

## LAUNCHING YOUR ACN BUSINESS

### SET UP MY BUSINESS

Go to [www.acninc.com](http://www.acninc.com)

My Team ID Number: \_\_\_\_\_ My Password: \_\_\_\_\_

Sign up for Personal Business Assistant (1 cust. point) My website: [www.\\_\\_\\_\\_\\_.acnrep.com](http://www._____.acnrep.com)

### REGISTER TO RECEIVE TEAM EMAILS

Go to [www.MyFutureIsNow.com](http://www.MyFutureIsNow.com)

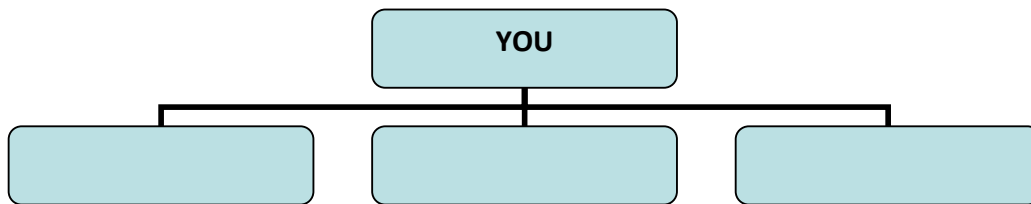
### A PLAN FOR SUCCESS

The reason that you're joining ACN

*WHY?* \_\_\_\_\_

How much money do you want to make in the next 30 days?

\$



WEEK 1: \_\_\_\_\_

\$

WEEK 2: \_\_\_\_\_

\$

WEEK 3: \_\_\_\_\_

\$

WEEK 4: \_\_\_\_\_

\$

### HOW TO GET MY FIRST EXECUTIVE PROMOTIONS

#### Executive Team Trainer



An ETT can earn **up to \$3,000 a month!**

2 QTTs = \$100
4 QTTs = \$500
6 QTTs = \$1,000
9 QTTs = \$1,500
12 QTTs = \$2,500
15 QTTs = \$3,000

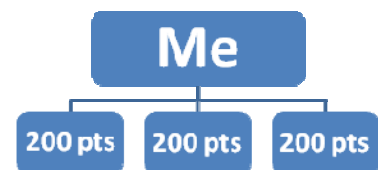
#### Executive Team Leader



An ETL can earn **up to \$7,000 a month!**

3 QTTs = \$200
5 QTTs = \$750
10 QTTs = \$1,500
15 QTTs = \$2,500
20 QTTs = \$3,000
25 QTTs = \$4,000
30 QTTs = \$5,000
35 QTTs = \$6,000
40 QTTs = \$7,000

#### Team Coordinator



A TC can earn **up to \$30k per month in the T-CAB's & CAB's!**

5 QTTs = \$500
10 QTTs = \$1,500
15 QTTs = \$3,000
20 QTTs = \$5,000
25 QTTs = \$6,500
30 QTTs = \$8,000
40 QTTs = \$10,000
50 QTTs = \$12,000
100 QTTs = \$25,000

\* Success as an ACN Independent Representative is not guaranteed, but rather influenced by an individual's specific efforts. Not all ACN Independent Representatives make a profit and no one can be guaranteed success as an ACN Independent Representative.

## BECOME MY OWN FIRST CUSTOMER

Goal: Become my own customer now for all services for at least 5 points to earn a promotion to QTT

Sign up customers at [www.MYACN.com](http://www.MYACN.com) *OR* Your Distributor Website

ACN's secure online ordering portal: complete product information at our fingertips

Preferred Services (MUST have at least 2 of these):	Other Services (one point each):
<p>2 pt <input type="checkbox"/> Digital Video with IRIS-3000 Video Phone: Username: _____ Password: _____</p> <p>2 pt <input type="checkbox"/> Home Local and Long Distance telephone service Review plans at myacn.com order entry at 1-866-864-3822</p> <p>2 pt <input type="checkbox"/> New Wireless Account or change of provider</p> <p>2 pt <input type="checkbox"/> New ACN Satellite TV service</p> <p>2 pt <input type="checkbox"/> New ACN Home Security System</p> <p>Only one of each type counts for your first 5 points</p>	<p>1 pt <input checked="" type="checkbox"/> Business Assistant: Completed above.</p> <p>1 pt <input type="checkbox"/> Family Plan to Carry, Demo Display</p> <p>1 pt <input type="checkbox"/> Digital Voice Family Plan Video Phone</p> <p>1 pt <input type="checkbox"/> Home or Business Long Distance only</p> <p>1 pt <input type="checkbox"/> Wireless contract extension</p> <p>Total Points at Launch _____</p> <p>A good goal is to shoot for 10 points TODAY</p>

## STEP 1: PIQUE AND PASS

Executive and new TT call to set up presentations with your 2 hottest prospects

Prospect #1: \_\_\_\_\_ Date/Time/ Location: \_\_\_\_\_

Prospect # 2: \_\_\_\_\_ Date/Time/ Location: \_\_\_\_\_

Hi \_\_\_\_\_ its \_\_\_\_\_. Have you got a minute to talk? (Pause and wait for response)

Great, Listen if I found a way for us to get paid when people pay their essential monthly bills, you would want to hear about it right? Simply put, I personally am worried about this economy. I found a billionaire endorsed company that allows me to get paid when people pay bills and I am sitting with one of the top executives who can provide a simple explanation. Do you have a minute right now? (pause)

### IF YES

"Great. I'm going to hand the phone over to Mr/Ms \_\_\_\_\_."

(Pass the phone to the executive. Don't say anything more.)

### IF QUESTIONS

"Great question! I'm going to hand the phone over to Mr/Mrs/ Ms \_\_\_\_\_ and they will explain it."

