

Canada - Private Business Reception (PBR) Script for

Home Meetings

(45-50 mins including Videos – Maximum!)

REMEMBER TOP PRODUCERS ARE GREAT PRESENTERS AND DUPLICATE PRESENTERS IN THEIR TEAM! MASTER YOUR CRAFT AND WATCH YOUR INCOME SOAR!

1 on 1 coffee shop presentations have a different format. This is too long.

Although this is a pretty long document most of it explains why we say what we say and the logic behind our words and gives direction and suggestions as to what works best. The actual speaking part in this model is actually very short.

Key Points to remember:

1. THIS SCRIPT IS TO BE SHARED WITH ONLY THOSE THAT ARE ALREADY STARTING TO PRESENT AND ARE AT LEAST ETTs BUT PREFERABLY CLOSE TO BEING ETLs. SO IT IS YOUR RESPONSIBILITY TO MANAGE THIS WITH YOUR TEAM. GIVING THIS SCRIPT PREMATURELY CAN DAMAGE THE GROWTH OF A NEW REPRESENTATIVE. DO NOT GIVE IT TO ANYONE THAT IS NOT AN ETT. YOU WILL FIND UPDATES TO THIS SCRIPT IN THE ETL AND ABOVE SECTION OF THE TEAM RPM WEBSITE THAT WILL BE LAUNCHED SHORTLY.
2. CUSTOMIZE THIS TO YOUR AUDIENCE. SHARE STORIES AND USE EXAMPLES APPROPRIATE TO YOUR AUDIENCE. THIS IS CRITICAL!
3. ALWAYS BE GRACIOUS IN ANY CIRCUMSTANCE
4. HAVE POSTURE AND BELIEF
5. BE EXCITED THROUGHOUT THE ENTIRE PRESENTATION!
6. Humble Yourself! The Edifier edifies, but the Presenter must always humble themselves so that anyone can think they can do it and be more relatable to people. Saying things like if someone like me can do this then anyone can – use examples of people with ordinary backgrounds that have had extraordinary results with ACN. But at the same time have posture, belief and be unshakeable IN YOUR STAND FOR THE ACN BUSINESS! You are the rock for your team!
7. KISS Principle -Keep it Super – always assume your audience are 4 years old!
8. Record yourself doing this presentation, and play it over and over again! Listen to it in your car, on your holidays (wait no holidays until you become a RVP!), listen to it before going to bed. Master this and watch your business explode!
9. As circumstances change keep it current so you will need to revise it over time. We will keep revising it as necessary so watch for updates on our team website.

10. Customize it to suit your personality but do not deviate from the order of what is said but let your personality shine! There is a reason why each section is in the order stated.
11. Remember world circumstances as you are presenting and include something about it in your presentation – layoffs, recession, lots of debt, etc.
12. AND MOST IMPORTANTLY HAVE FUN NO MATTER WHAT FRUIT OR VEGETABLE SOMEONE IS THROWING AT YOU!

BASIC STRUCTURE:

1. ASK EVERYONE TO INTRODUCE THEMSELVES, WHAT THEY DO AND HOW THEY KNOW THE PERSON THAT INVITED THEM – **4mins**
2. INTRODUCE YOURSELF (TELL YOUR STORY WHICH MUST INCLUDE SOME ELEMENT OF GETTING INVOLVED WITH ACN TO GET MOREY MONEY/TIME OR BOTH FOR YOURSELF) – **1min**
3. BASIC INTRODUCTION OF THE ACN OPPORTUNITY AS OUTLINED BELOW – **2mins**
4. SHOW THE DONALD TRUMP DVD – **9.5mins**
5. HANDOUT THE ONE PAGE OVERVIEW AND GO OVER BOXES #1 AND #2 – **8mins**
6. SHOW THE TONY CUPISZ VIDEO ON THE ACN OPPORTUNITY – **15mins**
7. CLOSE WITH STORIES, URGENCY, - THE INTENTION IS TO GET PEOPLE TO THE NEXT EVENT ESPECIALLY SATURDAY TRAINING! EDIFY THE PERSON DOING SATURDAY TRAINING, GET THE GUESTS EXCITED TO WANT TO MEET THAT PERSON! – **5mins**
8. PASS OUT REP AGREEMENTS AND CUSTOMER FILL IN FORMS
9. DIVIDE THE ROOM IN 2. THOSE THAT WANT TO MAKE MONEY GO OVER THE LAUNCH DOCUMENT AND SHOW HOW TO GET STARTED. THOSE THAT WANT TO BE CUSTOMERS HAVE THEM GO TO ANOTHER SECTION OF THE HOUSE AND SIGN UP AS A CUSTOMER TO SAVE MONEY AND GET BETTER VALUE.
10. **CRITICAL! MAKE SURE THE GUESTS ALL GET MAGAZINES AND DVDS!!!**

