



# TOTAL FREEDOM

## LAUNCHING YOUR BUSINESS

**Your SUCCESS TEAM.** These people are here to help you build your business:

			_____
			Current home phone provider
_____	_____	_____	_____
Your upline ETT	Phone	Email	Current internet provider
_____	_____	_____	_____
Your upline ETL	Phone	Email	Current mobile phone provider
_____	_____	_____	_____
Your upline TC	Phone	Email	Current mobile broadband provider
			_____
			Current business line provider
			_____
			Current videophone provider

**Why?** \_\_\_\_\_

**Become an Executive Team Trainer (ETT)**

**Bonuses start at ETT. Get it done immediately!**



Week 1 \_\_\_\_\_

Week 2 \_\_\_\_\_

Week 3 \_\_\_\_\_

Week 4 \_\_\_\_\_

ETT		ETL		TC	
ME 7 PTS		ME 14 PTS		ME	
QTT 7 PTS	QTT 7 PTS	ETT	ETT	ETT	ETT
200 PTS	200 PTS	200 PTS	200 PTS	200 PTS	200 PTS
<b>QTT's</b>	<b>T-CABs **</b>	<b>QTT's</b>	<b>T-CABs **</b>	<b>QTT's</b>	<b>T-CABs **</b>
2	\$100	3	\$200	5	\$500
4	\$500	5	\$750	10	\$1,500
6	\$1,000	10	\$1,500	150	\$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

Month 1 \_\_\_\_\_ Month 6 \_\_\_\_\_ Year 1 \_\_\_\_\_ ETT Goal Date \_\_\_/\_\_\_/\_\_\_ ETL Goal Date \_\_\_/\_\_\_/\_\_\_

**Team Customer Acquisition Bonuses (T-CABs) are paid based on the number of Team Trainers that start in a calendar month and get Qualified in their first 30 days.**  
 \*\*The hypotheticals used in this presentation are for illustrative purposes only and are not meant to imply that they are typical. Success as an ACN Independent Representative is not guaranteed, but rather is 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.**

- Write a list of 100 names and numbers. Do NOT pre-judge anyone!
- Show the ACN Opportunity to a minimum of 15 people within your first 7 days.
- 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.

PBR Dates: \_\_\_\_\_

**Create your contact list.** List your top 15 Prospects. Contact these people within your 1st week.

NAME	PHONE	NAME	PHONE
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
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_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

### 3 keys to Successful Recruiting

**EXCITEMENT - URGENCY - CONVICTION**

**Never explain the business yourself!** Use the Expert or Opp DVD and Success from Home magazine, and send them to YOUR ACN website.



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**Invite guests to your Private Business Reception.** (Just INVITE. Let your mentors present and explain the business.)

What to say to Friends & Family:

Hi\_\_\_\_, it's\_\_\_\_. How are you? Do you have a second to talk? Great, what are you doing \_\_\_\_\_ night?  
Listen, if I had found a way for us to get paid when people pay their monthly bills, you would want to know about it right?  
You have to see this! Be at my place \_\_\_\_\_ at \_\_\_\_\_! Can I count on you?

OR

Hi\_\_\_\_, it's\_\_\_\_. How are you? Do you have a second to talk? Great, what are you doing \_\_\_\_\_ night?  
Listen, if I found a way for us to make some great extra money and it was about to be featured on prime-time TV, you would want to know about it right? You have to see this! Be at my place \_\_\_\_\_ at \_\_\_\_\_! Can I count on you?

What to say as Professional to Professional:

Hi\_\_\_\_, it's\_\_\_\_. How are you? Do you have a second to talk? Great because I'm working on a business project and I'm looking for a few key people and I thought of you. Are you open to evaluate a way to make money outside what you currently do?  
I am having an information meeting \_\_\_\_\_ at \_\_\_\_\_. Can I count on you to be there?

What to say if they ask Questions:

Great question. All that information and more will be covered \_\_\_\_\_ at my place, can I count on you to be there?

OR

Great question. It's about the deregulation of the communications & energy industries and how we can get paid on it! Can you make it on \_\_\_\_\_?

What to say if they Can't Make It:

Ok. How soon can we get together for 15 minutes within the next 24 hours?

**Sign up as a Team Trainer** Team ID  Password

Go to [www.ACNAustralia.com.au](http://www.ACNAustralia.com.au) and click on a country, then link to "Join ACN". 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 your "back office" at MyACN for Representatives, <https://myacn.acninc.com>

**Get Qualified within 24 hours**

**7 points makes you a QTT**

**Customer Sources:**

- YOURSELF (know your products 1st hand)
- Family
- Friends
- Co-workers
- People you do business with
- NO cold marketing

Your Business Assistant [www.\\_\\_\\_\\_\\_.acnrep.com](http://www._____.acnrep.com) = 1 pt

Digital Phone Service	Mobile Phones	Home Phone	Mobile & Fixed Broadband	Business Phone	Business Mobile
=2 pts	=Up to 2 pts	=Up to 2 pts	=1 pt	=Up to 2 pts	=Up to 2 pts

For all services, sign up online at [www.ACNPacific.com.au](http://www.ACNPacific.com.au) and follow the simple steps.

**Script:** Hi\_\_\_\_. Do you have a minute? Great! Listen, I need a huge personal favor and was wondering if you could help me out? I just started a new business and I am in training learning my products. I was wondering if you could do me a huge favor and take a quick survey so I can begin to learn the services and pricing people have on their essential monthly bills, could you do this for me?

*(Take the survey information over the phone and then review their services with your support team. We'll then approach them after we know what products we could offer them.)*

**Attend the EVENTS.** Attend often, always bring guests and your business will grow!

**Webinar Presentations:** \_\_\_\_\_

**Local Business Opportunity Meeting:** \_\_\_\_\_

**Local Saturday QuickStart Training:** \_\_\_\_\_

**Weekly Team Call:** \_\_\_\_\_

**Next ACN International Training** (single biggest predictor of your success): \_\_\_\_\_