ACN LAUNCHING YOUR BUSINESS

acncompass.ca

SET UP YOUR ACN BUSINESS

Your Upline Leaders

Name: ..... Name: .....

Position: ..... Position: .....

Phone: ..... Phone: .....

Your "WHY" .....

.....

EARN CUSTOMER BONUSES & RESIDUAL INCOME

POSITIONS & QUALIFICATIONS *(getting started)*

Customer Qualified IBO	Executive Team Leader	Regional Coordinator	Regional Director
	Set a goal to earn ETL ASAP		
YOU: 7 Personal Customer Points from at least 3 Services OR 12 Personal Customer Points from at least 2 Services*	30 TOTAL CUSTOMER POINTS (Personal and Downline)	200 TOTAL CUSTOMER POINTS (Personal and Downline)	600 TOTAL CUSTOMER POINTS (Personal and Downline)
	ETL must maintain CQ with 30 total points	RC must maintain a minimum of 200 Personal Customer Points in your team with a maximum of 100 Customer Points per leg	A minimum of 600 total Customer Points in your team with a maximum of 200 Customer Points per leg
CQ MUST MAINTAIN	*ETL $50 (openline)*	*RC up to $150*	*RD up to $250*

Compensation earned from your customers

MONTHLY CUSTOMER BONUSES

(paid weekly)

ACQUIRE AT LEAST	FOR A TOTAL OF
New IBOs earn $75 if they earn CQ in 30 days	$75
5 Services & 10 Points	$200
+ **$200 for every additional 3 Services & 6 Points**	↓
8 Services & 16 Points	$400
11 Services & 22 Points	$600

PERSONAL RESIDUAL INCOME

(paid monthly)

1-39 Points	3%
40-59 Points	5%
60-99 Points	10%
100-149 Points	14%
150-199 Points	17%
200+ Points	20%

You can earn **3%-20%** from your personal customers

Compensation earned from your downline's customers

OVERRIDING CUSTOMER ACQUISITION BONUSES (CABs)*

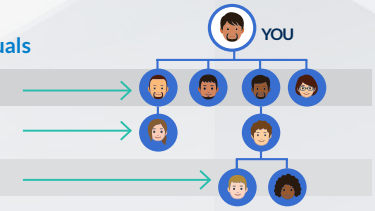
(paid weekly)

ETL	RC	RD
OPEN LINE **$50**	UP TO **$100**	UP TO **+$100**
		1ST GENERATION **+$100**

OVERRIDING RESIDUAL INCOME

(paid monthly)

Level	Residuals
1	4%
2	4%
3	4%
4	4%
5	4%



Refer to the ACN Compensation Plan for complete details. Earnings as an ACN IBO are based solely upon the successful sale of products to customers and their usage of those products. Individuals will incur expenses in operating their ACN business, such as the sign-up fee, business support fee and annual renewal fee, as well as other possible operating expenses. As with any business, earnings and success at ACN are not guaranteed but depend primarily on the individual's persistence, effort, and results of acquiring customers personally and/or through their team. Individuals will not earn income and will lose money as an IBO if customers are not acquired.

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

***Promotion through 2022. CQ IBOs must maintain 7 Personal Customer Points from at least 3 services or 12 Customer Points from at least 2 services*.*

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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 VIRTUAL MEETINGS

Date: _____ Time: _____ Date: _____ Time: _____

START INVITING!

During your first 24 hours, invite a minimum of 5-7 people to your first presentation

Be natural when inviting.

"Hello (Name),
I just saw something I'm very interested in. It may or may not be for you, ...however, I'm reaching out to a few of my closest friends to take a look. We're getting together on ZOOM at (Time). Can I put you down as attending? "

If they ask questions:
"I was just introduced to it myself so I don't have all the answers. You really need to see this in the same way I did."

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 saw something I'm really excited about and I thought of you. It's a great opportunity and 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 inviting few of my closest friends to a virtual meeting tonight. We're getting together on ZOOM at (Time). Would you like to join us?"

If they ask questions, talk about the person, not the business:
"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. 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 catch up?"

GET QUALIFIED – BECOME A CQ IBO (Customer Qualified)

Earn monthly customer bonuses & position yourself to earn residual income!

NEW IBOs EARN $75 IF THEY EARN CQ IN 30 DAYS.

Refer to page 1 of this document and the ACN Compensation Plan to discover how you can earn even more for acquiring customers.

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Flash SERVICES · Fluent · IDSeal Titan · XOOM energy · Sphere powered by TrustCommerce · TELUS

Recommended Services to Offer:

- Internet + Home Phone *(2-4 Points)*
- Energy *(1-8 Points)*
- Home Security & Automation *(8 Points)*
- Payment Processing *(1-3 points)*
- Wireless *(2 points)*

EARN BONUSES TO COVER YOUR SERVICES

For Independent Business Owners (IBOs) & Customers

Flash Services
Refer-a-Friend

Refer 5 Flash Services customers and get your service FREE*!

For IBOs

XOOM Energy
PowerUP

Refer **12+** XOOM Energy Residential Natural Gas or **12+** XOOM Energy Electricity customers and receive a bonus equal to the average commodity-only charges of your customers' bills.

IMAGINE HOW MUCH YOU CAN SAVE YEAR AFTER YEAR!

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

Food Banks Canada

With Food Banks Canada, our customers are helping us reduce hunger in Canada simply by becoming a customer.

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 every day."

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 or identity theft protection, 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 take a look at one or more of my services?"

(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 virtual training, and we highly recommend you register for the next ELEVATE or EMERGE event.

ELEVATE ACN · EMERGE

ACN's International Training Events feature training from the ACN Co-Founders as well as the top ACN leaders.

Learn from the best, become your best.

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