

Welcome to RPM Global
www.globalwealthinstitute.net

INVITING SCRIPT

1. Do you look at other ways of making Money?

Hi _____, Do you have a minute? (Wait for response)
Do you look at other ways of making money?

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 where I want to be in the next 3-5 years. So I started looking for something. And I found something!!

3. New Technologies

I've found a company that deals with New Technology and Energy but more important is the person I've met.

4. Edify Speaker

I've met an individual named Mr./Ms. _____ who is expanding his/her business in our area, and having tremendous financial success; this person is going to be at my house at date/time to show me and a small select group of people exactly what he/she is doing. Can I put you down as coming?

5. Confirmation Call

Someone from his/her office will be giving you a call just to confirm the appointment.

Confirmation List needs to be given to the presenter no later than 24hrs prior to the meeting: Name of Guest, Cell Phone #, Occupation, Relation to your and your address

For ALL Questions

Answer: I don't know all the details, but here is what I do know. She/he will be over at my house at date/time to explain this business to you and I. The reason I was calling you, was to help me evaluate it. Can I put you down as coming?

For ALL "A" LIST contacts or someone who has done Network Marketing before and is pressing for information, read script then 3-way call them on with the presenter (learn 3 way calling script).

Important: Do not call your contacts without first role playing with your mentor or upline ETT.

PBR Checklist

- | | |
|------------------------------------|--|
| 1. "ACN" DVD/Online Video Ready | 8. Pens and Clipboards/something to write on. |
| 2. Phones off the hook | 9. Documentation: 1-8 IN COLOR , Survey, IBO Agreement, Bonus sheet |
| 3. Cool room temperature | 10. Upbeat Music Before & After the Presentation |
| 4. Kids in bed/with babysitter | |
| 5. Pets outside or someplace quiet | |
| 6. Refreshments (No alcohol) | |
| 7. Sign-in Sheet | |

*******MOST IMPORTANTLY, BE EXCITED and HAVE FUN!!!*******

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Customer Acquisition Goals

- 7 points in 24 Hours/ASAP! ... Minimum of 3 Services (*qualifies you to earn income!*)
- 20 points - 7 Days (*opens up overriding residual for levels 1-4!*)
- 60 points - 90 Days (*allows you to maximize personal & overriding residual income!*)

Step One: ACN YOUR LIFE!

*Monthly bonuses may change point values on some services

1. Xoom Energy

If located in an energy market, start getting paid on your gas and/or electric bill!
(Residential Gas/Electric == 1 point, Commercial Gas/Electric == 2 points PLUS acquire 10 customers and your Energy can be FREE!)

2. Water Heater Rental

Get the best in Home Efficiency and Savings (RELIANCE Residential == 2 points)

3. Home Security

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

4. High Speed Internet

We offer High Speed Fiber & DSL from CANADA's top providers!
(All Providers == 2 points PLUS Acquire 5 Customers and your Internet can be FREE!)

5. Home Phone

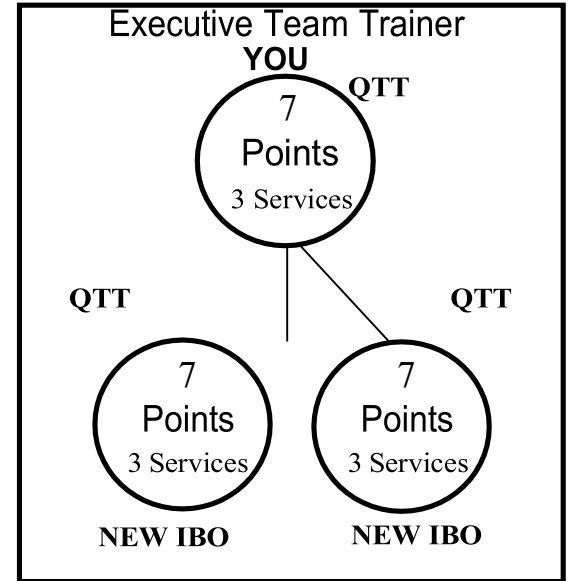
Start getting paid every time you use your Home Phone PLUS use the Companion APP on your cell phone to call around the world FREE! (Home Phone == 1-2 points PLUS Acquire 5 Customers and your Home Phone & Global Calling can be FREE!)

6. Back Office Pro - YBA - Your Business Assistant

Everything you need to run a successful business from your home!
(Back Office Pro = 2 points)

Other Business Services:

- Merchant Services - Anovia Payments guarantees savings or \$100 visa rewards card. {3 points for processing \$3000+ /month).
- Business Phone Service - ACN Digital phone service for Small Businesses (3-9 points).
- Business Gas and Electric Service - Medium and Large Business (2-5 points).



Executive Team Trainer (ETT) can also be achieved by acquiring 15 personal customer points

Step Two: Help Others!

CUSTOMER ACQUISITION - KEY: Attend Customer Acquisition Training in your Market

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! (**Now Share your "WHY"**) If I can offer you a service that you are already using, and it does not cost you more, 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 each month!

Wait for response....



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