

**TEAM ALOHA
72 HOUR
GAME PLAN**

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Define Your “WHY”, Turn Passion into Profit

Your “Why” gives you the power to push through the tough times and motivation to dig deep when times get challenging. We all need motivation to keep moving forward. Every successful person in life had a huge reason “Why” they pressed on to victory!

Find a quiet place to ask yourself a few questions:

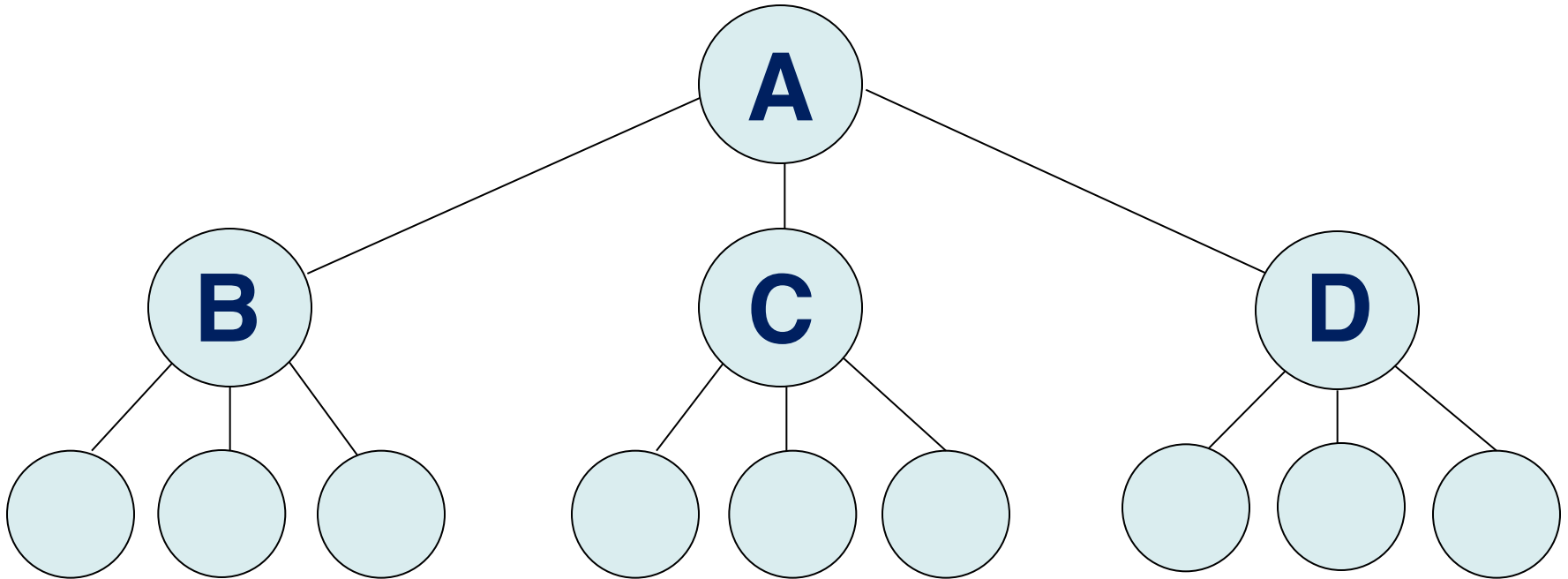
- What do you want your outcome to be? Time, money, freedom? Is it bigger than you can imagine? Align your goals toward your dreams.
- Why Kyani? What makes Kyani different from all the rest?
- Vision for long term thinking!

Money is great but there are greater driving factors for success. You need more than this! What’s important for you? What’s your dream? Who you want to become? What you want to have? These are important aspects which will drive you to take action...

...therefore it is essential to define it. Many people ignore the importance of dreaming and desiring because they do not believe that they could achieve it.

Let me tell you, you can achieve anything you want. I’m not saying that it’s going to be easy, but YOU CAN DO IT. If you can dream it, you can achieve it.

