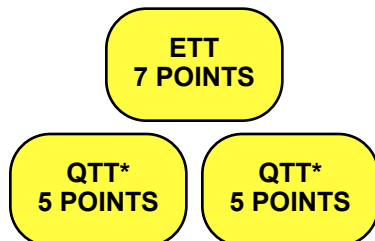


LAUNCH

Easy as 1, 2, 3 - Launches take 2 hours & should be completed within 24/48 hours of joining.

#1 GET STARTED (15 Min)

- Upline's **will not** leave your Launch until all 3 steps are complete. If you won't let them launch you correctly its better for you not to join ACN!
Will you be 100% coachable?
(I agree - IBO Initials) _____
- IBO#: _____
- Password: _____
- Your **ACN Online Store**
www._____.acndirect.com
- Register for team emails. Go to:
www.rvpinternational.com
- What pain in your life do you want ACN to fix? This is your **WHY**.
- ETT: **ASAP** so you can earn ETT Team Cabs** up to \$3K & Bonuses



#2 QTT @ LAUNCH (60 Min)

- Upline's **will not** leave your Launch until you are a QTT.* Go to your **ACN Online Store** and click on your state to determine what services are available in your area.
- Points: _____
- Points: _____
- Points: _____
- Points: _____
- Points: _____
- Points: _____
- Points: _____
- Role-play "**Customer Script**"
"Favor - Help - Try - Share Your Why"
"Hi _____ Can you do me a **Huge Favor?** *(pause)* I just started with a Home Services company because *(share your why)* ... I have to get a few more customers **Tonight!** ... Would you be willing to take 5 minutes with me right now and look at my **Online Store** and pick out 2 or 3 services that would be best for you? **PLEASE?**

*QTT is 5 points including at least 2 preferred customers. **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 not under another person of equal position. **Preferred customers. ***Non-preferred customers No money is earned unless customers are acquired.

#3 START INVITING (45 Min)

- Start your "100 Person List" by writing down your **Top 10 Names**.
1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
- Role-play "**Pique Script**"
"Be Natural, Excited & Urgent!"
"Hi _____ Are you open to making extra money? *(pause)* I found a way we can get paid when people pay their bills. Can you take 12 minutes right now to watch a short video?"
IBO's Goal - Whatever it takes make sure your top 10 list watches the 12 minute video in the 1st 24/48 hours and invite them & others to your PBR.
- Schedule **PBR** 1st 7 days. Goal is 10 guests. **Over-invite 50% won't show!**
Day: _____ Time: _____