journey with us in producing a big difference not only in your life, but the in the lives of many others. Join us in this trip of satisfaction, learning, success and prosperity with joy and enthusiasm. We believe in you, please put forth your best effort and we will share the beaches and the stages of the world!

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## **MISSION**

Create a culture of professionalism in Network Marketing, which allows obtaining financial results in a sustainable manner over time.

## **VISION**

"Being the best globally Training System in Network Marketing."

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# LAUNCHING KYANI BUSINESS

We are going to explain the initial steps that you should take to build your business successfully. Remember that the more you use the strategies and recommendations in this manual your business will become more profitable. Our program is based on the experiences and results previously tested worldwide. We want you to advance as quickly as possible and solidly.

Now, you are just starting your own business as an independent distributor of Kyani. You might ask this question, “What should I do and what is the next step?” So in response to this, we will guide you through 10 easy steps, but effective ways to LAUNCH YOUR KYANI BUSINESS. Then we will guide you into action through the CYCLE OF SUCCESS.



## PROFESSIONALISM

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Make sure you have made the decision to develop this business as a career. To do this, you must make the commitment to train yourself as a professional in the network marketing industry and to be trained in the school of entrepreneurs in the new economy GLOBALIMPACTTEAM. Please check the schedule of workshops, available tools, courses and other resources. These can be found in the virtual computer platform.

We recommend that you have the support of your upline or sponsorship line. The requirements that are necessary for one to be able to help you and or your team members are that they have the experiences and positive results of their own.

Do not proceed on to the next steps until you are sure you have made the decision to become a true professional network marketer. This is because every business has their own learning process and time requirement to obtain the desired results.

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If you have decided to do this business, now is time to begin the necessary steps of action to be successful by using the formation process.



## EDUCATION

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Now that you have decided to the Kyani business, we can start the training process. We recommend that you visit the virtual training platform of the team, [GLOBALIMPACTTEAM.COM](http://GLOBALIMPACTTEAM.COM). Here you will find four study modules with a complete program that will help you achieve your goals within your business (Basic, Advanced, Health and Wellness, and Leadership). This platform will allow you to enjoy the content both live and recorded, and as well as all the tools you will need.

This training process is ongoing and we must be sure to go through it dutifully to complete it, then periodically update it. It is very productive to promote that your team members join in with this training process. This helps you to have a professional team, which is the best guarantee for success for all members. It is probably the best investment you and your team will make.

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## MANUAL OF LAUNCHING

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In order for you to be part of our team, available to you is an set of tools we call “TOOLBOX”. This toolbox includes: audio video, recommended literature and a manual called **MANUAL OF LAUNCHING OF MY KYANI BUSINESS**. In this manual, which you should study in order to identify and implement strategies and recommendations therein explained. There you will find action plan building block, ideas to contact people, ways to properly make the Kyani presentation to new prospects, and many more items.

In network marketing, there is a principle which says:

“The important thing is that many people do simple and basic things often”

This manual contains many tips and simple practices that everyone should use systematically and continuously in order to develop a strong business and growth in a successful way.

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## BACK OFFICE

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It is very important to know how to use your Kyani bank office. There will come a time when you need to enroll people, order products, and manage all elements of your business. To learn your back office well from the beginning and to be able to teach your new partners in your team will be beneficial to everyone.

### INSTRUCTIONS :

1- Look for the welcome email sent to you by Kyani. If you need to change your password enter [www.kyani.net](http://www.kyani.net)

Memorize your ID and password: \_\_\_\_\_

\_\_\_\_\_

2- Change your date of your autoship to the first 5 days of the month (so will all your group, so you can know from the beginning of the month what rank you are close to qualifying for)

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3- Log into your back office and look for the next big event dates, Convention or Leadership Academy, register as soon as possible, your success depends on it? “In the events Diamonds are polished”

4. Kyani Customer Service: Each country has its local number of Customer Service, where you can register and/or ask any questions you have of your orders or your business in general.



## PRODUCTS

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You should study your products to recommend them to others, visit [www.kyaniscience.com](http://www.kyaniscience.com)

It is very important an adequate amount of inventory of the Kyani products as they are essential to build your business. In the beginning we recommend that you have at least 10 packages of the 7-Day trial packs.