31 Days To Jade



"A" Earnings (First 31 days)

Sponsor Bonus (3 @ \$100) = \$300.00
Recruiting Bonus (9 @ \$20) = \$180.00
Gate 1 Bonus = \$80.00
Fast Start Bonus = \$300.00

(172% ROI) **Total = \$860.00**

"B, C & D" Earnings (First 31 days of "A")

Sponsor Bonus (3 @ \$100) = \$300.00

Total = \$300.00

Based on enrolling distributors at the \$499 Business Builder Pack. Individual results will vary based on distributor participation .
Additional customer sales will increase your ROI.

Top 10 Name List

1) Name: _____
Email: _____ Phone: (____) _____ - _____

2) Name: _____
Email: _____ Phone: (____) _____ - _____

3) Name: _____
Email: _____ Phone: (____) _____ - _____

4) Name: _____
Email: _____ Phone: (____) _____ - _____

5) Name: _____
Email: _____ Phone: (____) _____ - _____

6) Name: _____
Email: _____ Phone: (____) _____ - _____

7) Name: _____
Email: _____ Phone: (____) _____ - _____

8) Name: _____
Email: _____ Phone: (____) _____ - _____

9) Name: _____
Email: _____ Phone: (____) _____ - _____

10) Name: _____
Email: _____ Phone: (____) _____ - _____

Pique and Pass

Being new in Kyani is a blessing and a curse. Your growing knowledge may not provide all of the skills you need to close a potential new team member. The enthusiasm that you have is a major tool for success. Use your emotion to pique your potential team member. Then edify your leader that will be sharing their success with your potential candidate. Then pass your candidate on.

Simply said, pique and pass is this:

The distributor (you), introduces a potential candidate to Kyani with just enough information to pique his/her interest and invites him/her to learn more.

Pique Interest

Talk about things you might have in common: health, finances, job situation, etc. Listen to him/her carefully to see what their needs or wants are.

Tell your story – your WHY. You use the products and share your story with others.

Learn and tell other people's stories—especially if you don't have your own story yet.

Edify and Pass

Example:

“These are all great questions. I want to make sure you get the right answers. I have a team member who is a (rank and give a little information about the person. Why he/she is great) and can explain this opportunity to you and can answer your questions better than I can. Shall we meet with him/her tonight?”

KEEP IT SIMPLE

Scheduling Your Appointments

One on One, 3 Way Calling, PBR

Name _____ Date _____

Phone No. _____ Time _____

Name _____ Date _____

Phone No. _____ Time _____

Name _____ Date _____

Phone No. _____ Time _____

Name _____ Date _____

Phone No. _____ Time _____

Name _____ Date _____

Phone No. _____ Time _____

Name _____ Date _____

Phone No. _____ Time _____

Name _____ Date _____

Phone No. _____ Time _____

Goals

Perhaps the most important thing you will ever do is to write down your goals and keep them in front of your brain each day. We believe this is the single most important “personal development” activity you can engage in.

Creating a goal can be simplified into a few key elements that we can teach you in just a few minutes and have you powerfully acting upon them immediately.

Creating Your Main Goal

There are 5 Key Elements in creating a goal that has your brain motivated into action.

1. You have to have a time frame for the brain to operate in
2. You have to have an object or rank to focus on
3. You have to have an exact amount of money in mind
4. You have to visualize and see what you want
5. You have to state what you are going to do in return

Stating Your Goal

Example:

“Dec 31, 2011 I am a Ruby Executive in Kyani and have generated \$5,000 per month. This will come to me through my work in Kyani. I know I will have this money. I can see it before me. It will come to me by helping each person in Team Aloha build their Kyani business as I build my own”

Now the only thing left for you to do is to present this to your brain every morning and every night. Scientific evidence has proven that these are the best times of the day to expose your brain to what you want. **So, make sure you read your goal out-loud every morning and every night. Also the more emotion you attach to these goals the more likely they are achieve them!**

Duplication

The concept of building a Kyani business works on the principle of duplication. Duplicate the system and the results will follow. Problem is, most people in our industry get the system confused with their upline.

Simply put, a SYSTEM is duplicable but people are not.

Your goal is to have everyone getting the exact same information and training their new people the exact same way. Be VERY clear that the key to Kyani is in the duplication and that individuals will not be successful if they are not committed to the duplication process.

