

# STEP BY STEP STRATEGY TO SUCCESS IN ACN

## STEP 1 Show The Plan:

The most important illustrations in network marketing explain the power of duplication. Simply put, a lot of people doing a little work. This example also demonstrates the incredible income possibilities from this brilliant and proven marketing system.

Level	You	You
1	2	3
2	4	9
3	8	27
4	16	81
5	32	243
6	64	729
7	128*	2187*

2187	Reps
x 20	Clients per Rep
<hr/>	
43,740	Total Clients
x \$38	Services & Products
<hr/>	
1,662,120	Total Monthly Billing
x 8%	Commission
<hr/>	
\$132,969	Monthly Income
10% Successful = \$13,296 per month	
1% Successful = \$1,329 per month	

\* The difference on the 7<sup>th</sup> level is 2059, and is a result of you sponsoring just 1 more person, and then teaching this duplication concept, *three teaching three*.

"The hypotheticals used in this presentation are for illustrative purposes only and are not meant to imply that they are typical. Success as an ACN Independent Representative is not guaranteed, but rather influenced by an individual's specific efforts. Not all Independent Representatives make a profit and no one can be guaranteed success as an ACN Independent Representative."

## STEP 2 Find The Right Partners:

Once you've written a contact list, show the plan to everyone because the network marketing business is something that anyone can learn. It's important to find the right partners. We are not looking to convince people that they need an opportunity; the right person is someone who wants an opportunity. **The right person is a person who will commit to the business plan outlined here.** It is the fastest way to the serious money.

## STEP 3 The Agreement:

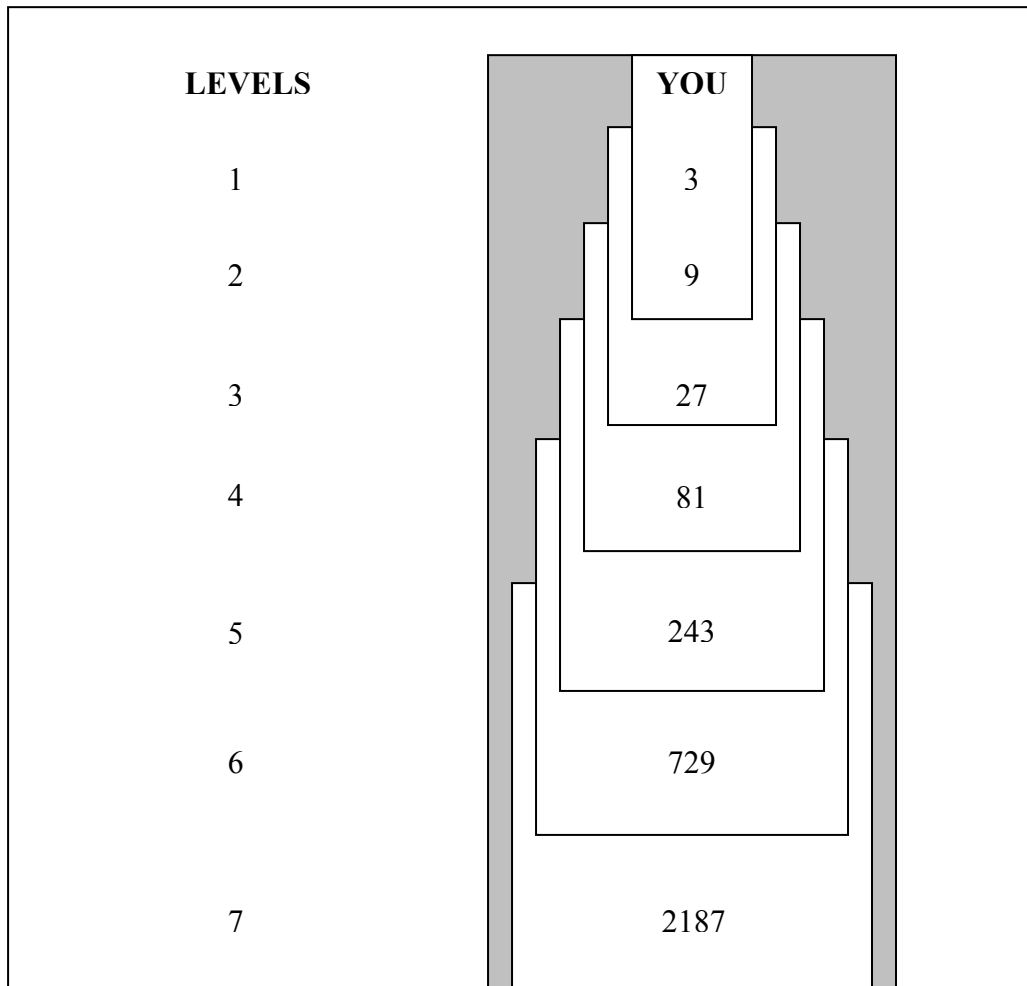
"People don't care how much you know until they know how much you care." *As the sponsor*, you commit to helping your new partner accomplish the following. *As the new representative*, you commit to finding three 1<sup>st</sup> level business partners (by showing the ACN business to 25 people in first 30 days), and then commit to helping each of the New Reps to do the same. **Three teaching three to find three.** The goal is to complete this within 90 days. Of course, sooner is better. Whether its one week, one month, or one year, **this is a commitment that must be kept!** If your new prospect cannot commit to staying involved long enough to accomplish the task, he/she is not the right business partner. Thank them; ask them to try your product or service (**most of your customers should be those that said no to the business opportunity**). Also, ask them if they know of someone who **might want to improve their financial situation**. GET REFERRALS! Then move on because there are an endless number of people who would love to hear about this incredible opportunity!

