Launching Your Business

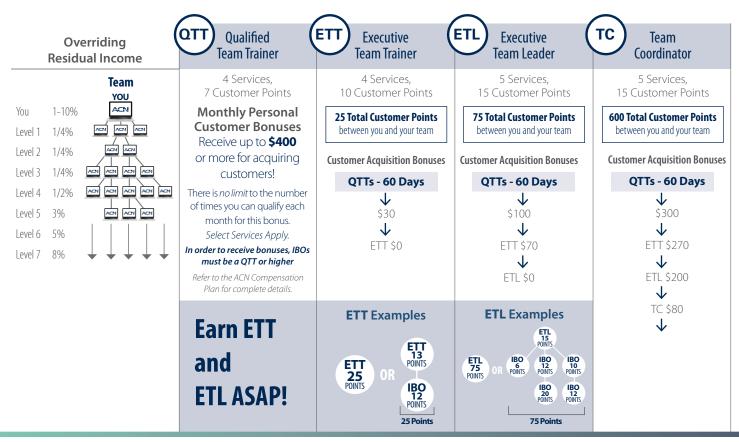


 Write Down Your "Why" Set a Goal to Earn ETT & ETL ASAP Online Store:	Set Up Your ACN Business	Set up your ACN Business
 Set a Goal to Earn ETT & ETL ASAP Create Your Contact List Set Up Your First Home Meetings and Start Inviting Get Qualified and Earn the Online Store:	Write Down Your "Why"	Business ID:
O Create Your Contact List O Distributor Website: Your Upline Leaders Name: Position: Phone:	O Set a Goal to Earn ETT & ETL ASAP	Online Store:
 Set Up Your First Home Meetings and Start Inviting Get Qualified and Earn the Your Upline Leaders Name:	Create Your Contact List	Online Survey:
Get Qualified and Earn the		Your Upline Leaders
	Get Qualified and Earn the Customer Bonus	Phone:
Attend a Weekly Training Name: Position: Phone:	Attend a Weekly Training	Position:

Your "WHY"

This is my "WHY":

Set a goal to earn ETT & ETL ASAP



Launching Your Business



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)

High Speed Internet + Voice

Local & Long Distance

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

DigitalTalk® EXPRESS







Recommended Services to Offer:

- Flash Wireless (2-5 Points)
- (3-4 Points)
- Energy (1-2 Points)
- Satellite TV (2-3 Points)
- Home Security (2-3 Points)

vivint.SmartHome **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)



"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.