

STEP 1 Invite 5 - 7 of your closest friends to your 1st presentation

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

"Hello (Name),
I just saw something I'm very interested in that Donald Trump is endorsing and featured on an episode of The Celebrity Apprentice. 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?"

OR

"Hello (Name),
I just saw something I'm really excited about. Donald Trump is endorsing it and featured it on an episode of The Celebrity Apprentice. Trust me, I know you are going to want to hear about it! 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 you make it?"

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 business opportunity and Donald Trump is endorsing 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 get together?"

GOAL

1. Have prospects become representatives or customers from your presentations
2. Earn Executive Team Trainer (ETT) and Executive Team Leader (ETL) in your 1st 30 days

To qualify as a Team Trainer, a representative must have a minimum of 5 Points. One account of the same service from the representative's household can be used to count toward TT qualifications. Refer to ACN's Compensation Plan for details.

ETT Monthly Team CABs*

- 2 QTT= \$100
- 4 QTT= \$500
- 6 QTT= \$1,000
- 9 QTT= \$1,500
- 12 QTT= \$2,500
- 15 QTT= \$3,000

ETL Monthly Team CABs*

- 3 QTT= \$200
- 5 QTT= \$750
- 10 QTT= \$1,500
- 15 QTT= \$2,500
- 20 QTT= \$3,000
- 25 QTT= \$4,000
- 30 QTT= \$5,000
- 35 QTT= \$6,000
- 40 QTT= \$7,000

¹To qualify for the Executive Team Trainer position, a representative must have at least 5 Customer Points with at least 1 qualified TT in 3 separate legs at any level. ²To qualify for the Executive Team Leader position, a representative must have at least 15 Points and at least 1 qualified ETT in 3 separate legs at any level. *Team Customer Acquisition Bonuses (T-CABs) are paid based on the number of Team Trainers that start in a calendar month and get qualified within their first 30 days. Points: Bundled Local and Long Distance Service = 2 Points; Long Distance = 1 Point; Digital Phone Service = 1-7 Points (depending on plan selected); Wireless = 2-3 Points (depending on plan selected); Satellite TV = 2 Points; Home Security = 2 Points; Ontario Gas = 1 Point; Ontario Electricity = 1 Point; Ontario Water Heater Rentals = 1 Point; Quebec Gas = 2 Points (Large & Small Business Customers Only); British Columbia Gas = 2 Points; Manitoba Gas = 2 Points; Your Business Assistant = 1 Point (following 45 days of enrollment).

Your Initial Customer Sources:

1. Yourself (you can become your own customer)
2. Prospects (who are not interested in the opportunity or who have not yet joined ACN)
 - Local, Long Distance Bundle or Long Distance Stand Alone and High-Speed Internet - call ACN Order Entry at (888) 257-4545 or sign up online at www.myacncanada.ca
 - Digital Phone Service, Wireless, Energy and Ontario Water Heater Rental - sign up online at www.myacncanada.ca
 - Home Security - call 1-866-952-0825
 - Satellite TV - call 866-350-8021 or sign up online at www.myacncanada.ca

CUSTOMERS ARE VERY IMPORTANT!!

STEP 2 Repeat Step 1
Your 2nd Presentation

STEP 3 Repeat Step 1 Again
Your 3rd Presentation