

Jumpstart January 2018



Auckland

ACN® | Pacific
www.acnpacific.com



ACN Overview

Mark Boonzaier

VP of Sales

Jumpstart January 2018



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Winning in 2018

Craig Moir

Goals without a Determine “why”...

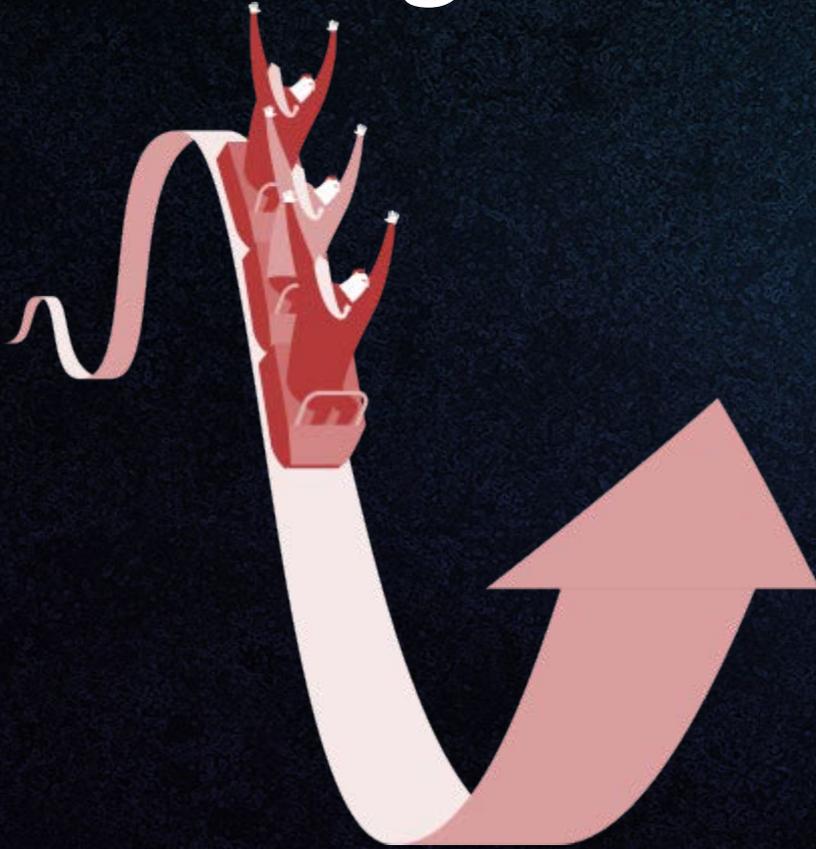
Why are
YOU doing
this business?



3 Essential Beliefs:

1. The Company (100 Million \$)
2. Industry (475K Every Week Worldwide MLM)
3. Yourself (Think like an SVP) W.W.S.D

Getting started mindset



- Learning Curve
- Manage Your Emotions
- Develop a bullet proof Mindset
- Long Term Vision Short Term Memory
- Prepare for Issues and Challenges
- Never Quit

Reality: Everyone is already...



