

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.

"START WORKING TOWARDS YOUR LIFE WITHOUT BOUNDARIES TODAY!"



STEP 1

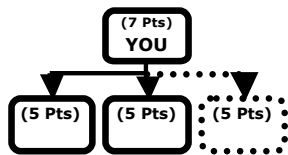
GET ON THE FAST TRACK PLAN FOR SUCCESS! *Create your ACTION PLAN!*

"When the why gets powerful, the how gets easy"

Write Your Reason(s) WHY: _____

How much **MONEY** do you want to make in the next **60** days? \$

What is your long-term 3-5 year residual income goal? _____



WEEK 1: _____	TOTAL: \$ <input type="text"/>
WEEK 2: _____	TOTAL: \$ <input type="text"/>
WEEK 3: _____	TOTAL: \$ <input type="text"/>
WEEK 4: _____	TOTAL: \$ <input type="text"/>

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

*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.

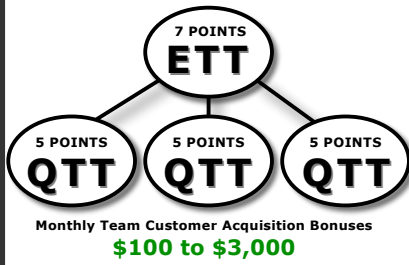
Set a goal to promote yourself to the position of (Executive Team Trainer) as soon as possible.

I will be an ETT by: ____/____/____ and I will be an ETL by: ____/____/____

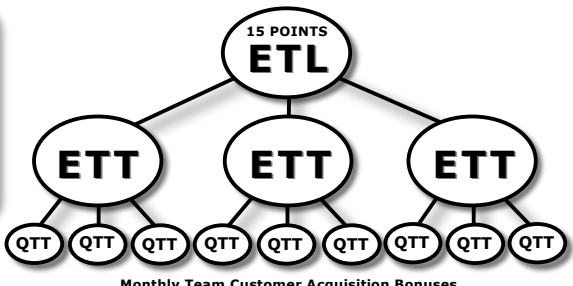
QTT = Qualified Team Trainer **5 POINTS QTT** **\$40 Customer Acquisition Bonus! For every directly sponsored new TT (Team Trainer) that you help get qualified within the new TT's first 30**

ETT = Executive Team Trainer

ETL = Executive Team Leader



QTT's	T-CABs**
2	\$100
4	\$500
6	\$1,000
9	\$1,500
12	\$2,500
15	\$3,000



QTT's	T-CABs**
3	\$200
5	\$750
10	\$1,500
15	\$2,500
20	\$3,000
25	\$4,000
30	\$5,000
35	\$6,000
40	\$7,000

Monthly Team Customer Acquisition Bonuses \$100 to \$3,000
↑
FOCUS ON ETT!
GET IT DONE IMMEDIATELY!

Monthly Team Customer Acquisition Bonuses \$200 to \$7,000

Team Coordinator T-CAB Bonuses up to \$25,000

* 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 3 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.
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STEP 2

Write a list of 100 names – DO NOT Pre-judge anyone! - WORK your ACTION PLAN!

List your TOP 30 Prospects – Contact these people in your first week.

Most Successful – Best Work Ethic – Most Influential – Personal Power – Love you the Most – Look Up to You...

NAME	PHONE #	NAME	PHONE #
1. _____	_____	16. _____	_____
2. _____	_____	17. _____	_____
3. _____	_____	18. _____	_____
4. _____	_____	19. _____	_____
5. _____	_____	20. _____	_____
6. _____	_____	21. _____	_____
7. _____	_____	22. _____	_____
8. _____	_____	23. _____	_____
9. _____	_____	24. _____	_____
10. _____	_____	25. _____	_____
11. _____	_____	26. _____	_____
12. _____	_____	27. _____	_____
13. _____	_____	28. _____	_____
14. _____	_____	29. _____	_____
15. _____	_____	30. _____	_____

Show the ACN Opportunity

- 1** Keys to inviting: Be NATURAL/YOURSELF with **EXCITEMENT** * **URGENCY** * **CONVICTION**
- 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

There are 3 types of people:

Red Apples (Are very interested) **Green Apples** (Want to think about it) **Brown Apples** (Are not interested)

Your role is to INVITE! 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)! Can I count on you to be there?”

