

LAUNCHING YOUR ACN BUSINESS

Team ID #:

Password:



1

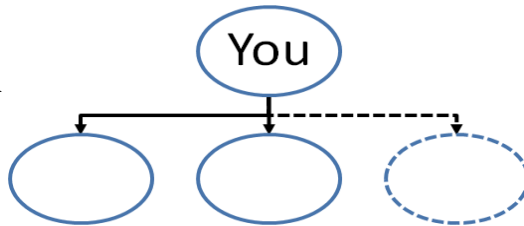
GET ON THE **FAST TRACK PLAN** FOR SUCCESS

Know your WHY and understand how the money is made!

Write Your Reason(s) WHY:

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

\$



Week 1:

TOTAL:

\$

Week 2:

TOTAL:

\$

Week 3:

TOTAL:

\$

Week 4:

TOTAL:

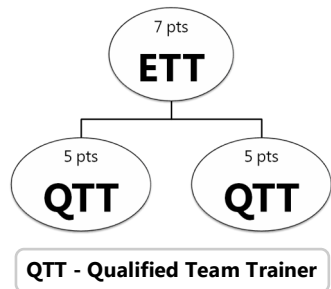
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TOTAL:

\$

Set a goal to promote yourself to the position of (Executive Team Trainer) as soon as possible.

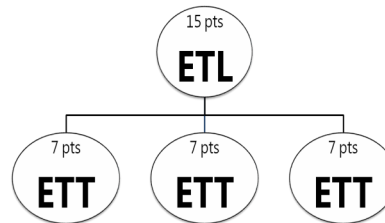
I will be an ETT by _____ and I will be an ETL by _____.



QTT - Qualified Team Trainer

T-CABs up to \$3,000**

TT Open Line	BONUS
2 QTT	= \$100
4 QTT	= \$500
6 QTT	= \$1,000
9 QTT	= \$1,500
12 QTT	= \$2,500
15 QTT	= \$3,000



T-CABs up to \$7,000**

TT Open Line	BONUS
3 QTT	= \$200
5 QTT	= \$750
10 QTT	= \$1,500
15 QTT	= \$2,500
20 QTT	= \$3,000
25 QTT	= \$4,000
30 QTT	= \$5,000
35 QTT	= \$6,000
40 QTT	= \$7,000

ETT

IS YOUR ONLY FOCUS!

Get it done *immediately!*

* To qualify to the Qualified Team Trainer (QTT) position, a representative must have at least 5 personal customer points (including at least 2 Preferred Customers).

* To qualify to the Executive Team Trainer (ETT) position, a representative must have at least 7 personal customer points and at least 1 QTT in 2 separate legs at any level.

* Team Customer Acquisition Bonuses (CABs) are paid based on the number of Team Trainers that start in a calendar month and get Qualified within their first 30 days. ** You must always stay a position ahead. "The hypothetical's used in this presentation are for illustrative purposes only and are not meant to imply that they are typical. Success as an ACN Independent Representative is not guaranteed, but rather influenced by an individual's specific efforts. Not all Independent Representatives make a profit and no one can be guaranteed success as an ACN Independent Representative."



2

SHOW THE ACN OPPORTUNITY ► SCHEDULE 3 PBR'S WITHIN 10 DAYS

1st within 48 hours of start ► 2nd within 7 days of start ► 3rd within 10 days of start

1st PBR:

2nd PBR:

3rd PBR:

- Show the ACN Opportunity to a MINIMUM of **15 people** during your first week in the business.
 - Must contact 30 to create 15.
 - The Home Meeting (PBR) is the most effective use of everyone's time and is the key to reaching ETT.
 - Your primary role is to **PIQUE & INVITE**. Let your mentors help you present and explain the business.
- 3 Keys to Inviting: EXCITEMENT * URGENCY * CONVICTION**

List your TOP 15 Prospects to contact in your first week and DON'T PRE-JUDGE

(continue to create a list of 100 names)

Most Successful / Best Work Ethic	Most Influential / Personal Power	Love You the Most / Look Up to You
1.	1.	1.
2.	2.	2.
3.	3.	3.
4.	4.	4.
5.	5.	5.

►►► INVITING SCRIPTS

What to say to Friends and Family:

"Hey, what are you doing _____? Listen, I found a way for us to make some serious money! Trust me and be at (location, date and time of meeting)! Can I count on you to be there?"