90%



10%



0%



4 truths you must accept

1. Rejection
2. Quitting
3. Lying
4. Most people are weird

WORK ON YOU



#WeAreACN

Jumpstart
January
2018



You will be forced 2 Change

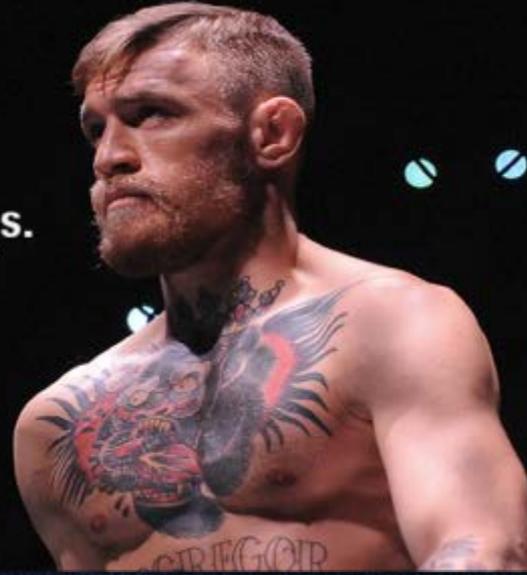
3 Commitments

YOUR Accountability

YOUR Responsibility

YOUR Consistency

**“There’s no talent here,
this is hard work.
This is an obsession.
Talent does not exist,
we are all equals as human beings.
You could be anyone if you
put in the time.
You will reach the top,
and that’s that.
I am not talented,
I am obsessed.”**



Skill vs Circumstance

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Stephen Moon

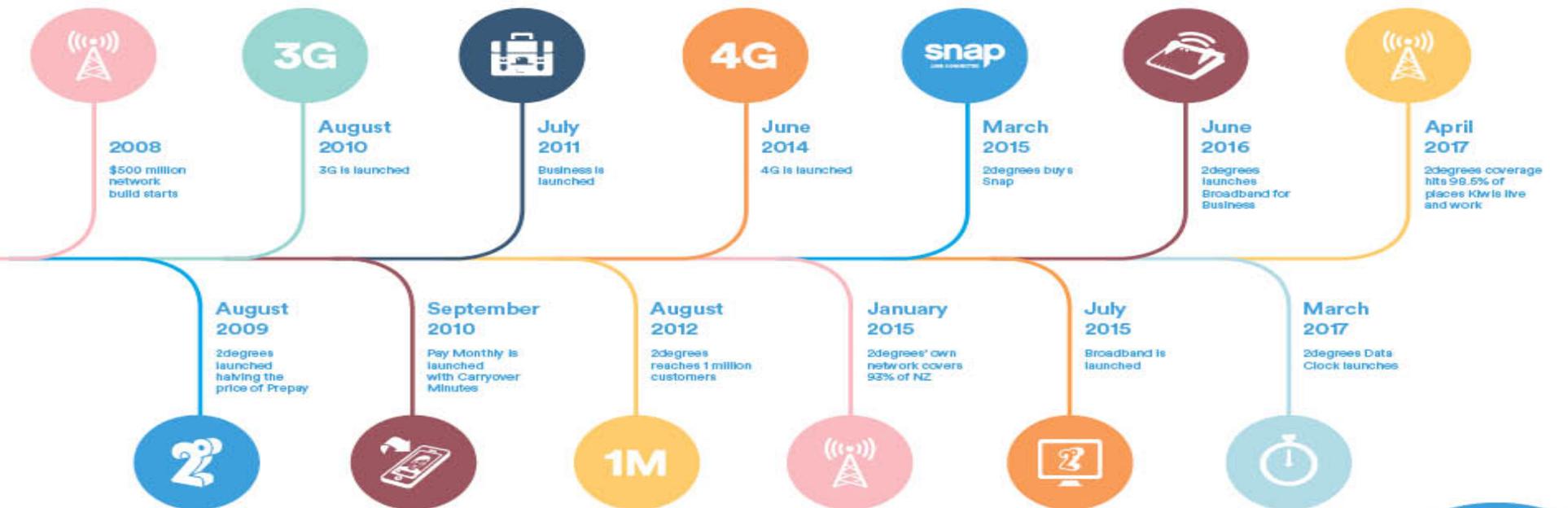
Head of Affiliate & Promotional Sales



Our story



Our journey so far



2degrees now



State of
the art
mobile
network

1100 cell
towers
across the
country

98.5%
population
coverage

75% 4G
enabled



2degrees now

1.45m customers

Or nearly 1 in 3 New Zealanders

1200 Staff



Challenger.

Fearlessly innovate to deliver disruptive ideas.

- Proactively challenge assumptions and offer disruptive alternatives.
 - Listen and embrace ideas from others.
 - Take smart, calculated risks.
 - Demonstrate leadership regardless of your role.
-

Devoted.

We move mountains to serve New Zealanders.

