

LAUNCHING YOUR BUSINESS



- This is The System for success!
- The most important things you can bring to your ACN Business are a Work Ethic, Desire, Commitment, and an ability to be Coached.

Your SUCCESS Team.

These people are here to help you build your business.

FIRST – GET YOURSELF REGISTERED AT WWW.GLOBALWEALTHINSTITUTE.NET

_____	_____	_____
Your Sponsor	Phone	Email
_____	_____	_____
Your ETT	Phone	Email
_____	_____	_____
Your ETL	Phone	Email
_____	_____	_____
Your TC	Phone	Email

Current Providers

LOCAL PHONE

LONG DISTANCE

INTERNET

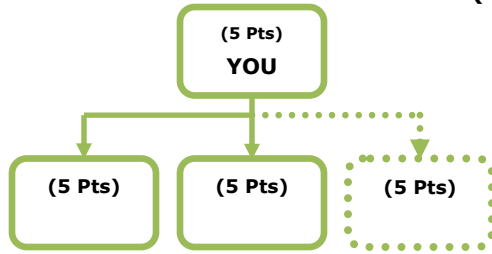
WIRELESS

HOME SECURITY

Determine your reason WHY. _____

Become an Executive Team Trainer (ETT)

Bonuses* start at ETT. Get it Done Immediately!



ETT		ETL		TC	
QTT's	T-CABs**	QTT's	T-CABs**	QTT's	T-CABs**
2	\$100	3	\$200	5	\$500
4	\$500	5	\$750	10	\$1,500
6	\$1,000	10	\$1,500	15	\$3,000
9	\$1,500	15	\$2,500	20	\$5,000
12	\$2,500	20	\$3,000	25	\$6,500
15	\$3,000	25	\$4,000	30	\$8,000
		30	\$5,000	40	\$10,000
		35	\$6,000	50	\$12,000
		40	\$7,000	100	\$25,000

Week 1: _____

Week 2: _____

Week 3: _____

Week 4: _____

Month 1 _____ Month 2 _____ Month 3 _____ Month 4 _____ Total _____

ETT Goal date ___/___/___ ETL Goal ___/___/___

*Team Customer Acquisition Bonuses (T-CABs) are paid based on the number of Team Trainers that start in a calendar month and get Qualified within their first 30 days. **The hypothetical used in this presentation is for illustrative purposes only and is 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*

Show the ACN Opportunity.

- 1** Write a list of 100 names and numbers. Do NOT pre-judge anyone!
- 2** Show the ACN Opportunity to a minimum of 15 people during your first week in the business.
- 3** Schedule 3 Home Meetings within your first 7 days. The Home Meeting (PBR) is the most effective use of everyone's time and is the key to reaching ETT quickly. >> 1st within 48 hours, 2nd within 5 days, 3rd within 7 days.

First PBR Second PBR Third PBR

3 Keys to Successful Recruiting

- **EXCITEMENT**
- **URGENCY**
- **CONVICTION**



Never explain the business yourself! Use the Opportunity DVD, Success from Home magazine. IF YOU HAVE SAID TOO MUCH THEN SEND THEM THE "RECESSION PROOF VIDEO AND SEND THEM TO ACNPRIMETIME.COM, YOUR WEBSITE, ACNINC.COM, ACNINTEGRITY.COM

List your TOP 15 Prospects.

Contact these people in your 1st week.

NAME	PHONE NUMBER
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Your role is to INVITE.

All scripts are at www.globalwealthinstitute.net/scripts

Let your mentors help you present and explain the business.

What to say to *Friends & Family*:

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

What to say as *Professional to Professional*:

"Hey, what are you doing _____? 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?"

What to say if they ask *Questions*:

"Basically, we are going to be positioned to make money as telecom and energy brokers. **You need to see this the same way I did!** Trust me; you need to be at _____!"

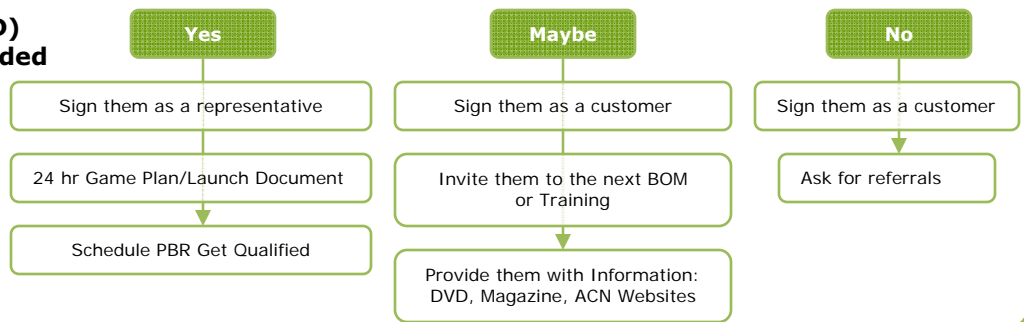
What to say if they *Can't Make It*:

"We have to talk right away! When is the soonest we can get together?"

Tips for a successful home meeting (PBR):

- ✓ DVD Cued Up (Opportunity DVD)
- ✓ 10 Step Overviews – Color 2-Sided
- ✓ Home Services Survey
- ✓ Magazines, DVDs For Everyone
- ✓ Rep Agreement
- ✓ Edify Presenter Properly
- ✓ Launch Document
- ✓ Light Refreshments/Music
- ✓ Have Fun!

After the presentation, IF:



Sign up as a TEAM TRAINER and try the services.

Go to www.acninc.com/acn/us/ and click on the link to "Join ACN".

Team ID:

Password:

When you sign up, your Team ID will be instantly provided. A link will appear asking you to create your password allowing you to access MyACN.

<http://myacn.acninc.com>

Get QUALIFIED.

Get qualified (5 points) within your first **24 HOURS** in the business.

***NEW* ACN DigitalTalk for small business
Now Available Nationwide!**

Customer Sources:

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

Videophone



□ 2 pts

Local/LD and Internet



□ 2 pts

Home Security



□ 2 pts

Wireless/ Air Card



□ 2 pts

Satellite TV



□ 2 pts

To Order (866)417-3044

For all services sign up online at myacn.com and follow the simple steps

Attend the EVENTS.

Never miss an event and never come alone.

"If you can just get good at promoting events, you will be a RVP" ~ Tony Cupisz, co-founder of ACN

Next Training Event:

Location: _____ Date: _____ Time: _____

Monday Conference Call:

Phone Number: _____ Passcode: _____ Time: _____

Webinar Training

Confirm Registration _____ Date: _____ Time: _____

Business Opportunity Meeting:

Location: _____ Date: _____ Time: _____

Regional Training:

Location: _____ Date: _____ Confirm#: _____

International Training:

Location: _____ Date: _____ Time: _____