What to say Professional to Professional:

"(Mr./Mrs.) _____ what are you doing _____ (date/time)? I'm working on a business project and I'm looking for a few key people to work with. Are you open to evaluating a way to make money outside of what you currently do? Can I count on you to be there?"

What to say to People you look up to:

"Hey what are you doing tomorrow night at _____ (time)? Listen, I hooked up with this guy in our area who is working on a business project. He told me about the type of people he was looking to partner with and I immediately thought of you. This is a very lucrative business that involves residual income. You need to meet this guy! His business mind and yours would be incredible together! I told him I would arrange for you to meet him."

For a 2 on 1:

"He is very busy but has some time to meet at either _____ (give 2 choices) which time is better for you?"

For a PBR:

"We are having a few business minded people over tomorrow night at _____ (time). You really deserve to meet him, can I count on you to be there?"

If they ask questions:

"Basically, we are going to make money every time somebody pays their phone bill or watches TV. He will go over more of the details and you really deserve to see this the same way I did! Be at my house at _____ (time)."

If they can't make it:

"We have to talk right away, when is the soonest we can get together? Tomorrow at lunch or right after work?" (give them 2 options to meet ASAP)



3

GET QUALIFIED WITHIN YOUR FIRST 24 HOURS IN THE BUSINESS

Minimum of 5 Points, with at least 2 Preferred Customers

Customer Sources:

- ▶ YOURSELF
- ▶ Family
- ▶ Friends
- ▶ Co-workers
- ▶ People you do business with

Example Customer Acquisition Script:

FAVOR • HELP • TRY

"Hi (*name*) do you have a few minutes?" (*Wait for response*)
 "Would you do me a huge favor?" (*Wait for response*) "As you know the (*personal career - i.e. mortgage business*) business has been very tough lately - so (*my partner - i.e. Diana*) and I actually purchased a new business it's a telecommunication business. Right now we are in the process of learning how our new business works. Would you spend just about three minutes with me just so I can learn a little bit about the services you have & approximately how much you are spending? This is really going to help accelerate our learning curve." (*Response*)

3 Keys to Acquiring Customers:

EXCITEMENT * URGENCY * CONVICTION



Sign up for your Business Assistant:

- A. Login into MyACN IBO Back Office
- B. Click on the "Tools" tab
- C. Click on "Your Business Assistant" button
- D. Click on "Sign Up for Your Business Assistant"

☐ 1 point

Sign up for all of your services at

http://_____ .acnrep.com
(YOURNAME)

- | | | | |
|---------------------|-----------|------------------|-----------|
| Video Phone | ☐ 2 pts * | Satellite TV | ☐ 2 pts * |
| Local/Long Distance | ☐ 2 pts * | Home Security | ☐ 2 pts * |
| Internet | ☐ 1 pt | Computer Support | ☐ 1 pt |
| Wireless | ☐ 2 pts * | Energy | ☐ 1 pt * |

* Preferred Services

Customers are the most important part of your ACN business. No compensation is paid unless customers are acquired. Refer your customers to your store front at


http://_____ .acndirect.com
(YOURNAME)



4

ATTEND THE EVENTS / TRAINING

Never miss an event and never come alone!

▶ Next Training Event	Date/Time:	Location:
▶ Monday Night Conference Call	Date/Time: Monday @ 10p PST / 11p MST	Phone #: (712) 432-1001 Passcode: 488920718#
▶ Regional Training	Date/Time:	Location:
▶ International Training	Date/Time:	Location:
▶ Review New Team Training in MyACN IBO Back Office		https://myacn.acninc.com

ACN Phone Number's

Representative Services	(704) 260-3226
Long Distance & Local Bundled	(877) 226-1010
Qwest Helpline	(866) 259-9522
Digital Phone Service	(877) 226-1010
Wireless Service	(866) 629-7757
Flash Wireless Service	(866) 452-0054
Dir. TV Satellite Service	(800) 653-1730
Dsh. TV Satellite Service	(888) 913-9411
Home Security Service	(866) 417-3044
Vivint Home Automation	(877) 479-1668
CLEAR WiMAX Service	(800) 305-9788
ACN Mobile World Service	(866) 827-3039
U.S. Energy Customer Service	(855) 360-3043
ACN Premium Technical Support	(877) 265-3407

Upline Directory

ETT: _____

ETL: _____

TC: _____

RD: _____

RVP: _____

SVP: _____