- Actively listen to understand.
 - Focus on the customer; be helpful, friendly and responsive.
 - Consistently perform well so that others can rely on you.
 - Build community, make a positive contribution.
-

Integrity.

Be honest, grounded, dependable & fair.

- Your speech and actions are respectful and true.
 - Be quick to admit your mistakes and learn from them.
 - Take accountability for your actions and development.
 - Be supportive and respect each other.
-

Passion.

Do everything with passion.

- Be dedicated to excellence.
 - Recognise great work and celebrate success.
 - Collaborate with enthusiasm
 - Make it fun; energise and inspire others.
-

Simplicity.

Make it easy.

- Focus on what is important and don't get lost in the process.
 - Simplify the complex, be open to change, agile and adaptable.
 - Be straightforward and effective.
 - Deliver smart ideas, simply.
-



Real.

it's the way we are.



What Makes Us Different?

- We work for our customers
- We love working together with our partners to make good things great
- Our people and our service make us the best
 - NZ based care
 - New Zealand's most awarded telco
- Our innovation consistently sets us ahead of the competition
 - Carryover Data
 - AU calls included
 - MRO
 - No contracts
- We're the leaders when it comes to the best value in market



NZ Telco Trends...

NZ Telco Industry (Year Ending 2016):



Consumption

8.16 Billion Minutes
11.3 Billion SMS
14,287 TB of Data



Prepay

3.3 million Prepay Users
255,000 Data Add-Ons



Pay Monthly

1.3 million Consumer Pay
Monthly Users
24,000 Data Add-Ons



\$30/m

1.5GB

NZ Carryover Data

300

Carryover Minutes
to NZ & Aussie

Unlimited* Calls
to 2degrees mobiles

Unlimited* Text
to NZ & Aussie

\$40/m

3GB

NZ Carryover Data

400

Carryover Minutes
to NZ & Aussie

Unlimited* Calls
to 2degrees mobiles

Unlimited* Text
to NZ & Aussie

\$55/m

10GB

NZ Carryover Data

**Unlimited*
Calls & Text**
to NZ & Aussie

Family Share

Share your minutes and texts with up to 3 others for an extra \$25 per person per month.

Trade Up

Two years is too long to wait. Get the latest smartphone every year for an extra \$10 per month, for 12 months when you get a new phone interest free.

\$70/m

25GB

NZ Carryover Data

**Unlimited*
Calls & Text**
to NZ & Aussie

Shared Data - Share your data with up to five other 2degrees devices

2degrees and ACN

- Most relevant category in the market
 - 117% of New Zealanders have a mobile phone
- Only 35% of New Zealanders are on account
 - (Global average = 70%)
- Mobile is the biggest growth opportunity the market has ever seen
- You are at the forefront of ACNs growth into the New Zealand market
- Refer Reward Repeat incentive
 - \$10 2degrees account credit for each connection that you do
- Everybody knows someone that knows someone



How do you make it happen?

1. Log onto ACN site
2. Enter your IBO details and customer details
3. Click through to 2degrees online signup
 - Simple process
 - Real time credit check
 - Real time results

NOTE:

Customer must enter details exactly as on their Drivers licence and exactly the same on both the ACN site and the 2degrees site



Top Tips

- Ensure Customers Enter the same Name, Email address & date of birth in your storefront and on the 2degrees application.
- Ensure personal details (e.g. full name) provided on the application matches the Driver's License.
- To pass the 2degrees credit check it is important to make sure details like current residential address, and time spent at current address match official government records and are as accurate as possible.
- If your customer does get stuck and is unable to complete their order, they should call the ACN 2degrees concierge phone line.



2degrees Sign up webinar



- Guides you through each step of the sign up journey
- Provides important information to help your customer sign up with minimum fuss
- Will help you receive your points and residuals as quickly as possible!

**Available via Pacific Compass in
Product Resources - NZ**



Refer Reward Repeat

The more you sell, the more
you get with 2degrees'
incentive scheme

Go to 2dacn.co.nz to register

Get \$10* credit for every Pay
Monthly connection you sign up.
Use the credit towards your plan
and your phone.

