

Jumpstart January 2018



Perth

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ACN Overview

VP Of Sales

Mark Boonzaier

Jumpstart January 2018



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Winning in 2018

James Kawai

What does it take to win?



- Self belief
- Visualise

Determine your “why”

Why are
YOU doing
this business?



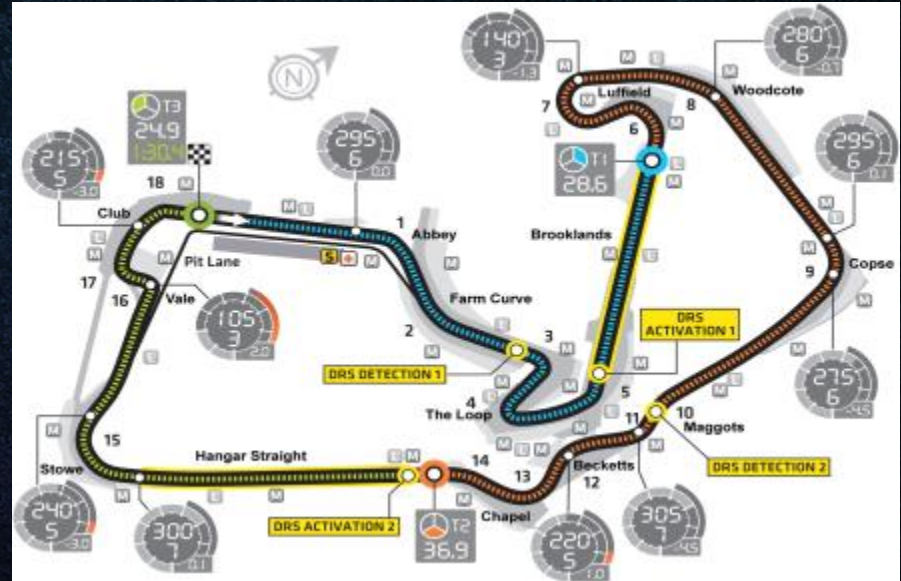
Getting started mindset



- Embrace the process
- Develop the Right Mental Attitude
- Long term vision, short term feelings
- Prepare for Roadblocks and Challenges
- Never Quit

What is your race plan to win?

- Leverage the blueprint
- Be laser focused



Who is in control of your Journey?



Your Accountability



Your Responsibility



Your consistency

YOU HOLD THE KEY!!



**JUMP START YOUR 2018
TODAY!!**

Jumpstart January 2018



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Yashii Sookhee

State Trainer, WA & NT



Vodafone



Topics

- Why Vodafone
- Sales Tips
- Summer Offers
- Devices & SIMO



Why Vodafone - Simple, Transparent & Flexible

- No Lock-In contracts with 12, 24 or 36 Months Interest-free phone repayments.
- Commit to a SIMO for 12 months and double the inclusions.
- Get Loyalty Discounts on plans when you take a phone over 24 and 36 month interest-free repayments.
- \$5 Roaming to more than 55 countries.
- Always double Qantas Points Online



Sales Tips

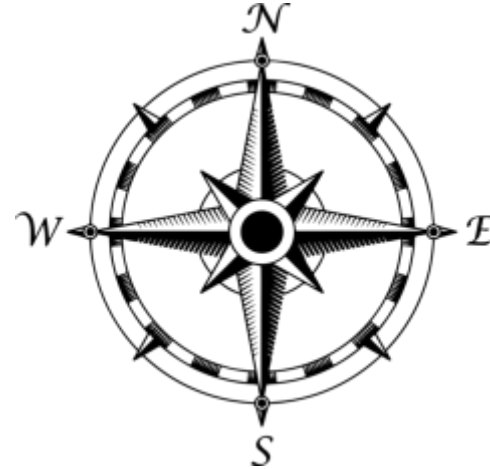
1. Discover all you can about your customer.....



Discover... Understanding the customer

Let's build Rapport with the Discovery Questions

- 🔴 **N** - Next of kin
- 🔴 **S** - Social Activities
- 🔴 **E** - Education
- 🔴 **W** - Work



Discover... Understanding the customer

What information do you need to help find the best solution for our customer?