INTRODUCTION AND START (7 MINS)

(CROSS-EDIFY WHO INTRODUCED YOU)

“Good evening everyone and thank you for coming. One of the great things about the business I am going to show you tonight, is that you get to choose who you work with. I look for happy, positive people with a great work ethic because honestly they are more fun to work with!

As soon as I met _____ (whomever as guests there), I was excited to get to work with them. They have the right attitude, work ethic and desire to make this business happen. I know together we will do

amazing things and have a lot of fun at the same time! They are already doing some incredible things in this business in a short time so let's give them a big hand for what they have already done!"

(WELCOME ALL THE GUESTS FOR COMING AND THANK THEM FOR THEIR TIME.)

(GO AROUND THE ROOM AND ASK EACH GUEST TO BRIEFLY INTRODUCE THEMSELVES. KEEP THIS BRIEF AND KEEP CONTROL BUT ALWAYS BE GRACIOUS. BE CAREFUL NOT TO LET ANYONE TALK FOR A LONG TIME. GIVE CLEAR INSTRUCTIONS AS TO WHAT YOU WANT. THE CLEARER YOU ARE THE BETTER THEY WILL FOLLOW YOUR INSTRUCTIONS!)

Example script: "It would really help me tremendously if each of you can tell me a little about yourself. Share with me what you do and who invited you here tonight and how you know them."

(PICK SOMEONE, DON'T WAIT FOR SOMEONE TO GO FIRST, BUT ALWAYS BE GRACIOUS! SAY SOMETHING LIKE):

"Sir/Ma'am do you mind if I start with you?"

(WHY YOU DO THIS IS FOR 2 REASONS: 1. IT GETS THEM ENGAGED IN THE WHOLE PRESENTATION SO THEY LISTEN MORE INTENTLY AND 2. IF YOU HAVEN'T ARRIVED EARLY ENOUGH TO TALK TO ALL OF THEM THEN YOU CAN FIND OUT WHO IS THERE AND WHAT THEY DO. THIS IS CRITICAL SO YOU KNOW HOW TO CRAFT THE PRESENTATION AND WHICH POINTS TO MORE CLEARLY EMPHASIZE, ESPECIALLY AT THE END SO YOU KNOW WHICH STORIES TO USE THAT ARE APPROPRIATE FOR THE AUDIENCE. FOR EXAMPLE IF YOU HAVE A ROOM FULL OF MILLIONAIRES THEN YOU NEED TO TALK ABOUT A LOT OF MONEY AND USE PEOPLE THAT A. HAVE CREATED HUGE ACN ORGANIZATIONS and B. SUCCESSFUL PEOPLE WHO CAME INTO ACN AS EXAMPLES. IF ITS A GROUP OF STAY-AT-HOME MOMS THEN YOU NEED TO CRAFT YOUR PRESENTATION ACCORDINGLY AND USE PEOPLE LIKE WENDY CLOUTIER, DEBBIE DAVIS AS EXAMPLES AT THE END).

(NOW INTRODUCE HOW YOU GOT STARTED IN ACN. THIS WILL LET THEM UNDERSTAND THE PROCESS OF GETTING INVITED AND AN OPPORTUNITY TO SEE THEMSELVES IN YOUR SHARING HOW YOU GOT STARTED.