*Requires IBO registration at 2dacn.co.nz. If an IBO doesn't procure sales of 2degrees plans they will be liable for the full costs of their 2degrees plan and any phones purchased on our interest free option.

Please enter your details to register

If you have any questions, please visit our [Frequently Asked Questions](#) page.

I wish to be contacted about 2degrees rewards, special offers, competitions and other promotions. Messages may be sent via email or text. You can opt out of these messages by re-registering on this site and un-ticking this box.

I confirm that I have read and accept the [Terms & Conditions](#)



Thank you





Keys to 2degrees success



Constant improvement



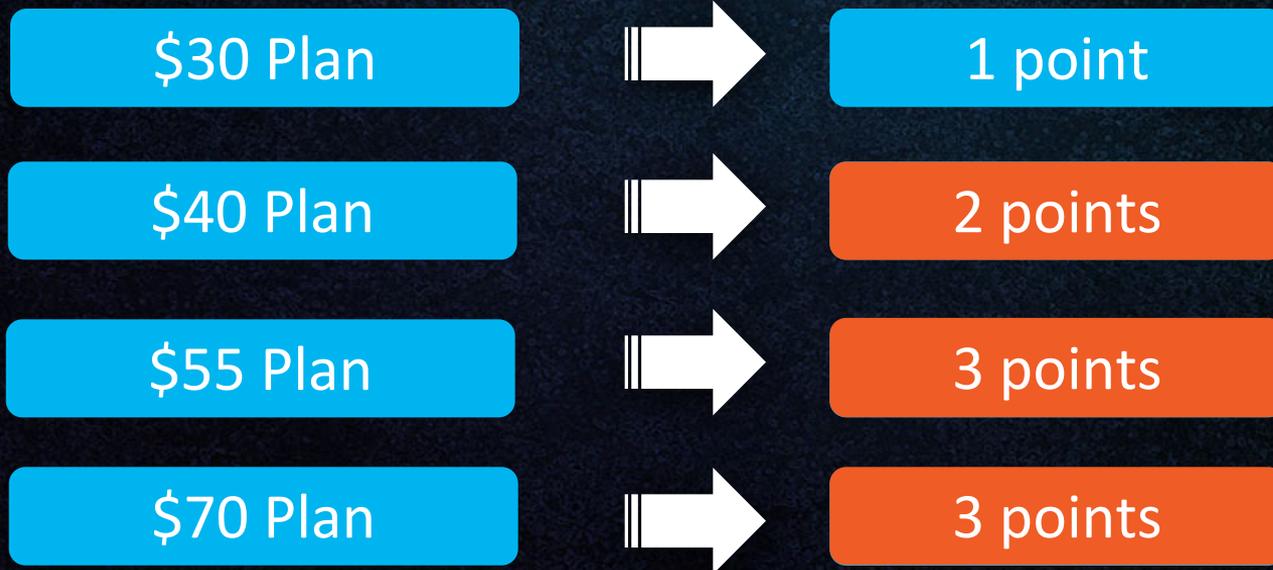
Best in market value



Exclusive Refer. REWARD. Repeat incentive

Mobile voice compensation

- Residual commission up to 24 months
- Commission rate – 50% of monthly plan fee



Bonus
point
promo
Ends 31.1.18

Succeed with the fast-start bonus

New IBO



\$5000

AU products available





Training - Accreditation



Important knowledge required to promote 2degrees



Provides information so you can help customers have a positive sign up experience



Details who you should contact & when if you have queries

Training - Resources

The screenshot displays the ACN Pacific COMPASS website interface. The top navigation bar includes links for Home, Getting Started, Back Office, Resources, Training, Recognition, Events, My Store, Accelerator, News, and a search icon. A left-hand sidebar lists various resource categories, with '2degrees Mobile' selected. The main content area is titled 'Product Resources - 2degrees Mobile' and features a large blue banner with a stylized '2' and four people. Below the banner, a sub-header reads 'All the important information you need to sign up customers to our Mobile plan today.' The page is organized into three main sections: 'Product Essentials' with a bulleted list of links; 'Podcasts & Webinars' featuring a '2degrees Online Sign Up Journey' video; and 'Product Flyers' with a list of promotional offers.

