

YOUR REASON WHY: _____

1. Go to acn.com and click "Start Today" to get started

IBO#:

- a. Set up your IBO Back Office (acn.com): Password _____
- b. Activate YBA, name your website : _____ .acnibo.com
- c. Complete Energy Accreditation Tonight (if you live in an energy market)
- d. Schedule Business Launch with your leader ******(day/time) _____

2. Learn Mindset for Success, Comp Plan and Current Bonus:

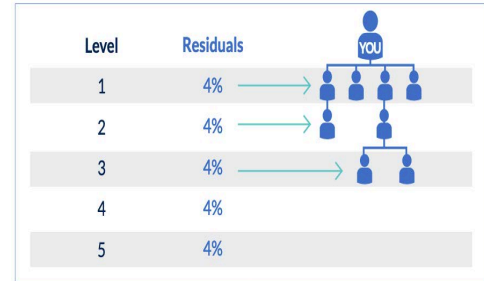
Monthly Personal Customer Acquisition Bonuses

3 svcs & 7 pts = \$75
5 svcs & 10 pts = \$125

**PLUS \$200 for every additional
3 svcs & 6 pts**



OVERRIDING RESIDUAL INCOME
(paid monthly)



3. Acquire Customers

- a. **Get Qualified to earn commissions:** 3 services equaling 7 or more customer points.

YOU CAN SIGN UP YOUR OWN SERVICES TOO

ID Seal Annual	8 pts	Vivint Home Security	8 pts
ID Seal Quarterly	4 pts	Dish Network	5 pts
ID Seal Monthly	2 pts	DirectTV	3 pts
Gas	1 pt	Spectrum TV, Int, Ph	1-4 pts
Electricity	1 pt	High Speed Internet	1-3 pts
Flash Wireless	1-7 pts	Payment Processing	1-6 pts

- b. **Practice Customer Acquisition Script**

Can you do me a HUGE FAVOR? (or) I need YOUR HELP! (wait for response)

As you know, (reason why/circumstances)

I am about to qualify for a promotion with the company I represent and all I need is a few more customers.

If I could match or save you a few bucks on some of the bills you're already paying for and maybe even get some for free....Will you do me a personal favor and check out my online store with me?

3. Acquire Customers (Cont'd)

- c. Acquire as a customer, EVERYONE that passes on the opportunity. List your first five: 1. _____
2. _____ 3. _____ 4. _____ 5. _____
- d. **Get 75 customer points to maximize residuals** (signup business prospects that don't become IBOs)

4. Build a Team

- a. **Schedule Private Business (Reception) Zoom "PBZ" Within 4 Days:**

DATE/TIME:.....PRESENTER (UPLINE ETL OR RD):.....MOBILE:.....

- b. Practice Inviting Script (below) and/or use a text invite:

Hi _____! How are you doing? You all good, family safe and sound?Is this crazy???
Have you been effected by all this....your work?
I found a work from home option....are you open to checking this out?
Great. I am having a few people see whats going on over Zoom video at (Date / Time)
Question: What's it all about? OR What is it?
Answer: Getting paid when people and businesses pay essential bills.
I needed to find something to bridge this gap, part-time.
And I am working with expert, they will explain the details.
I want your opinion. Trust me it will be worth your time.

- c. Use your list of a 100+ Names; Write down the names of your **CONFIRMATIONS**



- | | | | |
|---------|----------|----------|----------|
| 1:..... | 6:..... | 11:..... | 16:..... |
| 2:..... | 7:..... | 12:..... | 17:..... |
| 3:..... | 8:..... | 13:..... | 18:..... |
| 4:..... | 9:..... | 14:..... | 19:..... |
| 5:..... | 10:..... | 15:..... | 20:..... |

5. Get Trained

- a. Personal Launch w/Leader: Invites & Product training: acninc.force.com/ACNIBO/s/development-center
- b. Sunday Night Training Zoom call: 6 PM PST / 9 PM EST <https://zoom.us/j/2617397344>
- c. M-F Night ZOOM Overview Time: _____ <https://zoom.us/j/> _____
- d. Daily Zoom Overviews By Company SVPs & RVPs (10AM PST / 1 PM EST) Mtg ID: 94931253168
- e. Your First Saturday Training Zoom 9 AM PST & 12 Noon EST <https://zoom.us/j/2617397344>

*****REGISTER FOR THE ACN INTERNATIONAL TRAINING EVENT: WWW.ACNREG.COM*****