MAKE SURE YOU INCLUDE ELEMENTS OF HAVING TIME AND MONEY TOGETHER – THIS IS KEY!

BUT DON'T TELL THEM WHAT YOU DO OR WHAT THE BUSINESS IS ABOUT YET. AFTER YOU FINISH TELLING EVERYONE HOW YOU GOT STARTED THEN TELL THEM THE FOLLOWING):

So what is it that I do?

I can now get paid on people's phone bills in 20 countries around the world and I can do it from home!

I can get paid on people's cell phone bills, home phone bills, internet bills, TV bills, and now on their home security bills from people in 20 countries around the world and I can do it from my home! AND YOU DONT NEED TO KNOW ANYTHING ABOUT TELECOM! IT IS A SIMPLE BUSINESS THAT ANYONE CAN DO.

"What I am going to show you tonight has never been done before in business history and I am going to show you how we do that.

The name of the company is ACN which stands for ALL COMMUNICATIONS NETWORK.

We have been so successful at what we do that we are able to PUT PEOPLE IN A POSITION TO RETIRE THEMSELVES in 3 to 5,6 years on a part time basis and we are doing that for thousands of people all over the world!

You can also create a very lucrative primary income for yourself. The amount of money you make is up to you and your work ethic.

In fact our results have been so incredible that we have gotten the attention of Mr. Donald Trump himself to be our official spokesperson.

The Trump organization spent a considerable amount of time researching ACN and they were blown away by what they discovered. They found that ACN is currently experiencing record growth despite the economic downturn.

Here is how tonight will go:

First I am going to show you a video which is about 9.5 minutes in length. After the video I will show you exactly how our simple business model works.

Please pay close attention to our presenter in the video Mr. Donald Trump himself. See what he says about ACN and a concept called Residual Income.

Enjoy the video!

PLAY VIDEO (9.5 MINS)

AFTER THE VIDEO (30 SECONDS)

Ok let's get started!

(HOLD THE 10 PAGE OVERVIEW IN YOUR HANDS)

I AM NOW GOING TO GO OVER THIS SIMPLE 10 PAGE OVERVIEW AND THEN WE ARE DONE. SIMPLE!

(HAND OUT THE 10 PAGE OVERVIEW)

BOX 1 (1.5 MINS)

Ok now let me explain a little bit about our Company. (JUST READ WHATS ON THE PAGE LINE BY LINE)

(THEN ADD):

The point I want to make here is that we are expanding globally and growing at an incredible pace. We are fast approaching \$1 Billion in Revenue. We have had record growth in the past few months. Even though the economy is declining, we are exploding! And our growth has just begun as we are going into 80 countries that have agreed to deregulate their telecom services, going after that \$5.5 trillion market! We are currently in 20 countries and I am going to show you how to get paid on people's phone bills in those countries from here!

(ALSO SHOW THE SUCCESS MAGAZINE)

Box 2 (9.5MINS)

(THIS BOX IS CRITICAL!!! IT CREATES THE VALUE OF OUR PRODUCTS AND THE VALUE FOR THE BUSINESS – YOU MUST NAIL THIS BOX! THIS IS THE MONEY BOX SO MEMORIZE THIS!)

Now let me explain to you our services. We are a telecom company so we provide telecom services. But what does that mean for you?

ACN allows us to own our very own GLOBAL TELECOM BUSINESS. AND YOU DONT NEED TO KNOW ANYTHING ABOUT TELECOM! HOW? By partnering with the major telecommunication companies around the world AND BY HAVING BUILT OUR OWN DIGITAL VIDEO NETWORK!

IN EACH COUNTRY WE ARE IN WE HAVE PARTNERED WITH THE MAJOR TELECOM COMPANIES TO PROVIDE SERVICES.

FOR EXAMPLE IN _____ (YOUR COUNTRY), WE HAVE PARTNERED WITH _____ FOR HOME PHONE SERVICE. SO WE CAN OFFER THE EXACT SAME SERVICE AT A SLIGHTLY LOWER COST WHILE GIVING YOU BETTER VALUE. THE SAME GOES FOR THE HISPEED INTERENT SERVICE WHICH WE CAN NOW BUNDLE.