- ✓ Essentials training
 - ✓ Key features & benefits of plans
 - ✓ Sign up process & credit conditions
 - ✓ How to get support from 2degrees
 - ✓ Network coverage
 - ✓ Key selling points
- ✓ FAQs & Tip sheets
- ✓ Claim missing customer/points form
- ✓ Podcasts & webinars
- ✓ Product flyers

www.acnpacific.com/ibo

Resources / Product Resources - NZ/2degrees Mobile

Marketing Resources



Share your data with 5 other 2degrees devices for free

Switch to 2degrees with ACN today

ACN 

Over 1.3 million Kiwis use the 2degrees network across NZ

Switch to 2degrees with ACN today

ACN 

With 2degrees all your unused data and minutes carry over each month and last up to a year

Switch to 2degrees with ACN today

ACN 

Enjoy the freedom of no contracts with 2degrees

Switch to 2degrees with ACN today

ACN 

ACN  Sign up to 2degrees with ACN today

[Click for a quote](#)

Success Tips

- ✓ Customers to always go through StoreFront & enter same details as on 2degrees website
 - Don't use work email on StoreFront and personal email on 2degrees application
 - Don't use different name on StoreFront versus 2degrees application (e.g. customers name & their spouse's name)
 - Date of birth should match on StoreFront & 2degrees application
 - Call ACN 2degrees concierge if can't sign up online 0508 226 002
- ✓ Ensure name is entered correctly (as shown on NZ Driver's License)
- ✓ Only order online (not via 2degrees retail stores – these won't be commissionable sales)

Success Tips

- **All telesales orders** via the ACN 2degrees concierge service will need to be claimed
- **Triple check Order ID** is correct before submitting Customer Claim Form
- **Don't submit multiple claims** for the same customer
- **IBO who signed up customer must submit the claim** – correct IBO contact details important
- **Customer name & email in claim form must match** customer's 2degrees account
- **Look out for emails from ACN Support Team** – sometimes we may need additional information. The faster you respond, the faster we can allocate the order

Finding customer's order ID

Correct customer claim Order ID critical to quickly allocating a missing customer sale.

1. During online sign up on screen
2. By sales agent when ordered over the phone
3. In email confirming SIM and/or handset shipment
4. By 2degrees Customer Care over the phone when requested

Keys to Mobile Success



Use the resources & training material available in Pacific Compass



Make sure your customer signs up online via your Direct StoreFront



Only call ACN 2degrees concierge support number for customer sign-up issues. Do not call 2degrees Care or Sales for support until after your customer is signed up and showing in your Personal Customer List



Missing customer? Wait 3 days before submitting claim form

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2018 Goal Setting

Mark Boonzaier

VP of Sales

Lewis Hamilton

- 4 x World Formula 1 Champion
 - McLaren 2008
 - Mercedes 2014, 2015, and 2017
 - Youngest Formula 1 World Champion in History
- Regarded as the best driver of this generation
- Statistically the most successful British Driver Ever



“I want to be the best driver there has ever been.”

Lewis Hamilton



Goal Setting 101

- Specific
- Measurable
- Achievable
- Relevant
- Time bound



My 2018 goals

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 roadmaps that guide you and show you what is possible....

Jan - March:

ADELAIDE
International Event
March 9-11, 2018

April - June:

July - September:

October - December:

2018 ACN RECORD-BREAKER COMPETITION

Your name:

Your record:



Join our 30 day Record breaker promotion!

1. Simply fill in your record sleeve with the personal record you want to break in 30 days and your name.
2. Take a photo of your record; post to social and tag us with **#ACNRecordbreaker**. We'll share all of them in March and you can vote on the best achievement.

