

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 – 7-14 Days (*opens up overriding residual income 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. Flash Wireless

ACN branded Cell Phone Company. Help you & your family receive FREE service!
(Individual Plans == 3-4 points per line/ Family Plans== up to 9 points)

2. Xoom Energy

If located in an energy market, start getting paid on your and/or electric bill!
(Residential Gas/Electric== 1 point, Small Business Gas/Electric==2 points, Solar== 4 points PLUS Acquire 10 customers and your Energy can be FREE!)

3. Home Security

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

4. High Speed Internet

The Internet is not a fad &we offer High Speed Fiber & DSL from top providers!
{AT&T == 3 points/ Frontier == 3 points}

5. Satellite Television

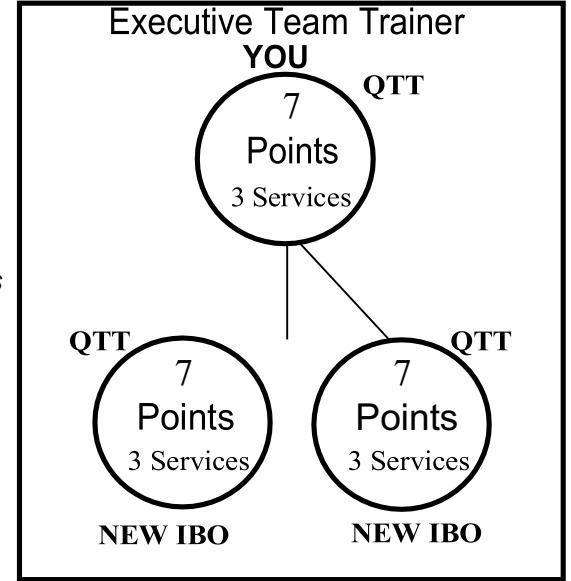
Start getting paid every time you watch TV with either Direct TV or Dish Network!
(Direct TV== 2 points/ Dish Network== 3 points)

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 Home Office & Small Businesses (3-9 points).
- Flash **Wireless** - Business Cell Phone Service {4-10 points}.
- Gas/Electric for Medium and Large Business (3-8 points)



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

Step Two: Help Others!

CUSTOMER ACQUISITION - 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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