THEN WE GOT INTO THE CELL PHONE BUSINESS THROUGH OUR PARTNERSHIP WITH _____ (LIST ALL OUR PARTNERS). WE CAN OFFER THE EXACT SAME CELL PHONE SERVICE THAT THE STORES CAN! THINK OF WHAT THAT OPPORTUNITY IS WORTH! AND WE DONT NEED TO BUY A STORE!

AND WE HAVE JUST LAUNCHED AN EXCITING NEW PARTNERSHIP WITH ADT HOME SECURITY RIGHT ACROSS NORTH AMERICA SO YOU CAN SIGN UP ANYONE YOU WANT ACROSS CANADA AND THE US FOR ADT SERVICES! THINK OF WHAT THAT IS WORTH???

AND WE ARE LAUNCHING TELEVISION IN CANADA SHORTLY!

AND WHAT WE DID HERE WE HAVE DONE IN 19 OTHER COUNTRIES! FOR EXAMPLE IN THE US WE HAVE PARTNERED WITH AT&T, SPRINT, VERIZON, AND DISH AND DIRECT TV FOR TELEVISION SERVICES.

IN EUROPE WE HAVE PARTNERED WITH COMPANIES LIKE FRANCE TELECOM, VODAFONE, ORANGE, ETC.

SO IMAGINE THIS, WITH ACN YOU GET A BUSINESS WHERE YOU CAN SIGN UP CUSTOMERS IN ANY OF THE 20 COUNTRIES WE ARE IN AND INY FUTURE COUNTRY WE GO INTO, NO RESTRICTIONS! AND YOU CAN DO IT FROM HOME! FROM YOUR LAPTOP! THIS IS HISTORIC IN THE BUSINESS WORLD!

And if that isn't incredible enough the most exciting part of all is Digital Phone technology and our revolutionary new Video Phone technology! Let me explain to you how this works!

First let me explain about this historic shift that is happening from Analog to Digital home phone service.

Who here is has _____ for home phone service?

(USE OUR LOCAL ANALOG PARTNER AS AN EXAMPLE)

Great.

Who here is with _____ for home phone service?

(USE THE LOCAL CABLE/DIGITAL PHONE COMPANY)

Great.

Well if you are with _____, (ANALOG COMPANY) you still have analog home phone service.

And if you are with _____, (DIGITAL PHONE COMPANY), congratulations you are part of the 5% of people that now has digital home phone service THAT WILL BE GROWING TO OVER 80% IN THE NEXT FEW YEARS!!

So what exactly is home phone digital service? All digital service means is that _____

(USE THE LOCAL CABLE/DIGITAL PHONE COMPANY)

takes your main line plugs it into one of their boxes and plugs that box to the internet and voila you are digital! All digital phone service means is that you are using the internet to make phone calls and you can get features and value you cannot get on analog service. There are other companies like _____ that are providing digital VOICE services, like Vonage, _____ and _____ for example.

But here is what ACN did. In addition to our global partnerships in analog home phone service, hi-speed, TV and cell phone services, we have also built our own digital network. But unlike _____ or Vonage who built a digital VOICE network we built our own DIGITAL VIDEO NETWORK!

We have built the largest DIGITAL VIDEO NETWORK in the world! ACN spent a lot of money building the world's most sophisticated digital VIDEO network never seen before in human history. WE HAVE BEEN WAITING FOR THIS SINCE THE JETSONS!

(TAKE THE PHONE IN YOUR HANDS – GET EXCITED WHEN YOU DO THIS PART! OUR PHONE IS INCREDIBLE SO ACT LIKE IT!!!)

Now let me explain how our Digital Video Service works! This phone IS CALED THE ACN IRIS 3000 AND IT can do your entire house....how? Well, first you can transfer your existing number to this phone or get a new number; it's your choice! Then you connect the video phone right into your hi-speed internet. You don't need a computer! It plugs right into your modem or router. Turn it on and it works! Simple!

