

2020


KICK-OFF

TOUR

GET YOUR 2020 VISION IN CHECK

WHAT'S YOUR **2020 VISION?**





With 2020 upon us, this year is all about checking the vision you have for your future and tapping into your 'Why' - this may mean readjusting your goals to suit.

WHAT ARE YOUR GOALS?

Have they shifted from what they were a year ago or when you first started in ACN?

MAP IT OUT

Once you know your goals, you can start mapping out the path you need to take to achieve them. After all, with a clear plan in place, you're already one step closer to achieving your 'Why'.

HOW?

Plot out your goals month-to-month so that you have a clear picture of what you need to achieve in 2020, then break those goals down even further into smaller bite-sized assignments.

HOLD YOURSELF ACCOUNTABLE

Track your achievements along the way. This will keep you on the right path and keep you motivated as well.

Lastly, remember to surround yourself with those who understand the journey you're on and dedicate yourself to your 'Why'.

Lock in that 2020 vision today and pledge it on **#ACN2020vision**



AUSTRALIAN PRODUCTS

THE BASICS

MOBILE & MOBILE BROADBAND

RESIDENTIAL
& BUSINESS

Through our partnership with Vodafone, ACN offers some of the best value post-paid Mobile and Mobile Broadband plans in Australia. Whether your customer is looking for a new mobile handset, tablet, mobile broadband device or SIM Only plan, we've got great offers to suit.

- Access to the latest handsets interest free with phone repayments over 12, 24 or 36 months
- Customers can choose plans based on their data needs, monthly budget, contract or month-to-month
- Unlimited National Calls and text PLUS generous standard international call inclusions on selected plans
- Roam in 80+ countries with \$5 Roaming per day.

NBN™ BROADBAND

RESIDENTIAL

The nbn™ Broadband rollout means more opportunities for you. Based on your customer's address and their internet requirements, there is a range of nbn™ plans available to them through our partnership with Vodafone.

- Competitively priced plans
- Instant Connect™ means your customers will have internet from day one*
- 4G backup gives your customers peace of mind*.

*T&Cs apply

ENERGY

RESIDENTIAL
& BUSINESS

ACN offers competitive gas, electricity and solar energy deals in partnership with Click Energy and amaysim subscription energy (in Victoria). There are a range of options available depending on which state your customers live in or run their business from.

- Gas, solar or electricity options available depending on the state
- Access to highly competitive prices, made even better with promotional offers
- Award-winning customer service and support
- No lock in contracts or exit fees

CLOUD PHONE

BUSINESS

Together with MyNetFone, we offer a modern hosted phone solution, perfect for small businesses. Cloud Phone provides your small business customers with an NBN-ready alternative to old-fashioned landlines and fixed phone systems.

- Enables your customers to make and receive multiple calls at the same time
- Plans to suit all budgets
- Options for power users with large call inclusions
- Enterprise-grade features such as Voicemail-to-Email and Time-of-Day Routing – all at a small business price.

SECURITY

RESIDENTIAL
& BUSINESS

ACN partners with ADT Security to provide a range of security solutions to ensure peace of mind 24/7. Suited to both residential and small business customers.

- Customers can choose a monitoring service or one of the next generation security automation solutions
- Ability to control the home remotely from a Smartphone including unlocking a door, turning on lamps or arming the security system
- Small business security solutions are also available (incl. CCTV)

PAYMENT PROCESSING

BUSINESS

Powered by Sphere, ACN offers a simple and streamlined payment acceptance solution that works for all major payment types, including credit, debit and e-commerce payments.

- Operates in any point-of-sale environment, including storefront, online or mobile
- Competitive rates, without hidden fees or confusing terms
- Based on Sphere's state-of-the-art and bank agnostic platform
- Sphere manages the majority of the selling and onboarding process
- Responsive service, knowledgeable support and personalised attention
- Backed by First Data, one of the global leaders in merchant services technology - secure, reliable technology platform.

NEW ZEALAND PRODUCTS

THE BASICS

MOBILE & DATA SERVICES

RESIDENTIAL

Through our partnership with 2degrees, ACN offers some of the best post-paid mobile voice and data services in New Zealand.

- Ability to sign up new mobile services and upgrade existing 2degrees prepaid customers
- No long term contracts
- Award-winning Kiwi support.

BROADBAND

RESIDENTIAL

ACN offers Broadband internet via our Mobile partner, 2degrees. 2degrees offer a fuss free, simple sign up and reliable broadband.

- Competitive plans suitable for Residential customers
- Bundle and save options (\$10 a month discount)
- Free standard installation
- Backup broadband - additional data add-ons
- Award-winning Kiwi support.

ENERGY

RESIDENTIAL

ACN is partnered with energyclubnz. Energyclubnz provides customers with competitively priced energy through a subscription-based model.

- Cost price electricity that allows customers to choose their usage profile and pay a small weekly club fee to get access to electricity at cost price
- Weekly billing to assist customers in managing their household bills easier
- Usage tracking feature allows customers to track their usage
- Wholly New Zealand-based.

SECURITY

RESIDENTIAL
& BUSINESS

ACN is partnered with ADT Security to provide state-of-the-art security systems to help protect your home, family and business. Residential security, Personal and medical security and business security.

State-of-the-art security systems

- Solutions to suit the individual security needs of a customer
- ADT Security systems include Motion detection and entry point detection, 24/7 monitoring, CCTV and medical alarms
- Longest commissionable period of any ACN product in NZ - with a customer tenure of up to 48 months.