- 🔴 **T** - Timeline/ contract length
- 🔴 **A** - Authority- who's the decision maker?
- 🔴 **P** - Product Preference
- 🔴 **S** - Spend Level



Sales Tips

2. Sell the cake, not the ingredients







The Vodafone cake

Price

Data

Int'
Minutes

What am I getting, how much is it and who am I taking care of?



Order processing tips.


1. **Process orders via your Direct StoreFront**, not in a Vodafone store, to ensure you receive compensation.
2. Advise your customer to have their **100 points of ID on hand (Medicare Card, Driver's license, Passport etc.)**, as well as their payment details, e.g. credit card or Bank details.
3. Use the dedicated **ACN Vodafone Hotline – 1300 365 898** if the order cannot be processed online. Ensure your customers don't call any other numbers.
4. Advise your customer to **not submit multiple applications** and ensure **details are entered correctly. Never submit an order on behalf of a customer.**
5. Don't put all family members' accounts in the one name.
6. Fill out a Credit Reassessment Form for customers who have been declined.

For more details refer to credit check process on **Pacific Compass**



Summer Offers





Triple Data

Limited time only. Offer ends 30.01.18.

\$80 Red Global M2M

90GB

+ IDD

\$80 Red Data M2M

96GB

\$100 Red Plan

150GB

T&Cs apply



Triple International Minutes

Up to 3000
total
international
minutes

to Eligible Countries, available on selected plans.

Standard International voice mins to these Eligible Countries.



The future is exciting.

Ready?



Limited time only. Offer ends 30.01.18.

The nitty gritty: Triple Minutes: Business customers must have an ABN/ACN. Triple International Minutes to Eligible Countries available to approved new and upgrading customers who sign up to a \$80 12 Month SIM Only Global Plan or a \$60 or \$80 Red Global Plan (for each: 2000 Bonus Minutes, 3000 minutes in total). Calls charged in per minute increments. All international minutes expire after 1 month. Standard voice calls from Australia to Eligible Countries only. Excludes video calls, Premium Services & numbers. Eligible Countries may change, see www.vodafone.com.au/plans/international-calls for list of current countries. Fair Use Policy applies. Bonus Minutes applied months 1-24 if you remain continuously connected. Forfeited if you cancel. Offer not transferrable or redeemable for cash. Plans: Red Plans are only available if you simultaneously purchase a phone from Vodafone under a Mobile Payment Plan (MPP) of 12, 24 or 36 months duration. Minimum Monthly Spend, Early Exit Fees, Total Minimum Costs and further terms and conditions apply to all plans – see Vodafone.com.au for details. Services subject to capabilities, network limitations & customer location. V12886 12.17

Online Exclusive

Score double Qantas Points.

Sign up online to a Global Plan and earn up to 30,000 Qantas Points.

T&Cs apply

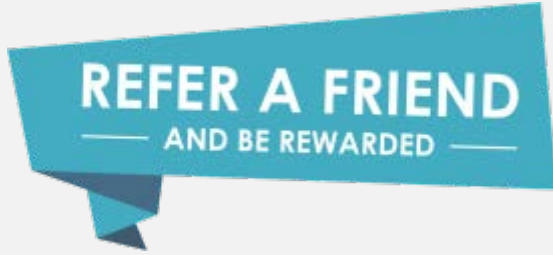
Offer ends 31st Jan 2018

FREQUENT
FLYER 

\$50 Global M2M/12M SIMO
16,000 Qantas Points

\$60 Global M2M/12M SIMO
20,000 Qantas Points

\$80 Global M2M/12M SIMO
30,000 Qantas Points



Save Up to \$250!!!!

Receive **\$25 credit for you and your friend** when you sign them up to Vodafone.

Maximum 10 credits per account

Available on all the following Red plans

- SIM Only Global/Data 12mthplans
- Red M2M plans



Offer ends 30th Jan
2018



Student offer

Receive **10% off monthly access fees** on the following \$30 and above plans

Available on:

- \$30/40/50/60/80/100 Red plans for the length of the MPP contract
- 30/\$40/50/60/80/100 SIM Only 12 month plan for the length of the contract
- \$40/50/60/80/100 SIM Only M2M plans for 12 months



Offer ends
6 March 2018

T&Cs apply



Devices and Plans



iPhone Offers

Offer ends 31st Jan 2018

 iPhone SE
32GB



Bonus
2GB

Price
Drop

\$40.25 /mnth

4GB Data

(\$30 Data plan + 36m MPP)

 iPhone 8
64GB



Bonus
20GB

Save
\$234

\$83.74 /mnth

40GB Data


(\$60 Data plan + 36m MPP)
(Inc. \$6.50 Loyalty Discount)

T&Cs apply



iPad Offers!!!

