



Independent Business Owner Success Manual

“Each of us can make a difference, together we can make a change”

Name: _____

Sign up as an IBO (Independent Business Owner) _____

Go to www.acnpacific.com.au Be sure to have your sponsors IBO number on hand.

Set up your online store WEB ADDRESS:

www. _____ .acndirect.com

Set up your IBO Back Office: myacn.acninc.com

PASSWORD: _____

Sign up for “Your Business Assistant” package (2 points)

- IBO alerts
- Downline Reporting and Business Management
- ACN Contact Manager System
- Web Conferencing
- Business Piquing Website
- Personal Development Library
- Access to Online Videos

Set up your business website (via YBA) WEB ADDRESS:

www. _____ .acnibo.com

Homework:

Read ACN IBO customer acquisition code

Date: _____

Complete the ACN IBO accreditation quiz

Date: _____

Complete Vodafone accreditation

Date: _____

Complete Compliance for energy training

Date: _____

Apply for an ABN number: abr.gov.au

Achieve the position of Executive Team Trainer and Executive Team Leader

ETT	ETL

Achieve Customer Points Milestones to earn Residual Income

Personal Residual	Overriding Residual

5 Personal Customer Points IMMEDIATELY

Goal Date _____

40 Personal Customer Points 2-4 WEEK GOAL

Goal Date _____

75 Personal Customer Points UNLOCKS 10%

Goal Date _____

Get yourself qualified with 5 points TODAY

Qualify yourself within 24hours

Service_____ Name_____ Points_____

Service_____ Name_____ Points_____

Service_____ Name_____ Points_____

Service_____ Name_____ Points_____

Service_____ Name_____ Points_____

Service_____ Name_____ Points_____

Service_____ Name_____ Points_____

Service_____ Name_____ Points_____

Customer Acquisition Language

FAVOUR – HELP – TRY

Hi _____ Do you have a minute?

Great, the reason I'm calling you is to ask you for a huge favour and I was wondering if you could help me out?

I've just started a part time business from home, helping people save money on their monthly bills. (Share your reason why)

If I could match or save you money on your services would you give me the opportunity to try? This would really mean a lot to me?

Schedule your first 2 in-home presentations

Goal of 25 people at each

HOME PRESENTATION

DATE: _____ TIME: _____

PRESENTER: _____ PHONE: _____

HOME PRESENTATION

DATE: _____ TIME: _____

PRESENTER: _____ PHONE: _____

Book your 72 hour coaching call

Date: _____ Time: _____

Leader: _____ Phone: _____

Create a HUGE list

Goal is 100 names - Do not pre-judge

Separate the 'A Players'

- Business Owners
- People with network marketing experience
- Successful people
- Happy/positive people
- Everybody else

- | | |
|------------|------------|
| 1. | 11. |
| 2. | 12. |
| 3. | 13. |
| 4. | 14. |
| 5. | 15. |
| 6. | 16. |
| 7. | 17. |
| 8. | 18. |
| 9. | 19. |
| 10. | 20. |

Practice the inviting scripts with your leader

1. Do you look at other ways of making Money?

Hi _____. Do you have a minute? (Wait for response)!
Do you look at other ways of making Money?!

2. Insert YOUR Why. WHY you are doing ACN.

(To get out of debt, start a college fund; retire a parent/spouse, etc,) I looked at my situation and I realized that doing what I'm doing right now is not going to get me where I want to be in the next 3-5 years. So I started looking for something.

3. New Technologies

I've found a company that deals with New Technology & Energy.

4. Edify Speaker

And I've met an individual named _____ who is expanding his business in our area, and having tremendous financial success; this person is going to be at my house at date/time to show me and a small select group of people exactly what he is doing. Can I put you down as coming?

5. Reminder Call / Confirmation Call

The presenter or someone from his/her office will be giving you a call just to confirm the appointment.

Confirmation List (and your address) needs to be emailed to the presenter no later than 12hrs prior to the meeting with the following details:

- Name of Guest
- Mobile Phone #
- Occupation
- Relationship to you (how you know them)

For ALL Questions:

Answer: I don't know all the details, but here is what I do know. She/he will be over at my house at date/time to explain this business to me and you. The reason I was calling you, was to help me evaluate it. Can I put you down as coming?

For ALL "A" LIST contacts or someone who has done Network Marketing before, read script, then 3-way them on with the presenter.

Note: Do not call your contacts without 72 hour coaching call.

In Home Presentation Checklist

1. "ACN" Video Ready
2. Phones off the hook
3. Cool room temperature
4. Kids in bed/with babysitter
5. Pets outside or someplace quiet
6. Refreshments (NO alcohol), Light Snacks
7. Pens & Clipboards/something to write on
8. Documentation on the table: Aspire Magazine,, etc
9. 3 Forms on Clipboard:
 - 1-10 Overviews IN COLOR
 - Customer Survey; and
 - TrainingFlyers
10. Laptops / Wireless Devices set up in separate room for IBO signups
11. Upbeat Music Before & After the Presentation

*******MOST IMPORTANTLY, BE EXCITED and HAVE FUN!!!*****!**

Prepare for issues and challenges and for a long term commitment (5 years)

- Expectations
- Build your armour
- Focus on solutions not problems

Always refer to IBO support first, they are there to HELP you, and SUPPORT you in YOUR business. If you don't get a resolution in 24hours then email your up line. Remember you are IN BUSINESS FOR YOURSELF BUT NEVER BY YOURSELF.

Daily Wake Up Calls with SVP Karen Rostagno:

LIVE @ 5:00am WA Time Monday -> Friday:

Dial 03 8672 0100, Pin = 271152#

REPLAY:

Dial = 03 8672 0109, Pin = 271152#, # Replay

*6 to mute yourself once you dial in

Sunday Night ACN Entrepreneurs and Leadership Teleconference:

LIVE @ 5:45pm WA Time Every Sunday:

Dial = 03 8672 0100, Pin = 510574#

REPLAY:

Dial = 03 8672 0109, Pin = 510574#, # to Replay

*6 to mute yourself once you dial in

Saturday Trainings Event Information:

www.successevents.com.au for all event information

ETT Friday Night Leadership Class:

Melville Recreation Centre

8:00pm -> 9:30pm

Must be ETT or Above and Registered for International Event to Qualify

*Can attend without by hitting promotions

International Event Information:

March 9 – 11, Adelaide 2018

www.acnreg.com.au to purchase your Event Ticket

International Event Ticket Purchase Date? _____

Facebook Groups to Join:

Team Alive Global

Facebook Group

ACN Perth

Facebook Group

