

# RPM GLOBAL LAUNCH DOCUMENT



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**Sunday Call: 10PM EST**  
 Call 1-302-202-1108  
 Passcode 949111

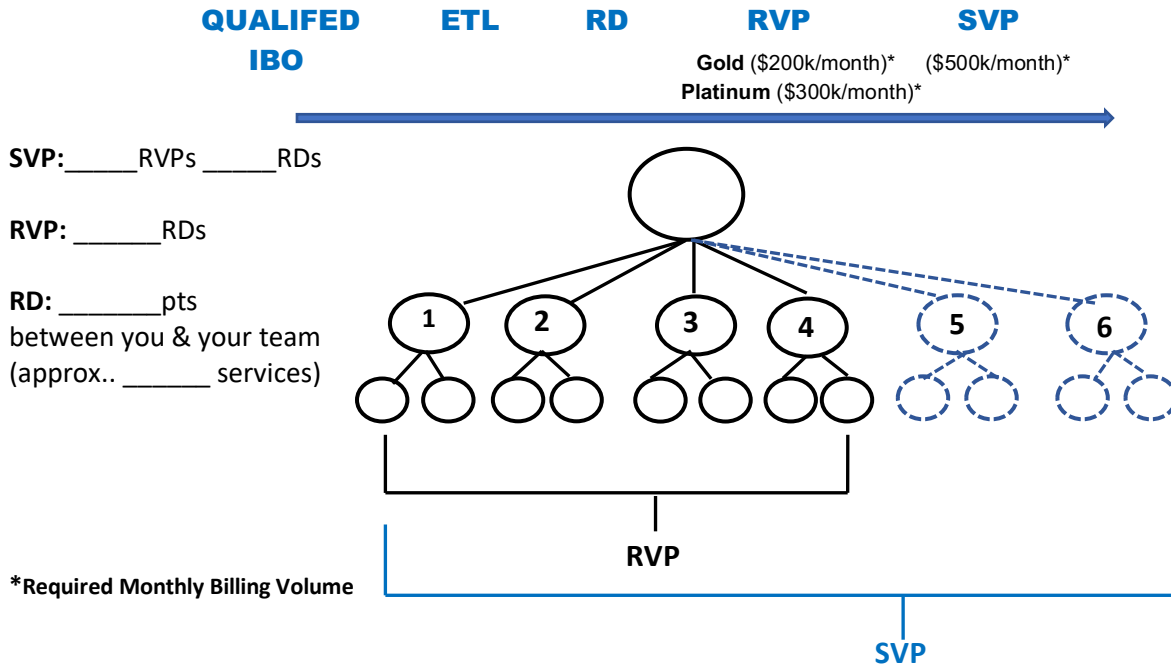
## FOLLOW THIS GUIDE TO SUCCESS

PLEASE WATCH THE COMPLETE ACN STRATEGY SESSION OR ATTEND A WEEKLY TRAINING SESSION BEFORE STARTING

**Your Why:**

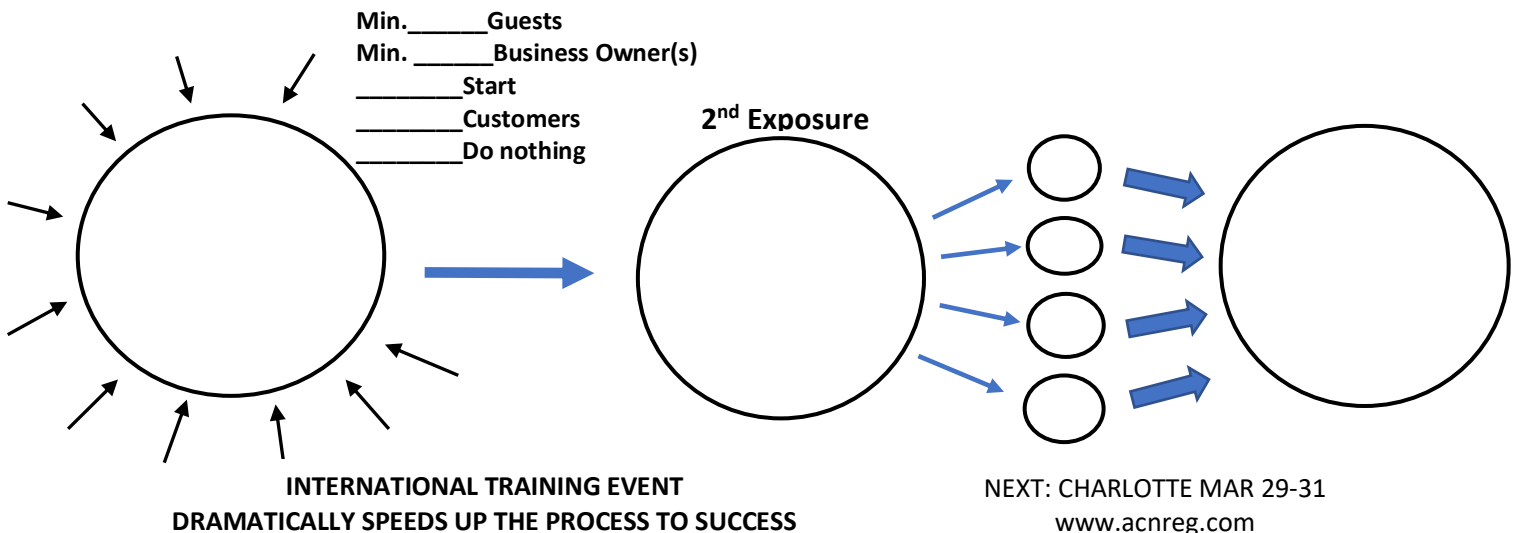
**YOUR 3-5 YEAR *RESIDUAL* INCOME GOAL:** \$ \_\_\_\_\_ **ANNUALLY**

### 1. STRUCTURE TO ACHIEVE YOUR GOAL:



### THE SYSTEM TO SUCCESS (HOW TO ACHIEVE YOUR GOAL):

- 1) ACQUIRE 30 PERSONAL SERVICES ONE TIME & MAINTAIN THEM
- 2) FOLLOW A SIMPLE PREDICTABLE MODEL THAT DUPLICATES
- 3) BUILD A TEAM THAT GROWS WITHOUT YOU OVER TIME



**MOST IMPORTANT SKILL TO LEARN IS:** \_\_\_\_\_



# Welcome to RPM Global

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

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

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