The products must be at the forefront of your business. Always start with the products when you present the Kyani opportunity, then talk about the business concept. But focus your strategy of attraction on the products, and be concerned that people try it. You will notice that of the 10 people who experience the Kyani products, between 6 and 7 customers or distributors will be made. Put it to the test and see the results of this strategy.



## PERSONAL CONSUMPTION OF THE PRODUCTS

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Live continuous experience of using the Kyani products, no one can recommend what they do not believe and you should be your first and most important client, your testimony will help build credibility in the products and therefore in the business, and your own testimony will give you great confidence to talk about Kyani. Your personal consumption generates 400 points, which is the number one requirement to receive the commissions generated by your organization, your goal is to create 2 customers as soon as possible so that your product you get it free.

Note that we say continuous experience, this means use your products for long term, this is the best investment you make for your physical well-being and quality of life.



## AUTOMATIC ORDER

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A businessman in Kyani must be enrolled in the program's automatic delivery of products, this helps to prove our intention of consumption and use of the products for a long term. It helps us not to forget or postpone the monthly order. Also, the products that you purchase, automatically generates 20% more points for you and the entire team. Thus helping to achieve one's goals more easily. You also save money in the shipping cost to your country.

This practice ensures the volume of monthly consumption which represents a big network marketing strategy, as well as generates earnings each time a customer or loyal partner make their monthly purchase. It is also important to set our auto ship for the first 5 days of the month for more bonuses and benefits.



## ATTRACTING

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Study and implement strategies for attracting members and clients to your Team GLOBALIMPACTEAM. This is a business for generating customers and so we must inform our potential clients with information on our products and business. The tools that we can use to attract and reach as many people as possible are: Kyani Social, e-commerce, text messages and sharing with others. Make a personal list using direct invitation and presentation using one on one meetings.



## PRESENTATIONS

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Implement the action plan de GLOBALIMPACTTEAM forming every day at least one presentation of the products or the Kyani opportunity to your personal prospects or by helping any member of your team to make the presentation, but do at least one daily presentation, this repeated systematically will teach you team to do so, also.

The strategy is explained in the display by building a wall and all placed blocks in it, a block includes 5 new members in its first month and 5 clients, see details in the plan of action contained in the manual Launch of your Business. Every time you build a block, you reach a new rank in the table of success.

# PERSEVERANCE

To compete this last step is very important and it refers to perseverance. The reality is that many people fail to enjoy the wonderful success and the results of network marketing, by not doing it in a professional manner combined with insufficient time working the business. Remember that everything has a process, so we ask that you make every effort to make your Kyani business succeed.

Work at your own pace but be consistent and allow this impressive business strategy to give you the financial results that you want, while helping others to achieve their own goals and to help them improve their quality of life with the Kyani products.

You have what it takes to succeed, we believe that every human being has, count on us and on, **it's time to start.**



# YOUR KNOWLEDGE

*"If you are not willing to learn, nobody can help you. If you are determined to learn, no one can stop you. "*

In the beginning of your career you will have to prepare yourself before talking to your prospects. You will not talk about your business until you have studied these tools and have a clear idea of what this business is about and how it function, otherwise your future is at risk. When you're ready you can with the help of your mentor take your first steps, never alone at the beginning, always looking for your mentor, leader or your team to support you.

These are the four stages of knowledge that we must learn quickly to start our business and to see results fast.

## **First Stage: I think I know.**

Believing that I know what I'm doing, I go out and start talking with my friends with full of emotion and without much technique. I quickly realize from the reactions of my friends, I do not really know how to

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present this business. I have no positive results and this makes me move on to the second stage of knowledge.

### **Second Stage: I know that I do not know.**

Since I realize that my techniques do not work for the lack of knowledge in this industry, I then decide that I have to prepare, study and train more to master these issues.

### **Third Stage: Being Consciously Competent.**

At this stage I already know the techniques and I practice them constantly, I am improving every day and I begin to see the desired results.

### **Four Stage: Be Unconsciously Competent.**

I have implemented the techniques so many times that it is already part of my unconscious mind, that without thinking I can perform quite naturally as a professional presenter. I can manage my presentation well and I know this is achieved through constant practice and persistence.

