

- ☐ Set Up Your ACN Business
- ☐ Write Down Your "Why"
- ☐ Set a Goal to Earn ETT & ETL ASAP
- ☐ Create Your Contact List
- ☐ Set Up Your First Home Meetings and Start Inviting
- ☐ Get Qualified and Earn the Customer Bonus
- ☐ Attend a Weekly Training

## Set up your ACN Business

- ☐ Business ID: \_\_\_\_\_
- ☐ Password: \_\_\_\_\_
- ☐ Online Store: \_\_\_\_\_
- ☐ Online Survey: \_\_\_\_\_
- ☐ Distributor Website: \_\_\_\_\_

### Your Upline Leaders

Name: \_\_\_\_\_  
 Position: \_\_\_\_\_  
 Phone: \_\_\_\_\_

Name: \_\_\_\_\_  
 Position: \_\_\_\_\_  
 Phone: \_\_\_\_\_

## Your "WHY"

This is my "WHY":

## Set a goal to earn ETT & ETL ASAP

Overriding Residual Income	<b>QTT</b> Qualified Team Trainer	<b>ETT</b> Executive Team Trainer	<b>ETL</b> Executive Team Leader	<b>TC</b> Team Coordinator
<p><b>Team YOU</b></p> <p>You 1-10%</p> <p>Level 1 1/4%</p> <p>Level 2 1/4%</p> <p>Level 3 1/4%</p> <p>Level 4 1/2%</p> <p>Level 5 3%</p> <p>Level 6 5%</p> <p>Level 7 8%</p>	<p>4 Services, 7 Customer Points</p> <p><b>Monthly Personal Customer Bonuses</b> Receive up to <b>\$400</b> or more for acquiring customers!</p> <p>There is <i>no limit</i> to the number of times you can qualify each month for this bonus. <i>Select Services Apply.</i></p> <p><b>In order to receive bonuses, IBOs must be a QTT or higher</b></p> <p><i>Refer to the ACN Compensation Plan for complete details.</i></p>	<p>4 Services, 10 Customer Points</p> <p><b>25 Total Customer Points</b> between you and your team</p> <p>Customer Acquisition Bonuses</p> <p><b>QTTs - 60 Days</b></p> <p>↓ \$30 ↓ ETT \$0</p>	<p>5 Services, 15 Customer Points</p> <p><b>75 Total Customer Points</b> between you and your team</p> <p>Customer Acquisition Bonuses</p> <p><b>QTTs - 60 Days</b></p> <p>↓ \$100 ↓ ETT \$70 ↓ ETL \$0</p>	<p>5 Services, 15 Customer Points</p> <p><b>600 Total Customer Points</b> between you and your team</p> <p>Customer Acquisition Bonuses</p> <p><b>QTTs - 60 Days</b></p> <p>↓ \$300 ↓ ETT \$270 ↓ ETL \$200 ↓ TC \$80 ↓</p>
	<p><b>Earn ETT and ETL ASAP!</b></p>	<p><b>ETT Examples</b></p> <p>ETT 25 POINTS OR IBO 13 POINTS + IBO 12 POINTS = 25 Points</p>	<p><b>ETL Examples</b></p> <p>ETL 75 POINTS OR IBO 6 POINTS + IBO 12 POINTS + IBO 10 POINTS + IBO 20 POINTS + IBO 12 POINTS = 75 Points</p>	

## Create Your Contact List

This is where your IBOs, customers and referrals will come from

**LIST EVERYONE YOU KNOW! DON'T PRE-JUDGE!**


## Set up your first two home meetings

**START INVITING!**

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

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

During your first 24 hours, invite a minimum of 5-7 people to your first presentation  
**When Inviting: Be Natural (*Enthusiasm + Urgency = Great Results*)**

"Hello (Name),  
I just saw something  
I'm very interested in.  
It may or may not be  
for you, however I'm  
having a few of my  
closest friends over to  
take a look at it. We're  
getting together  
at (Time/Location).  
Would you do me a  
favor and stop by?"

### If they ask questions:

I was just introduced to it myself so I'd rather not try to explain it. You really need to see this in the same way I did.

**OR**

"Hello (Name),  
I just saw something I'm really excited about and I thought of you. Not only can you earn extra money but you will also be supporting a foundation that helps fight childhood hunger. Trust me, knowing you the way that I do, I'm sure you are going to want to hear about this! I'm having a few of my closest friends over tonight to take a look at it. We're getting together at (Time/Location). Can I count on your support?"

### If they ask questions:

I was just introduced to it myself so I'd rather not try to explain it. I can tell you this, it's a unique business opportunity for us and one that also helps feed hungry children. You really need to see this in the same way I did. based on our relationship, would you do me a favor and stop by to take a look?"

### If they can't make it:

"When is the soonest we can get together?"

**OR**

Hey, I have a quick question; what are you doing at \_\_\_\_\_(time) on \_\_\_\_\_(day)? (You're Free Great!) Or (Can you change your plans??)  
I just found a way to earn money on people's telecom and energy bills and I want you to see it!  
There's a person who is doing great with the company coming to my place to explain everything and I want you to meet (Him /Her) Can I count on you being there?

**QUESTION:** What's it all about??

**ANSWER:** It's about making money when people pay their bills; can I count on you being there?

OR

**ANSWER:** It deals with technology and making money; you can see it for yourself! TRUST ME, JUST COME! Can I count on you being there?

# Launching Your Business



## Get Qualified – Become a QTT (Qualified Team Trainer)

Acquire 4 Services, with a minimum of 2 services outside your home, totaling 7 Points

ACN | High Speed Internet + Voice

ACN | Local & Long Distance

ACN | High Speed Internet

ACN | DigitalTalk® EXPRESS

FLASH  
WIRELESS

XOOM  
energy

XOOM  
solar

## Recommended Services to Offer:

- ☐ Flash Wireless (2-5 Points)
- ☐ High Speed Internet + Voice (3-4 Points)
- ☐ Energy (1-2 Points)
- ☐ Satellite TV (2-3 Points)
- ☐ Home Security (2-3 Points)

vivint.SmartHome  
Authorized Dealer

dish  
AUTHORIZED RETAILER

DIRECTV Now part of the AT&T family  
AUTHORIZED DEALER™



When someone becomes an ACN customer, a child gets fed and when customers pay their bills each month on select services, another child gets fed.

### Your Services Can Be Free!

*For Independent Business Owners (IBOs) & Customers*

Acquire 5 customers on select ACN Services, in addition to yourself, **and your same service can be FREE!**

*For IBOs*

Acquire 10 residential XOOM Energy customers, in addition to yourself, **and your same service can be FREE!**

Average annual savings: **\$300 - \$1,000+**



## SAMPLE Customer Acquisition Script

**"Can you do me a HUGE Favor?" Or "I need your help!"**

"I just started my own business offering services we all use everyday"

**Optional** – "I'm doing this because\_\_\_\_\_." (*Talk about your reason why!*)

"If I could offer you a better value on any of the services you use such as mobile phone, TV, internet, gas and electricity; would you become one of my customers? It would mean a lot to me!"

(*Talk about a specific service*)

**OR**

**"Can you do me a huge personal favor, help me out and give one or more of my services a try?"**

(*Survey*)

"Great; all I need is to get some information from you... I'm going to send you a link (Via Text or E-mail)... Please watch the short video and take the survey and I will get back with you right away!"

## Schedule yourself for the next available local training, and we highly recommend you register for the next ACN International Event

ACN's International Events feature training from the ACN Co-Founders as well as the ACN top leaders.

**Learn from the best; become your best.**