

# LAUNCHING YOUR BUSINESS

Follow this document every time you sign up a New IBO

Bring to your ACN Business **Work Ethic, Desire, Commitment, and an ability to be Coached.**

*"START WORKING TOWARDS YOUR LIFE WITHOUT BOUNDARIES TODAY!"*



## STEP 1

"When the **WHY** gets powerful, the **HOW** gets easy"

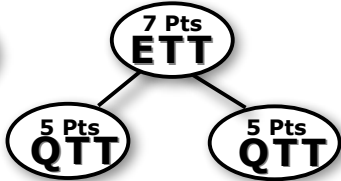
Write Your Reason(s)WHY: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

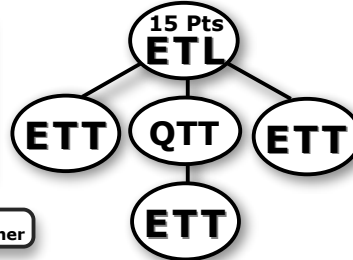


Goal: 7 pts!  
3 Services



QTT's	T-CABS
2	\$100
4	\$500
6	\$1,000
9	\$1,500
12	\$2,500
15	\$3,000

QTT = Qualified Team Trainer



QTT's	T-CABS
3	\$200
5	\$750
10	\$1,500
15	\$2,500
20	\$3,000
25	\$4,000
30	\$5,000
35	\$6,000
40	\$7,000

**FOCUS ON ETT!**  
GET IT DONE IMMEDIATELY!

**\*Team Coordinator Team-Customer Acquisition Bonuses (T-CAB) up to \$25,000\***

To qualify to the Executive Team Trainer (ETT) position, you must have at least 7 personal customer points and at least 1 QTT in 2 separate legs at any level.

\*IBO Team Customer Acquisition Bonuses (TCABs) are paid based on the number of Team Trainers in your open line organization that start in a calendar month and get Qualified within their first 30 days.

Goal: I will be an ETT by \_\_\_/\_\_\_/\_\_\_      Goal \$ in next 60 days? \$ \_\_\_\_\_

What is your long-term yearly 3-5 residual income goal? \_\_\_\_\_

## STEP 2

**HAVE AT LEAST 1 PERSON SEE THE BUSINESS IN 24 HOURS**

**WHO WAS THE FIRST PERSON YOU THOUGHT OF WHEN YOU SAW THE ACN OPPORTUNITY? INVITE THEM RIGHT AWAY! 2<sup>ND</sup> PERSON! 3<sup>RD</sup> PERSON!**

## STEP 3

**EXPLODE YOUR BUSINESS with Home Meetings (Private Business Reception/PBR)**

List your TOP 10 Prospects – Contact these people in your first week.

Most Successful – Best Work Ethic – Most Influential – Personal Power – Love you the Most – Look up to You..

NAME	PHONE #	NAME	PHONE #
1. _____	_____	11. _____	_____
2. _____	_____	12. _____	_____
3. _____	_____	13. _____	_____
4. _____	_____	14. _____	_____
5. _____	_____	15. _____	_____
6. _____	_____	16. _____	_____
7. _____	_____	17. _____	_____
8. _____	_____	18. _____	_____
9. _____	_____	19. _____	_____
10. _____	_____	20. _____	_____

**Show the ACN Opportunity**

**1** Keys to inviting: Be NATURAL/YOURSELF with **EXCITEMENT** \* **URGENCY** \* **CONVICTION**

**2** Goal is to show the ACN Opportunity to 10-15 people (or more) during your first week in the business to achieve ETT

**3** Schedule your Home Meeting. The Home Meeting is the most effective way to Launch your Business and is the key to reaching ETT quickly. 1<sup>st</sup> Home Meeting \_\_\_\_\_ 2<sup>nd</sup> Home Meeting \_\_\_\_\_

**There are 3 types of people:**

**Red Apples** (Are very interested) **Green Apples** (Want to think about it) **Brown Apples** (Are not interested)

**Your role is to INVITE!** Let your mentors help you present and explain the business.

**Friends & Family (WHY Approach):**

- Hi (Name)!
- What are you doing \_\_\_\_\_ night?
- The Prospects Potential Why.....
- I found a way!!
- Be at my house \_\_\_\_\_ night!