# My First 30 Days Goal:

## JADE RANK

### What is a "Jade"?

The levels of growth in this business have names of precious stones: Jade, Sapphire, Emerald, Diamond, Etc.

Jade level is a level that generates about \$ 250 a month and is achieved by having two personal groups totaling 2,000 points, 1,200 MAXIMUM in one group and 800 MINIMAL in the second (legs outside your main leg), is the basis of your business. When you become a Jade you can teach and help your people to do the same.

As a plane will take off from a runway is very important to your business that put massive action to start and, once the plane is in the air you can relax and plan a bit, but the start should be with all your strength to Momentum and achieve take off, these are the 5 most important points to focus on now:

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1. Study Materials and Products.
2. Prepare the list of prospects (at least 100).
3. Contact and present the Plan (2 or more daily).
4. Sponsor 5 New Partners.
5. Sponsor 5 Personal Customers (your product out for free).

**This should be your goal to achieve as soon as possible.**

## **KEY POINTS**

You will make the difference in your business: if you succeed it will be for you and if you fail it will be for you. You are the owner of your business and not of someone else.

Your business starts with you, my goal is to become independent of me as soon as possible, you cannot put your future in the hands of others, without independence there is no duplication.

# BASIC TRAINING

[www.globalimpactteam.com](http://www.globalimpactteam.com)

- Download the Manual "Tossing my Kyäni Business"
- Listen and Training displays the "Action Plan".

Familiarize yourself with your Kyani back office:  
[www.kyani.net](http://www.kyani.net)

Generate your personalized page: `yourname.kyani.net`  
or `your ID.kyani.net`

- How to change your Autoship
- Entering a Customer
- Entering a Partner
- How to Order
- Assigning placement

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 **Globalimpactteam**



# DEFINE YOUR DREAM

Define your Dream and vision of life

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# Set a Commitment

Establish a serious and non-negotiable commitment to achieve the dreams and goals that I set.

Main goal for which to develop this business.

This can be something like: Generate Extra \$ 5,000 a month, quit my job and be free, make my wife not to have to work harder, withdraw my parents, my retirement plan from now, etc.

My main goal is: \_\_\_\_\_  
\_\_\_\_\_

The level to reach is: \_\_\_\_\_

I want to achieve this goal by (date): \_\_\_\_\_

To achieve my goal then I pledge to:

Working \_\_\_\_\_ Hours per week  
\_\_\_\_\_ (initial)

Study all recommended materials \_\_\_\_\_ (initial)

Attend events recommended \_\_\_\_\_ (initial)

Consume my monthly product \_\_\_\_\_ (initial)

Share the products and business with others  
\_\_\_\_\_ (initial)

I want to achieve this goal by (date)

\_\_\_\_\_

## Make Prospect List

This list must be all the people you know and constantly increase it with new prospects.

If they are business owners, successful marketers, business managers, highly motivated, entrepreneurial people, we show the business plan, to become our partners.

If they are people who do not fall into any of these categories then we do not show the business plan but the product benefits to your health and your family, to become our customers.

We offer the health and the business opportunity to those we know that are interested in both.

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## Instructions

***Sponsor instructions: Make sure the new member completes their prospect list with at least 100 names. It is essential that the list is written to be really useful.!***

Prospects are the raw material needed to build a people business and relationships. Enter hundred names (family, friends, acquaintances, lawyers, accountants, doctors, dentist, barber, mechanic, teachers, other professionals, classmates, fellow sports and other recreational activities).

Rate contacts standing next to the name, the icon that you think best reflects the primary motivation of each person to become part of the organization. Rate each contact and invitation on these element of interest:

- A heart when you think that the most important motivation of the person to be part of the team, is health.
- A sign of money when you think that the most important motivation of the person to be part of the team are the new financial opportunities.

- A cross when you think that the most important motivation of the person to be part of the team is to help or influence others.

According to the primary motivation of each prospect, not only make the contact and invitation, but guide the presentation and the message according to that reasoning.



# CONTACT AND INVITE

## A. Achieving an appointment to talk business.

There are several very effective techniques to get to the known and unknown. A technique that has been used very successfully for year with friends and strangers and it is 100% effective!