(More questions: repeat above.)

### IF NO

"How soon can we get together for 15 minutes? You've got to see this!"

If No again...

"Grab a pen and take down this website:

[www.\\*\\*\\*\\*\\*.acnrep.com](http://www.*****.acnrep.com)

## STEP 2: PIQUE AND INVITE – SCHEDULE 3 PBR'S WITHIN FIRST 30 DAYS

1<sup>ST</sup> PBR:

2<sup>ND</sup> PBR:

3<sup>RD</sup> PBR:

### HOME MEETING INVITATION

Hi \_\_\_\_\_ It's \_\_\_\_\_. Do you have a second, it's important. (Pause).

(If NO) When would be a better time? It's important. (Call back later.)

**If YES:** Great! Listen, if I had found a way for us to get paid when people pay their essential monthly bills, you would want to hear about it right? (Pause)

#### IF YES

Great! I am working with some extremely successful people and I am hosting an information night at \_\_\_\_\_ on (date @ time). Can you clear your calendar?

Great, someone from their office will give you a call to confirm.

#### IF QUESTIONS

Great question, It's new technology endorsed by a billionaire that basically allows you to get paid when people pay essential monthly bills. You have to see it the way I saw it, are you open to at least looking?

*(Repeat response for each question)*

*(If yes, the box 1 if No then box 5)*

#### IF It Depends

Well of course it depends. But are you open to evaluating an opportunity to make extra money in addition to what you are doing right now?

*(If yes, the box 1, If question box 2, If No then box 5)*

#### IF YES BUT CAN'T MAKE IT

"Ok, How soon can we get together for 15 mins within the next 24 hours?"

(Set up a specific time to do a one on one meeting at a house or coffee shop)

#### IF NO

Ask the question: "Who do you know who understands timing and positioning in business?"

(Send them to your website). "Let's talk after you look at my site."

### Friends and Family

Hi \_\_\_\_\_ It's \_\_\_\_\_.

What are you doing \_\_\_\_\_ night at \_\_\_\_\_? (wait for response)

Listen, I found a way for us to make some incredible money every time people pay essential monthly bills! Trust me! Be at my house on \_\_\_\_\_! You have to see this! Can I count on you to make it?

### PROFESSIONAL TO PROFESSIONAL

Hi \_\_\_\_\_ It's \_\_\_\_\_.

What are you doing \_\_\_\_\_ night at \_\_\_\_\_? (wait for response)

Listen, I'm working on a business project and I'm looking for a few key people to partner with. Some huge income is on the table! Are you open to evaluating a way to make money outside of what you are currently doing?

Trust me and be at my house on \_\_\_\_\_! Can I count on you to make it?

### Person of Influence

Hi \_\_\_\_\_. Do you have a couple of minutes? (wait for response).

You know \_\_\_\_\_ I have always admired your success in life. And as a person that I have a lot of respect for I was wondering if you would do me a personal favor and have a look at a business I am evaluating that I am very excited about? Could you do that for me?

Great, I am hosting an information meeting \_\_\_\_\_ at \_\_\_\_\_. Can you make it?

## CUSTOMER ACQUISITION – GET QUALIFIED WITHIN THE FIRST 24 HOURS

### FAVOR - HELP - TRY

“Hello (customer’s name). Do you have a minute? (Pause & wait for response)

Great...listen....I need a huge personal favor and was wondering if you could help me out? I’m sure it’s not news to you that times are tight...(Share your WHY), and I’ve just started a new business to bridge the gap. I can probably save you some money on your essential bills, but more importantly it would be a HUGE personal favour if you would take a quick services survey for me please...could you do that for me it’ll take just 3 minutes?

#### IF YES

Immediately take details and complete customer questionnaire form.

Set a time to call them back within the hour or very next day at latest.

Date: \_\_\_\_\_ Time: \_\_\_\_\_

Research options and call upline for assistance or to review.

#### IF QUESTIONS

“Great question- I’m being trained right now by an executive. Let me hand the phone over to her/him since I’m new and I want to make sure you get the right information”

**OR**

Refer to ACN customer FAQ’s in training manual or **see below**

#### IF NO

Thank them for their time ..  
Let it go.

Make sure you used the correct approach.

Ask for Referrals

## IMPORTANT CONTACTS & INFORMATION

Executive Team Trainer \_\_\_\_\_  
Executive Team Leader \_\_\_\_\_  
Team Coordinator \_\_\_\_\_

P \_\_\_\_\_ M \_\_\_\_\_  
P \_\_\_\_\_ M \_\_\_\_\_  
P \_\_\_\_\_ M \_\_\_\_\_

### TRAINING and TEAM CALLS

Success Training Sunday Evening at 6:30  
Weekly Team Call EVERY Sunday – 7:00 pm PST

**Dial: 516-453-0014**

**Code: 152-867-533#**

or join the Webinar

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

**Webinar ID 670-165-419**

### TEAM WEBSITES

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

Training and Support Documents including  
recorded webinar presentations

### OPPORTUNITY CALLS and WEBINARS

Sun thru Thurs Webinars at 6:00pm PST

**Dial: 312-878-0218**

**Code: 313-667-465#**

or join the Webinar

Go to [www.joinwebinar.com](http://www.joinwebinar.com)

**Webinar ID 500-359-923**

### ACN SUPPORT NUMBERS

Representative Support: 704-260-3226  
Digital Customer Service: 888-414-1958  
Wireless Sales Line: 866-629-7757  
ACN Home Security: 866-417-3044  
ACN Satellite TV: 800-653-1730

## CONTACT LIST

Now make List Of 100 names + ..... Don't Prejudge Anyone

	NAME	PHONE NUMBER	PIQUED	PBR	REP	CUST
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