In Kyani, the top leaders understand that it is a much easier and quicker path to building a huge organization by leveraging the work and efforts of many, versus trying to do it all themselves. Consider this: if you launch your business with just 10 people and then train each of those ten people to recruit 10 people, who recruit ten people each etc., it will only take 4 rounds of “duplication” before your organization has more than 10,000 distributors! Of course, most businesses will not duplicate this perfectly, but they absolutely CAN duplicate and replicate if you are deliberate about your goal for your Kyani business is focused on the process of duplication.

The key to long-term success in Kyani is getting a large group of people to do a few simple steps over a consistent period of time. You want to replace yourself as quickly as possible and have a lot of people doing a few things! That is what this 72 Hour Game Plan is all about... **DUPLICATION!**

The Kyani system is based on teamwork. It's based on getting a few people working together.

Here are the three things we do in Kyani and how we start creating duplication.

- 1. We get customers**
- 2. We get business partners (distributors)**
- 3. We teach our distributors how to get #1 customers and how to get their own #2 business partners**

We then start to train others how to do those simple actions and then it's a matter of letting people go out and start working the system!!!

A successful Kyani business is focused more on distribution rather than sales! Focus on the power of leverage and empowering others and you will achieve as much success as possible.

If you give a man a fish you feed him for a day, but if you teach a man to fish you feed him for a lifetime. We are in the business of teaching people how to fish. We teach people a few simple steps and let them go to work.

Familiarize with the Back Office

If you are going to be involved in building your Kyani business, you are going to have to know how to use your “Back Office”. This is the part of your training that will take a little time.

Talk to Your Sponsor or Upline

You will need to talk to your sponsor or if they are new; to your upline. They can show you everything that you need to know.

Training Available Soon

We are currently working on training to complete this part of the 72 Hour Game Plan. Go to www.kyaniteamaloha.com for all of the latest updates on this training

Kyani Upline Leaders & Support

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lorathomas@me.com

Geri Akagi / Ruby Executive 808-397-8620
youthing58@gmail.com

Upline Ruby Executive Director

Name _____ Email _____ Phone _____

Active Senior Sapphire Director

Name _____ Email _____ Phone _____

Personal Sponsor

Name _____ Email _____ Phone _____

10 Trial Packs in 10 Days

This is the simple act of placing one 7-Day Trial Pack a day for 10 days. This is perhaps the most powerful thing you will do to start your new business!

Choosing the Right People to Sample

You are basically looking for two types of people when you first start out. You are looking for people to partner-up with in your business. These are people that if you worked with them, they would take the business part of what you are doing to the next level. You are also looking for people who need our products, while that is almost everyone, you should look for people who are suffering from things that they really need our products to help them with.

So, If you can find people who are having health issues and who are great business people that is getting to both types of people. Remember that we are not trying to take advantage of people, we are trying to help people. If you have that attitude you cannot fail at Kyani.

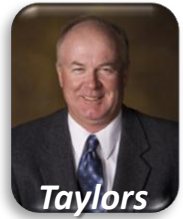
How to Approach Those People

“People don’t care how much you know until they know how much you care”

This is one of our motto’s in Team Aloha. All you have to do is tell people what you have experienced and seen with our products. If you truly genuinely care about the person you are talking to, they will know. Just tell them you know that Kyani products will work for them and offer them a free 7-Day Trial Pack.

Follow Up

You will be making an effort to place one 7-day Trial Pack a day for 10 days. The follow up is very simple. Call the person after a few days and see how they are doing. Then call them again at the end of 7 days. Use your upline in follow up for people who are interested in ordering more product or looking at the business opportunity. Invite them to a meeting or to meet with your upline.



Kyani means **"Strong Medicine"** in Tlingit.

While in Alaska, **Dick and Gayle Powell** met a researcher who was studying the Tlingit (Klink-it) tribe. They had no words for heart disease, cancer, diabetes, and other common diseases in their vocabulary. The tribe routinely consumed the **Wild Alaskan Blueberry** as well as **Sockeye Salmon**. Research has since shown that these two foods represent some of the best nutritional value found anywhere. The **Powells** shared their story with the **Hansens** and **Taylors** and with it Kyani was born.

