

✓ Your Launch List

- ☐ Set up your ACN Business
- ☐ Write down your "Why"
- ☐ Complete your Accreditation
- ☐ Get customer qualified and earn Customer Bonuses
- ☐ Create your own contact list and set up your first 2 Private Business Meetings
- ☐ Acquire customers
- ☐ Register for the next event and attend a weekly training

✓ Set Up Your ACN Business

Business ID: _____

Password: _____

ACN Personalised Website: _____

Your Upline Leaders

Name: _____

Position: _____

Phone: _____

Name: _____

Position: _____

Phone: _____

✓ Your "WHY"



✓ Complete Your Accreditation

Accreditation is a requirement of ACN under the terms of your IBO Agreement and must be completed before you are permitted to sell products and services to your customers. Australian IBOs must complete the following accreditation:

Australian IBOs

- Customer Acquisition Code Training
- Vodafone Mobile Accreditation Training
- amaysim Mobile Accreditation Training
- MATE Mobile and Broadband Accreditation Training
- Sumo Energy Accreditation Training
- Alinta Energy Accreditation Training
- Honey Insurance Accreditation Training

✓ Get Customer Qualified and Earn Customer Bonuses

CQ Customer Qualified IBO	ETL Executive Team Leader	RC Regional Coordinator
<p>CQ MUST MAINTAIN</p> <div>  <p>7 Customer Points from at least</p> </div> <div>  <p>3 Services</p> </div> <p>ELIGIBLE FOR MONTHLY PERSONAL CUSTOMER ACQUISITION BONUSES</p>	<p>30 TOTAL CUSTOMER POINTS (Personal and Downline)</p> <p>A minimum of 15 Downline Customer Points*.</p> <p>ETL MUST MAINTAIN CUSTOMER QUALIFIED STATUS</p>	<p>200 TOTAL CUSTOMER POINTS (Personal and Downline)</p> <p>A minimum of 200 total Customer Points in your team with a maximum of 75 Customer Points per leg.</p> <p>RC MUST MAINTAIN CUSTOMER QUALIFIED STATUS</p>

✓ Create Your Contact List

This is where your IBOs, customers and referrals will come from

LIST EVERYONE YOU KNOW! DON'T PRE-JUDGE!

✓ Setup Your First Two Private Business Meetings

Schedule your meetings and start inviting

Date: _____ Time: _____ Date: _____ Time: _____

**START
INVITING**

✓ During your first 24 hours, invite a minimum of 5-7 people to your first presentation

Be natural when inviting.

"Hello (Name),

I just saw something I'm very interested in. It may or may not be for you, ...however, I'm reaching out to a few of my closest friends to take a look. We're getting together for coffee at my place / on ZOOM at (Time). Can I put you down as attending?"

If they ask questions:

"I was just introduced to it myself so I don't have all the answers. You really need to see this in the same way I did."

OR

"Hey, I have a quick question; what are you doing at _____(time) on _____(day)?

(You're Free? Great!) OR (Can you change your plans??),

I just saw something I'm really excited about and I thought of you. It's a great opportunity. Trust me, knowing you the way that I do, I'm sure you are going to want to hear about this! I'm inviting few of my closest friends to a virtual meeting tonight. We're getting together on ZOOM at (Time). Would you like to join us?"

If they ask questions, talk about the person, not the business:

"I was just introduced to it myself so I'd rather not try to explain it. You really need to see this in the same way I did. Based on our relationship, would you do me a favour and stop by to take a look?"

If they can't make it:

"When is the soonest we can catch up?"



Mobile



NBN



Energy



Home Insurance



Business Phone



Payment Processing



Travel & Lifestyle Membership



Aquire Customers

Earn your first customer acquisition bonus & position yourself to earn residual income.

EARN \$150 for every additional 5 Services & 10 Points after the first 10 Services & 20 Points.

Refer to the Personal Monthly Customer Bonuses in the ACN Compensation Plan to discover how you can earn even more for acquiring customers.

Recommended Services to Offer:



- ☐ Mobile (1-3 Points)
- ☐ nbn™ (0 Point)
- ☐ Mobile Broadband (1-2 Points)
- ☐ Wireless Broadband (3 Points)



- ☐ Alinta Energy (2-3 Points)



- ☐ Truvvi Lifestyle Travel Club (1-6 Points)



- ☐ Mobile (1-2 Points)
- ☐ Broadband (2-4 Points)
- ☐ VoIP (1-2 Points)
- ☐ Phone (1-10 Point)



- ☐ Sumo Energy (2-3 Points)



- ☐ Payment Processing (1-3 Points)



- ☐ Mobile (1-2 Points)
- ☐ nbn™ (2 Points)



- ☐ Mobile (1-2 Points)
- ☐ Mobile Broadband (2 Points)



- ☐ Honey Insurance (1-4 Points)



Refer **5 customers** to get a quote with Honey in a calendar month, and you'll receive a **\$50 Prezzy gift card!***



Successfully refer **5 MATE services** in a calendar month and receive a **\$50 credit on your own MATE Mobile or NBN account** the following month*



Successfully refer and maintain **20 amaysim Mobile services** and receive up to **\$40 off your amaysim Mobile service** each month*



Sample Customer Acquisition Script

Hi _____ do you have a minute?

Great, the reason I'm calling you is to ask you for a huge favour and I was wondering if you could help me out?

I've just started a part time business from home, helping people save money on their monthly bills. (Share your reason why)

If I could match or save you money on your Telecommunications, Energy, Insurance & other Essential Services would you give me the opportunity to try? This would really mean a lot to me?



Schedule yourself for the next available virtual or weekly training, & register for the next ELEVATE or EMERGE Event.



ACN's Events feature training from the ACN Co-Founders as well as top ACN leaders.

Learn from the best; become your best.

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