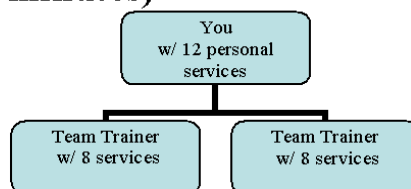


## ETT & above Quick Start Launch Guide – 90 minutes

1. Sign-up as representative (3 minutes)
2. Change own fixed/mobile lines to ACN (4 minutes)
3. Develop their “WHY” (5 minutes)
  1. More money is not a “WHY”... what can the money buy?
4. Explain how ETT (4 minutes)



5. Explain why ETT in 7 days Quickstart & T-CABS (4 minutes)
  1. QuickStart Bonus available
  2. T-CAB bonuses available
6. Practice customer script (10 minutes)
  1. Hello \_\_\_\_\_ it's \_\_\_\_\_, I am calling to ask you a huge personal favor, do you have a second? Great, I just started my own business, the reason why I did this was because \_\_\_\_\_. What I can do for you is offer you the same or better rates on your phone bill, but more importantly it would greatly help my business if you would just give it a try.
7. Call to get customer points (20 minutes)
  1. Sort their list and look for the top “I love you’s” and “I owe you’s”
8. Make a time for first home meeting (5 minutes)
  1. Date and time \_\_\_\_\_
9. Practice Invite script (10 minutes)
  1. Hello ...,  
“I’m really excited!!! I just came across a business endorsed by Donald Trump, and I want you to take a look. I’d like you to meet (or talk to) ..., who is developing the Company in the area.  
(Arrange a time where your contact can meet/speak with your Leader.)
10. Call to set some quick appointments (15 minutes)
  1. Hottest prospects set-up for 1 on 1 presentations
  2. Who do you know who gets up the earliest and home the latest and wants more out of life?!?!?
11. Explain trainings available to new reps (5 minutes)
  1. Saturday Training
  2. Weekly team call
  3. [www.RVPInternational.com.au](http://www.RVPInternational.com.au) emails and video trainings
12. Set-up distributor web site & purchase supplies (5 minutes)