**Opinion Approach:**

- Hi (Name)
- What are you doing \_\_\_\_\_ night?
- Need a FAVOUR.....
- Looking at a new business
- I need your opinion
- Can you be at my house \_\_\_\_\_ night?

**What to say if they ask Questions:**

- Deregulation or New Technology
- Primetime NBC
- Talk about a Person not a thing or product Are you open or not?

**RED APPLE RESPONSE**

- I am having a PRIVATE and EXCLUSIVE get together at my home on (date) and (time)
- It will all be explained there
- Be on time and Dress Sharp!

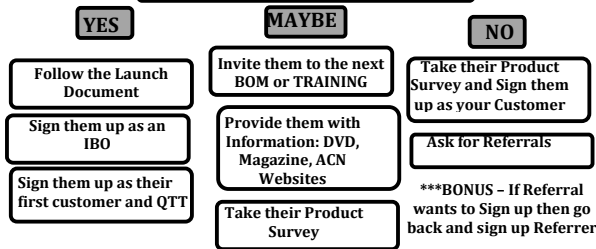
**What to say if they Can't Make It:**

- We have to talk right away!
- When is the soonest we can get together?
- Tomorrow at lunch or right after work?
- (Give them 2 options to meet ASAP)

**Home Meeting Check List**

- ✓ DVD Cued up (Opportunity DVD)
- ✓ 10 step overviews
- ✓ Customer survey forms
- ✓ IBO agreements
- ✓ Pens (Hand out at beginning)
- ✓ Success Magazines & DVDs
- ✓ Flyer for next event
- ✓ Upbeat Background music playing
- ✓ Light refreshments
- ✓ HAVE FUN!

**AFTER THE PRESENTATION, IF**



**Role of the Host**

- ✓ NEVER CANCEL A Home Meeting
- ✓ Welcome your guests
- ✓ Introduce and edify your speaker
- ✓ Hand out 10 steps and survey sheets
- ✓ Play the Opportunity DVD
- ✓ Never interrupt the speaker
- ✓ High energy music before and after PBR
- ✓ Talk to your guest with Confidence & Excitement
- ✓ Collect (completed) Home Survey Sheets
- ✓ Follow-up with guests next day as customer or get them to next Event

**STEP 4**

**SIGN UP, SET UP ONLINE STORE AND GET QUALIFIED IMMEDIATELY!**  
**MIN. OF 7 POINTS TO BECOME ETT!**

To sign up go to [www.acninc.com](http://www.acninc.com) and click on country. Click to "Join ACN". Get your Team ID.

Then go to <http://myacn.acninc.com> to get password. **Business ID:**  **Password:**

**Online Store Address:** \_\_\_\_\_ .acndirect.com

**Sign up for YBA and your Global Recruiting Website** \_\_\_\_\_ .acnibo.com

**Get QUALIFIED and ACQUIRE CUSTOMERS** Get qualified: **GOAL 7 POINTS IMMEDIATELY!**

**Customer Sources:**

**YOURSELF - PROSPECTS FROM PRESENTATIONS** - Family – Friends – Co-workers – People you do business with

**STEP 1:** Go to online store

**STEP 3:** Have Prospects from Presentations go to online store

**STEP 2:** Get Qualified Immediately

**STEP 4:** Acquire Future Customers by accessing online store

**For all services go to your online store at** \_\_\_\_\_ .acndirect.com

 HOME PHONE SERVICES □ **4 pts	 VIDEOPHONE □ **4 pts	 INTERNET □ 2 pts	 ENERGY (1 gas/1 Elec) □ 2 pts	 WIRELESS □ 1-2 pts	 HOME SECURITY □ 2 pts	 SATELLITE TV □ 2 pts	 YBA □ 2 pts	 AIRCARD □ 1 pt	 WATER HEATER □ 1 pt	 COMPUTER SUPPORT □ 1 pt	 *MOBILE WORLD □ 1 pt <small>*Does not count for QTT</small>
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**\*\* Promo Jan 1-31, 2012**  
**PRINT BADGE & COMPLETE ONLINE TRAINING**

**ACQUIRE 50 POINTS and EARN 10% ON YOUR SERVICES ACQUIRED!\***

*\*For full details see the ACN Compensation Plan in your back office*

**TO ACQUIRE CUSTOMERS OUTSIDE YOUR PRESENTATION, learn how to get prospects to your online store**

**Attend the EVENTS.**

Never miss an event and never come alone.

