YOUR LAUNCH LIST

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1. SET UP YOUR ACN BUSINESS

Business ID: _____

Password: _____

ACN Personalized Website: _____

Your Upline Leaders

Name: _____

Position: _____

Phone: _____

Name: _____

Position: _____

Phone: _____

2. Your "WHY"

_____

_____

3. Get Customer Qualified and Earn Customer Bonuses

Set a goal to earn ETL ASAP

OVERRIDING RESIDUAL INCOME

Level	Residuals	Overriding Residual
You	1% - 10%	YOU
1	1/4%	2
2	1/4%	4
3	1/4%	8
4	1/2%	16
5	3%	32
6	5%	64
7	8%	128

1,270 TOTAL CUSTOMERS

EXAMPLE[1]:
Assumes each IBO gets 2 other IBOs who each acquires customers totaling **5** services with an average monthly bill of **$30**.

MONTHLY RESIDUAL INCOME WOULD BE:
$2,000+

Hypothetical example for illustrative purposes only.

CQ Customer Qualified IBO

CQ MUST MAINTAIN

You

7 Customer Points *from at least*

3 Services

to receive earned position compensation

Eligible for monthly Personal Customer Acquisition Bonuses

ETL Executive Team Leader

You

15 Personal Customer Points & **6** CQs in at least 2 legs

- OR -

60 PERSONAL CUSTOMER POINTS

Customer Acquisition Bonuses*

CQ $100
↓
ETL $0

RD Regional Director

600
TOTAL CUSTOMER POINTS
(Personal and Downline)

A minimum of 600 total Customer Points in your team with a maximum of 200 Customer Points per leg.

RD MUST MAINTAIN

You &

15 Customer Points **5** Services

to receive earned position compensation

Refer to the ACN Compensation Plan for complete details

Customer Acquisition Bonuses*

$300
↓
ETL $200
↓
RD $50
↓
RD $0

*CABs are paid when newly sponsored IBOs become Customer Qualified within their first 30 days

4. 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

Download the ACN Compass App, upload your contacts, schedule your meeting and start inviting

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?

5. Get Qualified – Become a CQ IBO *(Customer Qualified)*

Earn your first customer acquisition bonus & position yourself to earn residual income

Acquire 7 Personal Customer Points from at least 3 services and EARN $100

Refer to ACN's monthly Bonus Promotions to discover how you can earn even more for acquiring customers.

Recommended Services to Offer:

- Internet + Home Phone *(1-9 Points)*
- Energy *(1-2 Points)*
- Home Security *(3 Points)*

Flash HOME PHONE | Flash INTERNET | ACN DigitalTalk® EXPRESS for business

XOOM energy | Sphere powered by TrustCommerce | vivint.SmartHome Authorized Dealer

PROJECT feeding kids

With Project Feeding Kids, our customers are helping us feed children and families in need simply by becoming a customer.

Your Services Can Be FREE!

For IBOs

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

For Independent Business Owners (IBOs) & Customers

Refer **5** ACN High-Speed Internet + Home Phone customers and get your service **FREE***!

AVERAGE ANNUAL SAVINGS:

$300 - $1,000+

**Excludes taxes and surcharges. Terms and conditions apply.*

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!

6. 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.

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