Rules

1. Goal must be quantifiable, eg:
 - **ETT open line production**
 - **Customer acquisition achievement (double your best month)**
 - **Double number of New IBOs**
2. Similar goals will be grouped and the best will be shortlisted
3. Only the top 15 winners will be rewarded



Your reward

30min achievers only meeting with
Co Founder Mike Cupisz

Check in calls with VP of Sales
Mark Boonzaier

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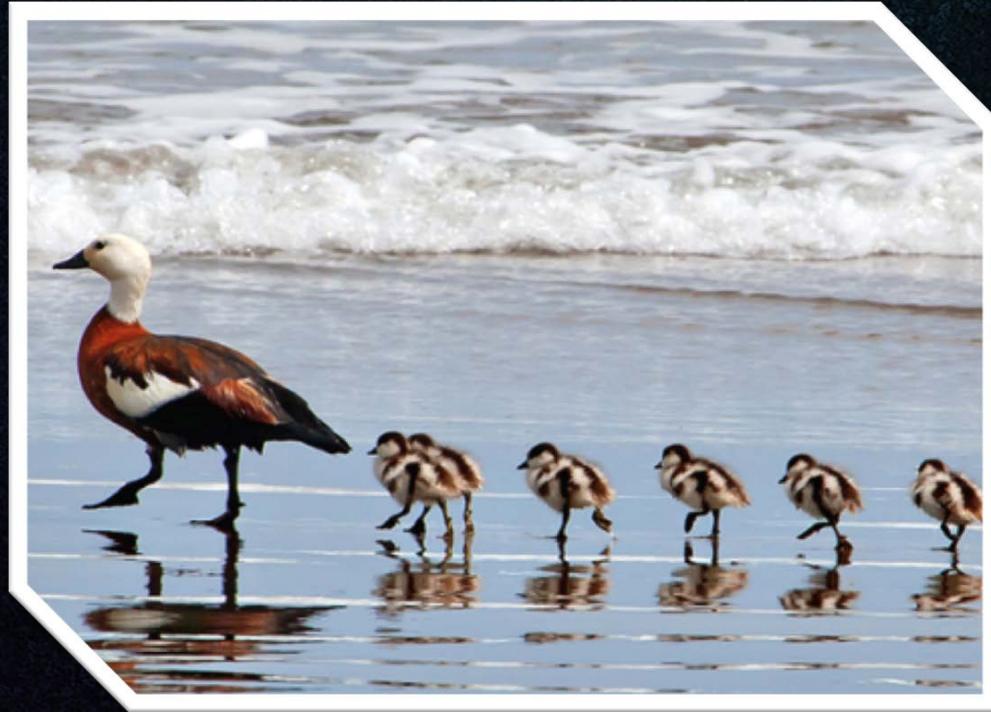


Becoming a leader

Memory Ahec

Leaders lead by example
and their team follows...

Leadership is Influence.



Attributes of an ACN Leader

- **Leaders** are coachable
- **Leaders** constantly work on themselves
- **Leaders** are impeccable with their word
- **Leaders** build relationships
- **Leaders** always share the Vision
- **Leaders** lead by example and do it first
- **Leaders** have a desire to be a professional not an amateur



Leadership is
nothing
about size...
It's an **ATTITUDE.**

Attitude of a Leader

- **Leaders** are always in positive state
- **Leaders** have a selfless mentality and put others first
- **Leaders** have a 'can do' attitude
- **Leaders** create a winning environment for others to develop & learn
- **Leaders** are always striving to be better versions of themselves
- **Leaders** are always solution orientated
- **Leaders** manage their emotions

