



Customer Acquisition Goals

- **7 points** in 24 Hours/ASAP! - Minimum of 3 Services (*qualifies you to earn income!*)
- **60 points** - 3 Months (*allows you to maximize personal & overriding residual income!*)
- **100 points** – Long Term (Don't make your minimum's your maximums.)

Step One: **ACN YOUR LIFE!**

Monthly bonuses may change point values

1. **Flash Wireless**

ACN branded Cell Phone Company. Help you & your family receive FREE service!
(*Individual Plans = 3-4 points per line / Family Plans = up to 9 points*)

2. **Xoom Energy**

If located in an energy market, start getting paid on your own gas and/or electric bill!
(*Residential Gas/Electric = 1 point, Commercial Gas/Electric = 2-8 points*)

3. **Home Security**

Turn your home into a smart home with Vivint Home Security & Automation!
(*Residential & Business = 3 points*)

4. **Bundled Services (Internet, TV, Home Phone)**

Now Bundle High speed Internet, Digital Phone Service & Television!
(*Internet: AT&T - 2 pts / Frontier = 2 pts Television: DirecTV - 3 pts / Frontier TV - 2 pts*)

5. **Satellite Television**

Start getting paid every time you watch TV with either Direct TV or Dish Network!
(*Direct TV = 3 points / Dish Network = 3 points*)

6. **Your Business Assistant**

Everything you need to run a successful business from your home!
(*Your Business Assistant = 2 points*)

Other Business Services:

- **Merchant Services** - Anovia Payments guarantees savings or \$100 visa rewards card. (6 points for processing \$3000+/month).
- **Business Phone Service** - ACN Digital phone service for Home Office & Small Businesses (3-9 points).
- **Flash Wireless** - Business Cell Phone Service (4-10 points).

Executive Team Trainer



Executive Team Trainer (ETT) can also be achieved by acquiring 25 personal customer points.

Step Two: **Help Others!**

CUSTOMER ACQUISITION SCRIPT:

"FAVOR - HELP - TRY"

"Can you do me a **HUGE** favor?!?! I am about to qualify for a promotion with the company that I represent and all that I need is to get a few more customers right away! (Share your "WHY") If I can offer you a service that you are already using, can you do me a huge personal favor, help me out and give the service a try? It would really mean a lot to me and would help feed a hungry child in the US! (Wait for response!)"

Use the survey document and call your Up-line ETT, ETL, TC, RD, or RVP, they all want to help YOU!



TEAM BUILDING INVITING SCRIPT:

1. Do you look at other ways of making money outside of what you are currently doing?

Hi _____. How are you doing? How is the family? Do you have a minute? I want to run something by you business related. (Wait for response) Do you look at other ways of making money outside of what you are currently doing?

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/my family where I want us to be in the next 4-5 years. So I started looking for something to do around my already busy schedule...

3. New Technologies/Energy/Banking

I've found a company that deals with New Technology, Energy and Banking.

4. Edify Speaker

And I've met an individual named _____ who is expanding his/her business in our area and having tremendous financial success. It is the biggest thing I've ever seen. When I saw what they were doing, I thought about you... this person is going to be at my house at date/time to explain their expansion plans. Can I put you down as coming?

5. Confirmation Call

Someone from their office will be giving you a call just to confirm the details of the appointment.

- Confirmation List (emailed to the presenter 24hrs prior to the PBR) Include: Home Address, Time of PBR, Guest info (Name, Cell Phone #, Occupation, Relation to you)

For Questions:

Answer: "I'm brand new and this is too big for me to mess it up trying to explain it to you over the phone. It deals with Telecom, Energy deregulation & banking and the business is exploding. I really want you to meet this executive in person and see exactly what they are doing! They are having massive success and it's definitely worth 40 minutes of your time!" - **Other questions: 3 way call with your up-line leader**

Do not call your contacts without first role-playing with your up-line leader!
For ALL "A" LIST contacts - read script, then 3-way them on with the presenter!

PBR Checklist

- | | |
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| 1) "ACN" DVD Ready | 8) 3 Forms on Clipboard: 1-10 Overviews IN COLOR, IBO Agreement & Training Flyer |
| 2) Phones off the hook | 9) Customer Surveys |
| 3) Cool room temperature | 10) Sign in Sheet |
| 4) Kids in bed/with babysitter | 11) Refreshments (NO alcohol), Light Snacks |
| 5) Pets outside or someplace quiet | 12) Upbeat Music Before & After the Presentation |
| 6) Documentation on the table | |
| 7) Pens & Clipboards/something to write on | |

MOST IMPORTANTLY, BE EXCITED and HAVE FUN!!

Sunday Night Call- 8:00pm EST 559-546-1880 Pin: 346736#

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