

## YOUR LAUNCH LIST

1. Set up your ACN Business
2. Write down your "Why"
3. Complete your Accreditation
4. Get customer qualified and earn Customer Bonuses
5. Create your own Contact List and set up your first 2 home meetings
6. Acquire Customers
7. Register for the next International Event and attend a Weekly Training

## 1. SET UP YOUR ACN BUSINESS

Business ID: \_\_\_\_\_

Password: \_\_\_\_\_

ACN Personalised Website: \_\_\_\_\_

### Your Upline Leaders

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Phone: \_\_\_\_\_

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Phone: \_\_\_\_\_

## 2. YOUR "WHY"

## 3. COMPLETE YOUR ACCREDITATION





Accreditation is a requirement of ACN under the terms of your IBO Agreement and must be completed before you are permitted to sell products and services to your customers. Australian IBOs must complete the following accreditation:

### Australian IBOs

- Customer Acquisition Code Training
- Vodafone Mobile Accreditation Training
- Energy Accreditation Training

**Please note:** If you are selling 2degrees in NZ you must complete the NZ Customer Acquisition Code Training and 2degrees Mobile Accreditation Training.

## 4. GET CUSTOMER QUALIFIED AND EARN CUSTOMER BONUSES

CQ Customer Qualified IBO	ETL Executive Team Leader	RD Regional Director
<p>CQ MUST MAINTAIN</p>  <p><b>6*</b> Customer Points from at least</p>  <p><b>3</b> Services</p> <p><small>to receive earned position compensation</small></p> <p>Acquire a minimum of <b>6*</b> Customer Points from at least 3 services. <i>WA IBOs only need to acquire 5 customer points and at least 3 services*21</i></p> <p style="background-color: #008080; color: white; padding: 2px;">Eligible for monthly Personal Customer Acquisition Bonuses</p>	 <p style="font-size: small;">CQ CQ CQ</p> <p><b>15 Personal Customer Points &amp; 10 CQs</b> in at least 3 legs</p> <p><b>- OR -</b></p> <div style="background-color: #008080; color: white; border-radius: 50%; width: 60px; height: 60px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> <p style="margin: 0;"><b>60</b> PERSONAL CUSTOMER POINTS</p> </div>	<div style="background-color: #0056b3; color: white; border-radius: 50%; width: 100px; height: 100px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> <p style="margin: 0;"><b>600</b> TOTAL CUSTOMER POINTS <i>(Personal and Downline)</i></p> </div> <p style="font-size: x-small;">A minimum of 600 total Customer Points in your team with a maximum of 200 Customer Points per leg.</p> <div style="background-color: #0056b3; color: white; padding: 5px; margin-top: 10px;"> <p style="font-size: x-small; text-align: center;">RD MUST MAINTAIN</p> <div style="display: flex; justify-content: space-around; align-items: center;">  &amp;  </div> <p style="font-size: x-small; text-align: center;">15 Customer Points &amp; 5 Services</p> <p style="font-size: x-small; text-align: center; color: #ccc;">to receive earned position compensation</p> </div>

\*Limited time promotion

**5. CREATE YOUR CONTACT LIST**

This is where your IBOs, customers and referrals will come from

**LIST EVERYONE YOU KNOW! DON'T PRE-JUDGE!**


**SETUP YOUR FIRST TWO HOME MEETINGS**

Schedule your meetings and start inviting

Date: \_\_\_\_\_ Time: \_\_\_\_\_      Date: \_\_\_\_\_ Time: \_\_\_\_\_



**When Inviting: Be Natural (Enthusiasm + Urgency = Great Results)**

Hi *(prospect name)*, it's *(Insert IBO Name)* How are you?

Hey, I am just rushing out, but just had to give you a quick call!  
 I know this is left field, but do you look at other ways of making money in addition to what you are doing right now? (PAUSE for response...Yes...)

Yes, I thought you would! Now you may not know this about me but... (insert your reason why)

I knew that there had to be a better way, and what I found is a company that is expanding here, specialising in Energy and new technologies! What I am most excited about is the person leading the expansion I met called.....who is having massive success and *he/she* is launching into our area.

I don't know how I did it, but I have managed to secure 45 minutes of his/her time and *he/she* is coming over to my place on (insert date...day...time).

I was thinking of key people, and I thought of you! Can I put you down for coming?

**Handling any question from the prospect is to be answered this way only:**

"That is a very good question and that is exactly why I have the expert coming over to answer those questions for us. Can I count on you for coming?"

**If they can't make it:**

"When is the soonest we can get together?"

**If they say no:**

Move onto the next person on your list of warm market contacts.

## 6. ACQUIRE CUSTOMERS

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

**Acquire 6 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:

- Click Energy (2-3 Points)
- Vodafone Mobile (1-5 Points)
- Vodafone nbn™ (1 Point)
- Vodafone MBB (1-4 Points)
- Home Security (2 Points)
- Business Phone Service (1-10 Points)
- Payment Processing (1-4 Points)



Mobile



Energy



Security & Automation



Payment Processing



Business Phone



NBN

By selling Click Energy services you can earn between \$600 and \$1200 off your annual energy bill with the Strive For 20 and 40 program.



## SAMPLE Customer Acquisition Script

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 Telecommunications, Energy & other Essential Services would you give me the opportunity to try? This would really mean a lot to me?



## 7. Schedule yourself for the next available local training, and register for the next ACN International Event

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

*Learn from the best; become your best.*

### FOLLOW US ON SOCIAL MEDIA:

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