Skills of a Leader

Leaders quickly learn how to present

Leaders develop the skills to train IBO's

Leaders develop skills of Sorting and Closing

Leaders master promoting events

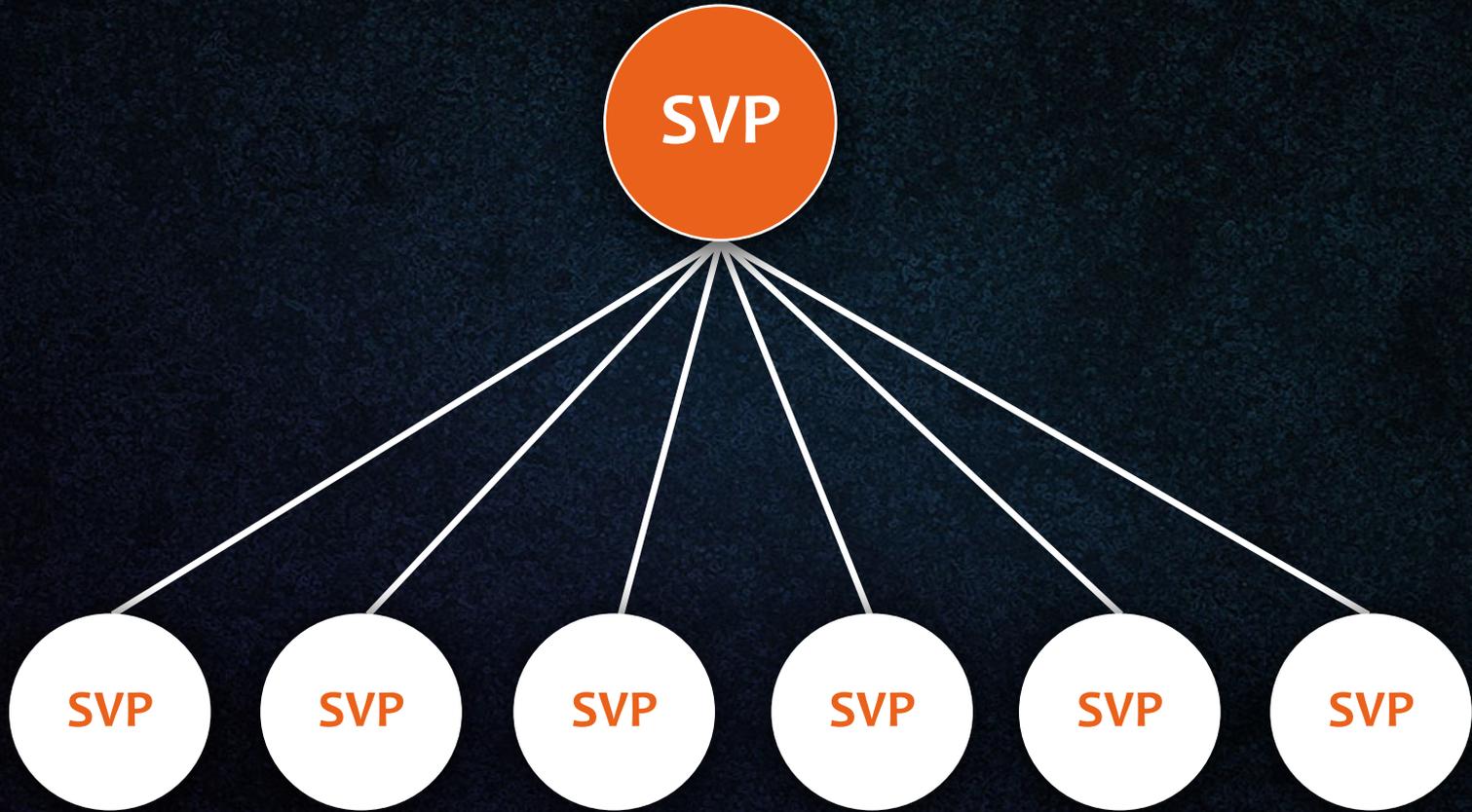
Leaders always stay in Phase 1

ACTIVITY OF A LEADER

A Leader knows the difference
between...

PRODUCTIVITY

BUSY



Call to Action.