(SHOW WHERE YOU PLUG IT IN)

If you have cordless phones in your house then take the base phone and plug it into the back here.

(SHOW WHERE YOU PLUG IT IN)

Then when the phone rings you answer from your video phone or any cordless phone in your home! You no longer need jacks in your house!

And this connection in the back here,

(SHOW WHERE YOU PLUG IT IN)

allows you to connect your video phone to your big screen TV and plug in your surround sound here! Imagine having video calls on your big screen TV in surround sound! This is truly the most sophisticated phone available today!

Now let me explain what the service costs. YOU ALL KNOW WHAT YOU CURRENTLY PAY FOR YOUR HOME PHONE SERVICE SO you tell me if you think THIS IS a good deal. The service costs \$32.99/month. Here is what you get for that \$33/month. All your features! Call waiting, call display, voicemail and more! Over 16 features! All included! Plus all your long distance 24/7 to anyone at anytime in Canada, the US and Puerto Rico is included! Plus, INEXPENSIVE calling card rates all over the world!

And also included is all your video! Unlimited real time video! Not that webcam junk like MSN, Yahoo or Skype. This is real time video where the words match the lips! ACN actually built a network designed to support video! AMAZING!

(TURN ON THE PHONE CAMERA AND SHOW THE INCREDIBLE QUALITY!)

It also includes all your video messaging! You can leave and receive video messaging! And you can pick up your video messages from your email inbox or from your blackberry! How cool is that???

It is also portable! Your number is built into the phone and you can take your phone anywhere plug it into any hi-speed and your phone rings there! It works in 240 countries and its free customer to customer worldwide!

(GIVE AN EXAMPLE HERE FROM YOUR LIFE OF USING THE VIDEO PHONE – FAMILY, KIDS, ETC. - DO NOT WING THIS PART – PRACTICE IT UNTIL IT FLOWS – KEEP IT TO ABOUT 45 SECONDS – USE AN EXAMPLE IN YOUR LIFE THAT ILLUSTRATES THE POWER OF THE VIDEOPHONE)

We have already launched our incredible video phone network in the US, Canada, Puerto Rico, and most of our European countries. Australia and New Zealand are being launched shortly for Video Phone service!

AND can you buy this Phone at Costco? Walmart? Best Buy? Nope! The only place you can get this phone is www.myacncanada.ca **FROM AN ACN REPRESENTATIVE. Go online order it and when you receive it start making phone calls! SIMPLE!**

WE HAVE NOW LAUNCHED THE VIDEO PHONE SERVICE ACROSS THE UNITED STATES AND CANADA, MOST OF THE EUROPEAN COUNTRIES AND WE ARE NOW LAUNCHING IN AUSTRALIA AND NEW ZEALAND!

ACN provides YOU the opportunity to offer this breakthrough, revolutionary technology to anyone in any country we offer it in, AND ANY FUTURE COUNTRY WE LAUNCH INTO!

But after I saw the next part of the presentation I couldn't sleep! Here is why!! Even though ACN gives us this ridiculous business opportunity to allow us to own our own business to acquire unlimited #'s of customers in over 20 countries around the world, covering over 1 billion people so far, ACN created a business model THAT IS GENIOUS!

All we have to do are 3 things:

1. First goal: all we ever have to do in our entire life is to get.....
are you ready for this.....20 SERVICES! That's it! Just 20 SERVICES in our entire life!

WHAT'S A SERVICE? WELL YOUR HOME PHONE IS A SERVICE, YOUR CELL PHONE IS A SERVICE, INTERNET IS A SERVICE.....I HAVE _____ SERVICES IN MY OWN HOUSE! CAN YOU GET 20 IN YOUR LIFETIME???

2. THEN CAN YOU FIND SOME PEOPLE THAT WANT TO DO THE SAME THING AND MAKE SOME MONEY??
3. TEACH THEM TO DO THE SAME AND SO FORTH AND SO ON.

THIS IS A SIMPLE BUSINESS!

HOW THIS ALL WORKS WILL NOW BE SHOWN TO US BY Co-founder of ACN Mr. Tony Cupisz.