## STEP 4 Complete the Compensation Requirements:

Commissions are earned as a result of products or services being marketed to an end user. Share the benefits of our service and **meet the qualifications of the ACN marketing plan** so that you may be qualified to earn all your commissions. Set a goal to get approximately 40 customer points within your first 90 days (approx. 15 to 20 customers, who most should be those that said no to the opportunity). Be sure you're qualified for all seven levels as your team properly duplicates.

## STEP 5 Accountability “SUCCESS TRACKER”:

“It’s hard to hit a target you can’t see.” The fastest way to the serious money is to begin with the end goal in mind. Use the “Success Tracker” to help you focus on goal achieving activities. It’s a basis “fill-in-the-blank” form. Remember, your goal is to “*teach three to find three*”. Too often people sponsor more people than they can effectively support. In network marketing, building depth in your organization is the key to security and wealth. Complete the task of “*three teaching three*” before expanding too wide on your first level. The “Success Tracker” helps to keep us accountable to our personal commitment. It’s also simple to use. Once completing the goal, sponsor new first levels and do it again. Show this plan, and then simply ask “*can I count on you or should I find someone else?*”



## STEP 6 Get Started and Share It Now:

Many people don’t start a network marketing business because they really never understood the powerful concept of duplication. Also, many people stopped working their business because they could never clearly understand what to do. By using this simple “**Step-by-Step**” strategy with the “**Success Tracker**” your prospects will understand why you were so excited to share this idea with them. Once someone really understands the **magnitude of financial rewards** for “**teaching three to find three**”, there is only one thing left to do. That is, to do it now! It’s time to get serious with your future and get the task done with now excuses. There is too much at stake to accept a rep agreement from someone who won’t commit to this plan. Knowing what there is to gain you should have a “**failure is not an option**” attitude. Review the numbers again. What if you’re only 20% successful or even 10% successful? **You can do this if you’ll trust the process.** **Dream big** and design the life you want, the life that you deserve!

# Success Tracker

## Success Targets:

- QUALIFIED in first 72 hours
- 20 Customer POINTS in first 30 days
- 40 Customer POINTS in first 90 days
- Introduce 25 people to ACN in first 30 days
- 3 Reps That Get 3 Reps in first 90 Days

## Your Name:

10	20	30	40	50
Organization Customer Count				
100	200			

1 <sup>st</sup> Level		1 <sup>st</sup> Level			1 <sup>st</sup> Level				
Personal Customer Count		Personal Customer Count			Personal Customer Count				
10	20	30	40	50	10	20	30	40	50
Organization Cust. Count		Organization Cust. Count			Organization Cust. Count				
100	200	100	200	200	100	200	100	200	200
2 <sup>nd</sup> Levels		2 <sup>nd</sup> Levels			2 <sup>nd</sup> Levels				
1		1			1				
2		2			2				
3		3			3				
4		4			4				
5		5			5				

**Team Trainer:**  
(print, sign, date)

**Up-Line Sponsor:**  
(print, sign, date)

I understand the Business Plan and Success Targets identified in this document are designed to provide the fastest way to the serious money, and I hereby commit to achieve the Success Targets identified above.

I hereby commit to support the Team Trainer in achieving his/her Success Targets