1. Make a decision
2. Master the skills to reveal talent in others
3. Put yourself as the anchor of your destiny

- ✓ Dress professionally
- ✓ If you want extra ordinary income you must do extra ordinary things

ATTITUDE OF A LEADERS

- Be excited
- Prepare yourself for success...
- Opportunities never wait for anyone

- Plan your meetings/events
- Promote and confirm a day before

MEETING BEFORE MEETING

- TC AND ABOVE, 3 MINS MEETING
- Introduce guests to other LEADERS/IBO's
- Edify the Speaker

DURING PRESENTATION

- Active participation and **take NOTES**
- Avoid **DISTRACTIONS**
- Questions **AFTER** the Presentation

GET INVOLVED IN THE TRAININGS ENJOY AND LEARN



- Leaders help create a vision
- Share their stories
- One on one



**MOBILE PHONE
A BUSINESS BUILDER
OR
A BUSINESS KILLER..?**

**Is your phone important or
your guest...?**

**LETS CREATE
A WINNING CULTURE
FOR EVERYONE...**

**Think and Act like a SVP
to
attract an SVP in your team...**

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Fast tracking your ACN journey

Aneta Edwards

The 90 Day Game plan



**Pre-
Launch**



**The
Launch**



**Maintaining
Momentum**

1

Pre-Launch

**Momentum starts with
YOU**



Sacrifice and success

STARVE

YOUR DISTRACTIONS

—

FEED

YOUR FOCUS

- Eliminate distractions
- Set priorities
- Determine your rewards

IF YOU FAIL TO
PLAN,
YOU PLAN TO
FAIL

TC Strategy

- 90 Day TC
 - 7 points per day
 - 24 IBO
 - 25 points per IBO
 - PBR PBR PBR

TC Strategy

90 Day TC

7pts a day

OR

1 PBR a day

1 QTT a day

180 Day TC

4pts a day

OR

4 PBRs a week

4 QTTs a week

1 Year TC

14pts a week

OR

2 PBRs a week

2 QTTs a week

2

The Launch

Tracking your Progress

5 Exposures per week
Walking to TC in **9 months**

10 Exposures per week
Jogging to TC in **6 months**

15 Exposures per week
Running to TC **100-120 days**

20 Exposures per week
Sprinting to TC in **less than 90 days**

Daily Method of Operation				
Name				
Week of				
# of Home Meetings				
# of New IBOs				
Part Time IBO	30-50 pts/week			
Full Time IBO	50-200 pts/week			
TC In 90 Days	100-150 pts/week			
TC in 6 months	50-100 pts/week			
Point System				
Activity	Points			
Personally Attend BOM	5			
Personal Guest at BOM	5			
Team Guest at BOM	5			
1 on 1 or 2 on 1	5			
Personal HOME MEETING	20			
Personally Sponsor an IBO	10			
Team Member Sponsors an IBO	10			
QTT - 5 Day Rule	10			
QTT - Week 2-4	5			
Acquire Customer Points	1-4			
10 Customer Pts/week	20			
Team Pre-Reg for Regional or International	10			
Day	Name	Phone Number	Activity	PTS

Day 1-30 Sprint



ALL IN PHASE 1 ACTION

- Personal Recruitment
- Personal Customers
- Promoting Events
- Personal Development

3

Maintaining Momentum

Days 30-90

- Creating a movement – Success Stories
- Promote new ETT/ETL/Customer Acquisition
- Enrol new ETTs in the 90-Day Game Plan
- Raise the standard

Results

- TC, Top 10 TC, RD, or President's Club Member
- 75+ Personal Customer Points
- Crazy momentum and personal growth

YOU are not working until you get...



“A race isn’t won until its over”

Niki Lauda

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Pre-registration promotion price: **\$175**

Valid: Until 3 March (11.59pm AEDT*) 2018

January new IBO promo price: **\$129[^]**

Valid: Join in January 2018 & register in your first 30 days

No refunds, exchanges, cancellations, or transfers

*Australian Eastern Daylight Savings Time

Register at ACNREG.COM.AU

*International
& Event*

MARCH 9-11
2018