HE WILL cover in the next few minutes in the next video and then we are done...I will warn you that when I saw this video I could not sleep for 4 days!! Enjoy!

SHOW TONY CUPISZ VIDEO (15 MINS)

CLOSE (3-5 MINS)

(ITS STORY TIME!!)

(IF YOU ARE DOING SOME GREAT THINGS IN ACN TELL THEM. BEST IS TO SAY I STARTED _____, HAD A HOME MEETING AND OUT OF THAT _____ PEOPLE GOT STARTED, THEY WENT OFF AND DID THEIR OWN MEETINGS AND SO FORTHAND SO ON, AND NOW I HAVE _____ REPS AROUND THE WORLD. SAY SOMETHING LIKE "I DONT EVEN KNOW WHO MOST OF THEM ARE!"

THEN USE A COUPLE OF EXAMPLES OF REPS THAT HAVE DONE SOME INCREDIBLE THINGS AROUND THE WORLD APPROPRIATE TO YOUR AUDIENCE. SO PRACTICE A FEW OF THEM SO YOU KNOW THEIR STORY. I FIND SAYING HOW MANY REPS THEY HAVE IS VERY POWERFUL! USE THE MAGAZINE TO SHOW THEIR PICTURE. ONE OF THE PEOPLE YOU SHOULD USE IS YOUR UPLINE SO YOU CAN INTRODUCE THEM AT SATURDAY TRAINING!

IT IS ALWAYS BEST TO USE SOMEONE THAT WILL BE AT THE SATURDAY TRIANING AS AN EXAMPLE SO YOU CAN USE THIS PERSONS NAME AT THE END TO GET THEM EXCITED TO COME TO SATURDAY TRAINING – THIS IS CRITICAL!)

USE THE MAGAZINE! PICK SOMEONE FROM THE MAGAZINE APPROPRIATE TO YOUR AUDIENCE!

Obviously we have already done some amazing things. But we have just begun!

We are experiencing record growth and exploding and in doing so we are creating a lot of wealth for many people!

But the reality is, even though we have created a lot of wealth for many of people, most people have still never heard of ACN! And we have less than 1% market share in any country we are in!

BUT that is all about to change and change very quickly!!!

WE WILL VERY SHORTLY BE LAUNCHING VIDEO PHONE TO CELL PHONE VIDEO CALLING! WE WILL BE THE FIRST COMPANY IN HISTORY TO BE ABLE TO OFFER LANDLINE TO CELL PHONE VIDEO CALLING! AS YOU CAN IMAGINE WHEN WE LAUNCH THAT ACN WILL NO LONGER BE A SECRET BUT A HOUSEHOLD NAME!

So if you are serious about getting started in this business you need to hurry...you don't have time! We need to get in front of your friends and family to show them this business before someone else does...because trust me someone else will! Maybe I am crazy but I think its better that they are in your organization then the other way around!

And what do you have to lose? \$499! Please! We have bigger mistakes in our closet!

(HAND OUT THE REPRESENTATIVE AGREEMENT INTO PEOPLES HANDS)

We are just handing out a piece of paper for informational purposes only. It describes how to get started with ACN. No obligation on anyone's part. We just want to get information in your hands. We also have a magazine and a DVD for those seriously looking at getting into the business. Please take one of each before you leave

So now you have a choice to make.

Do you want to save money or make money???

If you want to save money great! You will be supporting _____, *(SAY THE HOSTS NAME HERE)*

PLEASE FILL OUT THIS CUSTOMER FORM SO WE CAN BEST HELP YOU SAVE MONEY AND GET BETTER VALUE ON THE SERVICES YOU ALREADY HAVE.

(HAND OUT CUSTOMER PBR FORM)

and they will be thrilled for your support. I can promise you they will take better care of you than your local provider and you can always go back...but you will not, you will see! You will have your very own Personal Telecom Consultant! And you will be supporting a friend/family member in business and not a faceless monopoly.

Or you can make money and get started with ACN. And if you do let me be the first to welcome you to ACN! Your next step is to come to our Saturday training this weekend!