This technique is called "HmFs" Help me find someone, is used as follows:

Calling an unknown person (Mr Peter) referred to by Michael (new in the business or a friend of ours).

~~~~~ Dialogue: (on phone) ~~~~~

**Me:** Good morning Mr. Peter, here "John Cusak (me)"  
You do not know me but I am a friend of Michael and he gave me your number and told me I could call you... Do you have a minute?

**Peter:** Sure, tell me!

**Me:** Mr. Peter, I'm working with a company in Idaho, USA, which has a natural health product that they

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want to introduce here...(the city)and I'm looking for someone to help us in this project. Michael told me that you know lots of people who can help me find the person . I'd love if you can give me 10 minutes of your time to visit with you and tell you a little more in detail about this company. When do you think, you can talk with me about it over a cup of coffee, maybe?

**Peter:** hmmm, I think I have some free time tomorrow afternoon.

**Me:** Well, I appreciate that, do you think the xxx coffee shop at the corner of yyy is okay? Or would you prefer to visit at your home or office?

**Peter:** No, that coffee is good, It is close.

**Me:** Ahh good, what about 6pm? Is that okay for you?

**Peter:** Yes, I get off from work around 5 and we could meet around that time.

**Me:** Ok, perfect. I'll be there at 6. Should I call you to remind you of our appointment?

**Peter:** Good, send me a text just in case I forget.

**Me:** Excellent, I will see you tomorrow at 6 pm at the coffee shop at yyy corner. Thank you so very much and have a good afternoon.

**Peter:** ok see you.

~~~~~ End Dialogue: (on phone) ~~~~~

With this technique we seek to make an appointment to show the business plan, after showing the plan will make the next question.

**Me:** Mr. Peter, whom do you believe might be interested in this project?

There are only three possible answers to this question.

**1- I think my neighbor may be interested. (We are receiving a referral).**

**Me:** Good, and what is your neighbor's name?, Do you have his phone number?

(To neighbor call using exactly the same technique)

**2. Mm do not think of anyone.**

(He is negative or do not believe this).

**Me:** Ok, thank you very much, do not worry, I'll give you my card and if at a later time you think of

someone who wants health benefits or are interested in earning extra money, please feel free to give me a call.

### **3. That sounds very interesting, tell me more.**

(Saying that he is interested, then we give more information and invite him to meet others in the business, our mentor and other team members).

The objective of showing the business is to educate and increase their understanding.. We take the people from presentation to presentation, this way providing them with more information until they decide on their to take part in our business.

**"Our goal is to educate!"**

## **B. Achieving a client.**

This technique is to be used with close friends, this technique is called "I need you to do me a big favor." Its used as follows: Calling our friend Joseph.

~~~~~ Dialogue: (on phone) ~~~~~

**Me:** Hi Joseph, how are you doing? You got a minute?

**Joseph:** Yes, what happened?

**Me:** Look Joseph I need you to do me a big favor!

**Joseph:** Yeah, right, tell me?

**Me:** As you know I'm always looking for ways to generate extra income in order to feed my family. I have joined with a company called Kyani, and they have incredible natural products. I need you to do me favor and try the products for a month and then give me your opinion. This means a lot to me and I know I can count on you.

**Joseph:** Yes, of course and how much is the cost?

**Me:** It costs \_\_\_\_\_ plus shipping and taxes. I just need your card to order it now so that you can start as soon as possible in trying the products.

**Joseph:** No not yet, but here I: 0405-93930-2828-

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3939, etc. (Get the remainder of the card information: name, address, exp. date, sec code).

**Me:** Thank you so much my friend, I really appreciate it. The products will come this week and it would be good to start taking them immediately. Call me when you get it, and I will give you instructions on how to take the products. Take care and I greatly appreciate your willingness to try these products.

**Joseph:** Yes, I will call you.

~~~~~ End of Dialogue: (on phone) ~~~~~

The aim is for them to prove our products. When they realize how it improves their lifestyle and they become healthier, they will want to keep taking our products.

**"Our goal is to bring health!"**

# PERFORMANCE

It presents the Business Opportunity.