Real Science ~ Real Results



KYANI SUNRISE

- **Wild Alaskan Blueberries, up to 20x More Nutrition than the Common Blueberry**
- An Array of Ten Other Super Fruits
- 100% Daily Vitamins and trace minerals
- Enables Effective Stress Management
- Facilitates Improved Brain Function
- Delivers Ounce-for-Ounce Value
- Maintains Heart Health
- Supports Immune System
- Provides Increased Energy



KYANI SUNSET

- **Wild Alaskan Sockeye Salmon Omega3**
- **Super Vitamin E Tocotrienols**
- Helps Reduce Inflammation
- Maintains Healthy Cholesterol
- Improves Cardiovascular Health
- Improves Cognitive Function
- Improves Blood Sugar Levels
- Promotes Healthier Skin and Hair
- Experience **Sleep Like Never Before!**



Google: **Tocotrienols!**
(Cancer, UV & Radiation Studies)



KYANI NITRO-FX

- **Noni Plant Extract, Precursor**
- **Anti-inflammatory, Vasodilator**
- Enhances Nitric Oxide Production
- Improves Nutrient Absorption
- Increase Blood Flow
- Boosts Energy Level
- Promotes Heart Health
- Supports Immune System
- Improves Sexual Health
- Promotes Blood Sugar Balance



KYANI



NITRO XTREME

- Built on the Strong Foundation of NitroFX and preservative-free
- Supports muscle contraction and relaxation
- Experience Longer Workouts
- Peak Performance and Shorter Recovery Times
- Give your body what it needs for an active lifestyle. **Live Your Life to the extreme...Nitro Xtreme!**



Generation Check Matching!
Match Your Team Checks Up To
9 Generations!



Share The Kyani
Opportunity And Earn
**\$50-\$200 Referral
Bonus. Paid Weekly**



Share Kyani Products
And Earn **Up To 30%**
Commissions.
Paid Weekly



Build A Team To Share Kyani And Earn Up
To **44% Differential Payout** Of Qualified
Monthly Product Group Volume.
No Breakaway!

**COMPANY
INCENTIVES**

Fast Start
Bonus



Sapphire
Audi A4



Rank
Bonuses



\$5,000 - \$500,000

Global
Leadership Pool



Three Tier
Diamond Car Program



\$1,200 - \$5,000/mo

Incentive
Trips



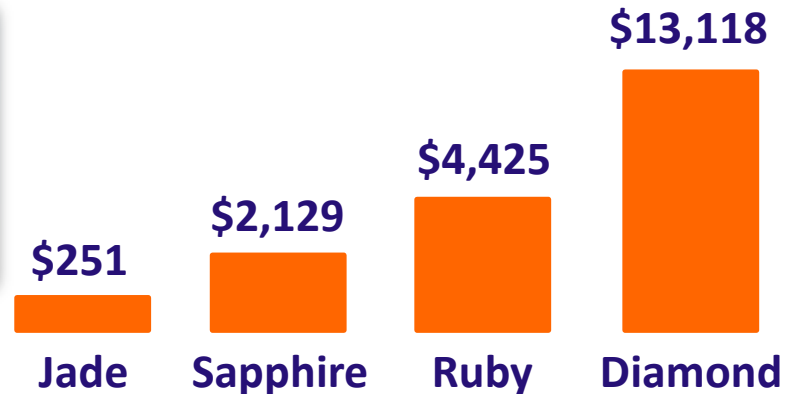
**Low Tier Sapphire
Audi A4 Program!**



**\$1000 Down &
\$500 A Month!!!**

Kyani Average Monthly Earnings

- ✓ Company
- ✓ Ownership
- ✓ Management
- ✓ Science
- ✓ Products, Real Results
- ✓ Timing
- ✓ Compensation Plan
- ✓ Training & Support



Kyäni checks all the boxes

*Average incomes shown is based on individuals who have achieved the ranks. Individual Income result will vary based on Distributor participation.