What to say as 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’ve had an opportunity to connect with an incredible gentleman/woman in our area who is working on a business project! He/she told me about the type of people he/she was looking to partner with and I immediately thought of you! This is a very lucrative business that can create huge cash flow! You need to meet him/her. His/Her business mind and yours would be incredible together! I told him/her I would arrange for you to meet him/her.

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:

“I’m having an exclusive private meeting at my home with some VIPs and he/she is going to be there! You really should meet him/her! Can I count on you to be there? Oh and by the way...Dress Sharp!”

What to say if they ask Questions:

“Basically, we are positioning ourselves to be global telecom and energy brokers. It is the craziest thing! **You need to see this the same way I did!** Trust me and 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? Tomorrow at lunch or right after work?” (give them 2 options to meet ASAP)

PBR Checklist

- ✓ DVD Cued up (Opportunity DVD)
- ✓ 10 step overviews
- ✓ Customer survey forms
- ✓ Representative agreements
- ✓ Pens (Hand out at beginning)
- ✓ Success Magazines & DVDs
- ✓ Bonus Sheets
- ✓ Upbeat Background music playing
- ✓ Light refreshments
- ✓ HAVE FUN!

AFTER THE PRESENTATION, IF

YES	MAYBE	NO
Sign them up as a Representative	Sign them up as your Customer	Sign them up as your Customer
Sign them up as their first Customer	Invite them to the next BOM or Training	Ask for Referrals
Complete the 24 Hour Game Plan	Provide them with Information: DVD, Magazine, ACN Websites	

Role of the Host

- ✓ Welcome your guest
- ✓ Hand out 10 steps and survey sheets
- ✓ Play the Opportunity DVD
- ✓ Do the first 3 and feel comfortable
- ✓ Never interrupt the speaker
- ✓ Play music immediately after PBR
- ✓ Talk to your guest with Confidence & Excitement
- ✓ Collect (completed) Home Survey Sheets
- ✓ Follow-up with guest the next day and get them to the next event

STEP 3

SIGN UP AS TEAM TRAINER AND GET QUALIFIED IMMEDIATELY! MINIMUM OF 5 POINTS, WITH AT LEAST 2 PREFERRED CUSTOMERS

Customers are the most important part of your ACN business.
No compensation is paid unless customers are acquired

Sign up as a **TEAM TRAINER** and get qualified immediately.

Go to www.acninc.com and click on a country then 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 and ACQUIRE CUSTOMERS

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

Customer Sources: YOURSELF – Family – Friends – Co-workers – People you do business with

STEP 1: Fill out a Customer Survey form for yourself

STEP 2: Get Qualified Immediately

STEP 3: Have 10 Home Survey Sheets filled out by 10 potential customers within 7 days

STEP 4: Acquire Customers using Home Survey Sheets

Videophone & ATA Adapter



□ 2 pts

Local & LD & Internet (DSL)



□ 2 pts

Satellite TV



□ 2 pts

Wireless & Aircard



□ 1-5 pts

Home Security



□ 2 pts

Digital Talk



□ 3-5 pts

Business Assistant



□ 1 pt

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

Customer Acquisition Script:

ASK THEM TO DO YOU A FAVOR AND FILL OUT THE HOME SURVEY SHEET

"I started working with a high-tech company that offers Telecom, TV, Home Security and Internet services. Right now I'm trying to learn as much as I can. Would you take about three minutes to fill out this home survey sheet, so I can learn a little bit about the services you have and about how much you are spending? It would be a HUGE FAVOR to me."