PRODUCT TRAINING

Product Training & Updates

On-demand resources available to you 24/7

acnpacificcompass.com

The newly launched Pacific Compass is your dedicated marketing portal for product, selling, training and marketing.

Visit acnpacificcompass.com

Podcasts – Soundcloud

ACN podcasts focus on product and selling information. Access these through Soundcloud on your computer, tablet or phone. Visit soundcloud.com/acncomms

Webinars – YouTube

View updates and special product and opportunity training.

Visit youtube.com/ACNTrainingAPAC

Videos – Vimeo

Catch up on Event Training videos, Success Stories and how-to trainings on ACN's Vimeo channel. Visit vimeo.com/acnpacific

Follow ACN on Social Media

Keep up-to-date with the latest news and updates on Facebook and LinkedIn

- Visit facebook.com/acn.asiapacific
- Visit linkedin.com/company/acn-pacific



BRAND NEW PACIFIC COMPASS

Pacific Compass is your one-stop-shop for all the resources, training and information you need to successfully run your business. That's why it's one of the most important tools for you, if not the most important! For that reason, the site has gone through a major refresh, based on your feedback.

The new site is easier to use with improvements to the navigation and locating of resources, as well as the look and feel of the site. It's also mobile and tablet friendly so that you can access everything you need on the go.

Check out:

- Event information
- Product training and resources
- Business training and resources
- Online shop
- News articles and blog posts
- The latest recognition



SOCIAL CONTENT



GET SOCIAL

Because ACN is a network marketing company, it makes sense to keep in touch with your network via social networking sites such as Facebook. And having your own ACN IBO social page is a great way to keep your customers up-to-date on new offers and products. You can do this by sharing content that ACN posts or by sharing offers directly from ACN's website onto your Facebook page. Here are our tips for getting it right:

1. Like and follow the ACN Facebook page
2. Create your own social pages - learn how by reading the Social Media Guide on Pacific Compass
3. Be sure to identify yourself as "ACN Pacific Independent Business Owner" or "ACN Pacific IBO"
4. Share any relevant content from the ACN Facebook page to yours
5. You can also share ACN's video content on Vimeo (even if you don't have a Vimeo account)
6. Avoid responding to any negative commentary about ACN online
7. Remember that you are representing YOUR business and ours, so use appropriate language and keep it professional.

SOCIAL CHECKLIST

- ☐ Is my message direct and to the point?
- ☐ Am I keeping my audience interested with regular posts?
- ☐ Do my posts offer information and facts critical to my message?
- ☐ Is my post valuable to my audience?
- ☐ Is my post compliant with ACN's social media policies and procedures?
- ☐ If you answered yes to all of the above - Hit 'post'!

CUSTOMER ACQUISITION

CROSS-SELLING AND BUNDLING PRODUCTS

ACN partners with many complementary providers, making it easy for you to bundle your customer's essential services. Focus on the following customer benefits when suggesting other ACN partner services to your customers.

- One-stop-shop; as their IBO, you have the opportunity to be their single contact for all of their services.
- Utilise your connection; demonstrate that as their friend or family member, you know them and their needs better than any shop assistant and that you can recommend the right plans for them, not just the plan that cost the most.
- ACN-Exclusive offers; tell them about the ACN-exclusive offers they have access to when they order via your Personal IBO Website.

STEPS TO SUCCESS

- Choosing the products and services that optimise your knowledge and engagement levels
- Building and maintaining product knowledge
- Understanding competitive offers in the market
- Knowing how to communicate the benefits
- Knowing how to handle objections
- Using ACN tools and collateral
- Target warm contacts such as family, friends, colleagues
- Tailor your message based on their needs and your relationship

PROMOTING EVENTS

ACN EVENTS

Events are scheduled regularly on local, regional and International levels providing information for anyone interested in learning more. Events provide valuable support and a training platform for IBOs. At ACN, you never have to go it alone; you've got the support of a team and ACN behind you, every step of the way.

Attending an ACN International Event will give you the direction and the fuel you need to discover a life without boundaries. Be inspired by ACN's Co-Founders as they share their vision for the future of ACN and share proven techniques for building a strong, independent business.

Register for the next International Event acn.com/au-en/training-events

Thousands of ACN IBOs have made a real difference in their lives. Hear their stories and learn from their experiences.

Visit www.cnpacific.com/ibo/ibo-resources-2/success-stories



MY 2020 VISION

By knowing what you want to achieve, you know what you need to focus on. Decide specifically what it is you want. Your goals are the path that guides you and shows you what is possible.

BY THE END OF 2020.
I WANT TO ACHIEVE

TO ACHIEVE THIS, THESE ARE
THE GOALS I NEED TO HIT:

JANUARY – MARCH

APRIL – JUNE

SYDNEY
International Event
March 21-22, 2020

JULY – SEPTEMBER

SEPTEMBER
International Event
2020

OCTOBER – DECEMBER

MY ACTION PLAN

YOUR PERFECT WEEK...

You make the choice about what you will do with your time each day. Map out your perfect week here and remember to be consistent and intentional in your actions.

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
9AM							
10AM							
11AM							
12PM							
1PM							
2PM							
3PM							
4PM							
5PM							
6PM							
7PM							
8PM							

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INTERNATIONAL EVENT

21-22 March, 2020

Register now at
acnreg.com.au

JOIN US FOR THE SYDNEY
INTERNATIONAL EVENT 21 - 22 MARCH, 2020



*"Our goal has always been to create an opportunity
that can truly change peoples lives."*

Greg Provenzano

ACN President & Co-Founder



www.acn.com