(PROMOTE WHATEVER IS NEXT! IF BOM IS NEXT THEN PROMOTE THAT! IF SATURDAY TRAINING IS NEXT THEN PROMOTE THAT! GET THEM EXCITED TO WANT TO COME – THE BETTER YOU ARE AT GETTING PROSPECTS TO COME TO A SECOND EXPOSURE THE FASTER YOUR TEAM WILL EXPLODE – PROMOTE THE PERSON DOING THE BOM/SATURDAY TRAINING – EDIFY THEM OR EDIFY SOMEONE THATS SUCCESSFUL IN ACN MOST LIKE THEM THAT WILL BE THERE, THAT YOU WILL INTRODUCE THEM TO!)

(SAY SOMETHING LIKE) :

BOM:

_____ (Date) we will have _____ (Person) that will give you a bigger picture of what is happening.

(EDIFY THAT PERSON – Include how many Reps they have and how fast they did it, what they used to do for a living, and what they are doing now in ACN, i.e. Presidents Club, COC, etc)

They will go over the opportunity in more detail and when you see what they have to say you will not sleep! If you are at all interested in the opportunity then you want to clear your schedule and be there!

SATURDAY TRAINING:

_____ (Date) we will have _____ (Person) that will give you a bigger picture of what is happening.

(EDIFY THAT PERSON – Include how many Reps they have and how fast they did it, what they used to do for a living, and what they are doing now in ACN, i.e. Presidents Club, COC, etc)

They will go over the opportunity in more detail, they will also be doing an incredible training where they will teach you how they built such an incredible organization, and when you see what they have to say you will not sleep! If you are at all interested in the opportunity then you want to clear your schedule and be there! The first time I went to the training I could not believe how simply they broke everything down for us so that anyone can do this business.

So lets take the next 5 minutes to figure out if you want to make or save money.

END

BONUS SECTION

(ONLY DO THE NEXT PART IF YOU ARE A TC, YOU CLEARLY KNOW HOW TO DO IT AND YOU ARE VERY CLEAR ON OUR COMPENSATION PLAN AND HOW THE BONUSES WORK. IF YOU TRY TO DO THIS AND YOU DO IT INCORRECTLY YOU CAN RUIN THE WHOLE PBR AND THE HOST WILL BE VERY UPSET!)

If you want to make money stick around and in 5 minutes I will show you how to maximize on the early bonuses and make over 10,000 in your first 30 days!

Thanks for coming we appreciated your generous listening!

(QUICKLY TAKE A FEW QUESTIONS AND SORT THE ROOM AS TO WHO WANTS TO SAVE MONEY OR MAKE MONEY. THEN IN 5 TO 7 MINUTES TAKE THOSE THAT ARE INTERESTED IN MAKING \$10,000 IN THEIR FIRST 30 DAYS AND SHOW THEM THE STEPS TO DO THAT. IF YOU ARE NOT CLEAR AS TO HOW TO DO IT PLEASE GET TRAINED BEFORE ATTEMPTING IT. SIGN UP CUSTOMERS AND GET PROSPECTS TO SATURDAY TRAINING OR NEXT BOM!)

KEY: STAY AWAY FROM SAYING WE HAVE WEEKLY TRAININGS – WE WANT TO PUT URGENCY IN SO PROMOTE THE NEXT SATURDAY TRAINING OR BOM LIKE IT IS THE LAST ONE EVER!!!

APPENDIX 1

PROPER TESTIMONIAL

Keeping Testimonials brief and doing them properly is what is key to delivering a powerful message.

A good testimonial is no more than 30-45 seconds maximum!

Proper Structure:

1. State name and occupation
2. Briefly state how they were introduced
3. Current position and what is possible now.

Example for PBR/BOM:

My name is (name). I am (occupation). I have been involved in ACN for a relatively short period of time. (If it has been 60 DAYS or less then be specific)

I am now in a position now to earn up to \$_____ per month as a _____.

And I owe it all to the ACN system. I just plugged into the ACN system.