*Keys to Acquiring Customers: **RELY ON THE RELATIONSHIP** * **ASK FOR THE FAVOR** * **BE URGENT!**

STEP 4

You're in business for yourself, but never by yourself!

Attend the EVENTS.

Never miss an event and never come alone.

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



Your Team Website
www.the212system.com

Next Training Event:	Location:	Date:	Time:
Monday Conference Call:	Phone Number:	Pass code:	Time:
Webinar Training:	Confirm Registration:	Date:	Time:
Business Opportunity Meeting:	Location:	Date:	Time:
Regional Training:	Location:	Date:	Time:
International Training:	Location:	Date:	Confirmation#

Your SUCCESS Team

These people are here to help you build your business.

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

ACN Phone Number's

Representative Services	(704) 260-3226
Local & Long Distance	(877) 226-1010
Qwest Helpline	(866) 259-9522
Digital Phone Service	(888) 414-1958
Wireless Service	(866) 629-7757
TV Satellite Service	(800) 653-1730
Dsh. TV Satellite Service	(866) 579-4272
Home Security Service	(866) 417-3044

Warm Market Memory Jogger

1. Who owns or has owned a business of any kind
2. Who makes more than \$200,000 per year
3. Who does network/direct marketing already
4. Who is money motivated
5. Who is influential
6. Who enjoys being around high energy people
7. Who quit their job or is out of work
8. Who is already wealthy
9. Your friends
10. Your brothers and sisters
11. Your parents
12. Your cousins
13. Your children
14. Your aunts and uncles
15. Your spouse's relatives
16. Who you went to school with
17. Who works with you
18. Who is retired
19. Who works part-time
20. Who you like most
21. Who was laid off
22. Who purchased a new home
23. Who answers classified ads
24. Who runs personal ads
25. Who gave you a business card
26. Who works at night
27. Who delivers pizza to your home
28. Who sells Avon or Mary Kay
29. Who sells Tupperware
30. Who wants freedom
31. Who likes team sports
32. Who is a fund-raiser
33. Who watches TV often
34. Who works on cars
35. Who likes political campaigns
36. Who are social networkers
37. Who is in the military
38. Who do your friends know
39. Who is your dentist
40. Who is your doctor
41. Who will help you
42. Who works for the government
43. Who is unemployed
44. Who attends self-improvement seminars
45. Who is dissatisfied with their job
46. Who reads books on success
47. Your children's friends parents
48. Who was your boss
49. Your parents friends
50. Who you've met while on vacation
51. Who waits on you at restaurants
52. Who cuts your hair
53. Who does your nails
54. Who does your taxes
55. Who works at your bank
56. Who is on your holiday card list
57. Who is in retail sales
58. Who sells real estate
59. Who is a teacher
60. Who services your car
61. Who repairs your house
63. Who has children in college
62. Who manages your apartments
64. Who likes to dance
65. Who sold you your car
66. Who you met at a party
67. Who likes to buy things
68. Who you've met on a plane
69. Who does volunteer work
70. Who has two jobs
71. Who has been in network marketing
72. Who needs a new car
73. Who wants to go on vacation
74. Who works too hard
75. Who was injured at work
76. Who lives in your neighborhood
77. Who is your boss
78. Who delivers your mail
79. Who is concerned about the environment
80. Who calls you at work
81. Who delivers your paper
82. Who handles your gardening
83. Who watches your children
84. Who attends your church
85. Who is unhappy with their income
86. Who you met through friends
87. Who tailors your clothes
88. Who sells cosmetics
89. Who bags your groceries
90. Who wants a promotion
91. Who exercises
92. Who is a vegetarian
93. Who plays sports
94. Who is wealthy
95. Who enjoys traveling
96. Who has lots of friends
97. Who belongs to the Chamber of Commerce
98. Who likes to gamble
99. Who loves to have fun
100. Who haven't you listed yet