*Sponsor Instructions: It is important to always be available to assist the new member in making presentations while they develop the necessary skills to do it alone. Prepare an ongoing basis, connect to your training system and become a business professional.*

*You can do it, if you feel prepared, but it is preferable that in the beginning, you seek help from your support team, your sponsor, mentor or a leader in your up line. This step would be more effective if you do so. Be professional, be direct and avoid making the presentations more than an hour long.*

# FOLLOW UP

Follow up with your prospects

*Instructions Sponsor: Remember this is a learning curve for the new affiliate: therefore, become an active part in the monitoring process. It is very important that you follow those prospects of its*

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*affiliates, in which you were present at the time of submitting the business plan.*

Answer questions, be kind, meet their needs for information and / or products and help them make the best decision (partner or customer) according to their preference. Do not try to convince anyone, just be professional. This is tracking not chasing !!!

It is also important to ensure follow up with each prospect within a period of 48 hours after the business presentation.

## **VERIFICATION**

### **Evaluate Progress Business**

*Instructions Sponsor: Be sure to explain the Check Sheet Monthly progress. Fill the first time with its affiliate, setting goals and checking it weekly with the results. Make the necessary and relevant recommendations and set new goals. (Remember that goals should be realistic and achievable) Check the progress of your business and evaluate your support team's results achieved from month to month, and setting with them new goals for the next month.*

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|   |                               |
|---|-------------------------------|
| <b>Check Sheet Monthly Progress</b>     |                               |
| Month: Starting Date: _____/_____/_____ | Check Date: _____/_____/_____ |

**Goals of the Period:**

|   | Week 1 | Week 2 | Weel 3 | Week 4 | Week 5 | Total |
|---|--------|--------|--------|--------|--------|-------|
| <b>New contacts</b>                                       |        |        |        |        |        |       |
| <b>Personal Performance of business plan presentation</b> |        |        |        |        |        |       |
| <b>New blocks</b>   |        |        |        |        |        |       |
| <b>New personal affiliates</b>                            |        |        |        |        |        |       |
| <b>New personal customers</b>                             |        |        |        |        |        |       |
| <b>Final Volumen Team A</b>                               |        |        |        |        |        |       |
| <b>Final Volumen Team B and C</b>                         |        |        |        |        |        |       |
| <b>Team members actives in training</b>                   |        |        |        |        |        |       |
| <b>Team members performing presentations</b>              |        |        |        |        |        |       |
| <b>Team A activated members</b>                           |        |        |        |        |        |       |
| <b>Team B and C activated members</b>                     |        |        |        |        |        |       |
| <b>Productivity Percented :</b>                           |        |        |        |        |        |       |
| <b>Business income</b>                                    |        |        |        |        |        |       |

**Observations and improves:**

# DUPLICATION

*Instructions Sponsor: Ensure that members of your organization implement what they have learned and in turn teach others to do so; therefore, ensure that the basic steps of success do not stop the cycle and are fully implemented.*

Teach this cycle of success to each member of your team that is starting and support in all that it requires.

# BASIC CONCEPTS

## **Tools.**

There are several tools that you will learn to use to grow your business. The videos, brochures, websites, etc, have to be connected to training workshops to learn how to use them correctly. All this information find [www.globalimpactteam.com](http://www.globalimpactteam.com)

## **Association.**

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The association is one of the pillars of this business, this business is built with you belief and the affiliates you develop. Commit to attend training seminars, meetings and conventions, and get enough belief to build this business, people who achieve great results in this business NEVER fail to attend conventions.

### **Compensation Plan.**

The most important thing regarding the compensation plan is that you must create the ideal structure for your group to maximize your income, meet with your sponsor to learn more about structure, read the manual placement and building blocks.

### **Receiving the first check.**

The fastest way is by acquiring customers, people who do not create networks, they only consume the product, these checks are paid in the following week, residual checks (by consuming your group or organization) are paid from the 15th of each month. You can also request a debit card for faster Kyäni deposits (This varies in each region, ask your sponsor if it works in your country).

## Meetings: Online and face.

Weekly meetings for business presentations are held at various places, days and times. Online sessions are also held. You should contact your sponsor about these meetings (either with a live presentation or online) for your group, then attend and invite your guests.

***Congratulations You're ready to be successful in our company Kyäni, there are hundreds of thousands of people around the world having great results like a professional !!!***



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