"If you can just get good at promoting events, you will be an RVP" ~Tony Cupisz, co-founder of ACN

<b>Next Training Event:</b>	Location:	Date:	Time:
<b>Monday Conference Call:</b>	Phone Number:	Pass code:	Time:
<b>International Training</b>	Location:	Date:	Confirmation:

**Your SUCCESS Team** These people are here to help you build your business.

Your Sponsor	Phone	Email
Your ETT	Phone	Email
Your ETL	Phone	Email
Your TC	Phone	Email

**ACN Phone Number's**

- IBO Services (514) 390-8666
- Digital Tech Support (866) 913-3445
- Internet (877) 418-3738
- Customer Care (888) 383-8226

**ORDER BUSINESS CARDS FROM:**  
[www.udcards.com](http://www.udcards.com)

## Warm Market Memory Jogger

1. Who owns or has owned a business of any kind
2. Who makes more than \$200,000 per year
3. Who does network/direct marketing already
4. Who is money motivated
5. Who is influential
6. Who enjoys being around high energy people
7. Who quit their job or is out of work
8. Who is already wealthy
9. Your friends
10. Your brothers and sisters
11. Your parents
12. Your cousins
13. Your children
14. Your spouse's relatives
15. Who you went to school with
16. Who works with you
17. Who is retired
18. Who works part-time
19. Who you like most
20. Who was laid off
21. Who purchased a new home
22. Who answers classified ads
23. Who runs personal ads
24. Who gave you a business card
25. Who works at night
26. Who delivers pizza to your home
27. Who sells Avon or Mary Kay
28. Who sells Tupperware
29. Who wants freedom
30. Who likes team sports
31. Who is a fund-raiser
32. Who watches TV often
33. Who works on cars
34. Who likes political campaigns
35. Who are social networkers
36. Who is in the military
37. Who do your friends know
38. Who is your dentist
39. Who is your doctor
40. Who will help you
41. Who works for the government
42. Who is unemployed
43. Who attends self-improvement seminars
44. Who is dissatisfied with their job
45. Who reads books on success
46. Your children's friends parents
47. Who was your boss
48. Your parent's friends
49. Who you've met while on vacation
50. Who waits on you at restaurants
51. Who cuts your hair
52. Who does your nails
53. Who does your taxes
54. Who works at your bank
55. Who is on your holiday card list
56. Who sells real estate
57. Who is in retail sales
58. Who services your car
59. Who repairs your house
60. Who has children in college
61. Who manages your apartments
62. Who likes to dance
63. Who sold you your car
64. Who you met at a party
65. Who likes to buy things
66. Who you've met on a plane
67. Who does volunteer work
68. Who has two jobs
69. Who has been in network marketing
70. Who needs a new car
71. Who wants to go on vacation
72. Who works too hard
73. Who was injured at work
74. Who lives in your neighborhood
75. Who is your boss
76. Who delivers your mail
77. Who is concerned about the environment
78. Who calls you at work
79. Who delivers your paper
80. Who handles your gardening
81. Who watches your children
82. Who attends your church
83. Who is unhappy with their income
84. Who you met through friends
85. Who tailors your clothes
86. Who sells cosmetics
87. Who bags your groceries
88. Who wants a promotion
89. Who exercises
90. Who is a vegetarian
91. Who plays sports
92. Who is wealthy
93. Who enjoys traveling
94. Who has lots of friends
95. Who belongs to the Chamber of Commerce
96. Who likes to gamble
97. Who loves to have fun
98. Who haven't you listed yet