Offer ends 30/01/2018

 iPad 32GB Gen 5

\$40


per month

7GB Data

(Plan \$45 + iPad \$0 24m
Inc. \$5 Discount offer)



Save
\$168 over
24 Months.

 iPad 128GB Gen 5

\$50

per month

12GB Data

(Plan \$60 + iPad \$0 24m
Inc. \$10 Discount offer)



Save
\$240 over
24 Months.

T&Cs apply



Samsung Devices



Sell as 1 Price Point!

Galaxy Note 8

Triple Data.



\$116.36 /mth
96GB Data
(\$80 DATA plan + 36m MPP)
(Inc. \$2.50 Loyalty Discount)

Galaxy S8



20,000 Qantas Points

\$79.25 /mth
36GB Data
(\$60 GLOBAL plan + 36m MPP)
(Inc. \$8.50 Loyalty Discount)

TAB A



\$26 /mth
3GB Data
(\$30 plan 24 months)
(Inc. \$4 Discount)

+

Offers end 30/01/2018

Total Bundle Price
\$105.25 /mth with **39GB Data**

T&Cs apply





Sell as 1 Price Point!

Mate 10



BONUS
360
Camera

\$70.97
per month
16GB Data
(\$50 plan + 36m MPP)
(Inc. \$4 Loyalty Discount)

Offers ends
30/01/2018

Nova 2i



\$61.86
/ month
16GB Data
(\$50 plan + 36m MPP)

T3 Tablet



(Inc. \$8 Additional Service Discount)
\$22
/ month
3GB Data
24 months.

Total Bundle Price

\$83.86 with **19GB Data**

T&Cs apply



Additional Service offers SIMO Offers

Add to an existing account and Save!!



~~\$40~~
\$36 /mnth
12M SIMO

12M SIMO Plan
15GB Data + 500 IDD Minutes To eligible countries

~~\$50~~
\$45 /mnth
12M SIMO

Data Plan
32GB Data

Global Plan
30GB Data + 16,000 Qantas Points + 1000 IDD Minutes To eligible countries.

~~\$60~~
\$50 /mnth
12M SIMO

Data Plan
52GB Data

Global Plan
50GB Data + 20,000 Qantas Points + 2000 IDD Minutes To eligible countries.





Keys to Mobile success

Promote handset plans over SIM only

Benefits for customers

- ✓ Flexibility to spread handset repayments over 12/24/36 months
- ✓ Better plan value
- ✓ Loyalty discounts locked in for upto 36 months



Benefits to IBOs

- ✓ Up to 4 customer points
- ✓ Compensation paid for up to 36 months
- ✓ A suitable option for everyone
- ✓ You get compensated on undiscounted (higher) plan value



Example: **SIM only**



Example: **With devices**

- ✓ Additional services for family & cross-sell mobile broadband
- ✓ Data sharing

IBO Rewards

- ✓ Up to 2 customer points
- ✓ Points & commissions for up to 12 months (opportunity to upgrade after 12 months)
- ✓ Residuals for maximum 12 months

IBO Rewards

- ✓ Up to 4 customer points for each handset or MBB plan
- ✓ Compensation for up to 36 months
- ✓ New connects residual of 85% for up to 36 months
- ✓ Ease of qualification
- ✓ Great opportunity to boost your points
- ✓ Re-contracting opportunities

Promote the value of Vodafone

Samsung Galaxy S8



\$79.25 p/month over 36 mths

40GB (incl bonus data)

Owned handset



\$85 p/month over 24 mths

16GB (incl bonus data)

Leased handset








\$99 p/month over 24 mths

20GB (incl bonus data)

Leased handset

Information correct as at 15.01.2018

Keys to Mobile Success

-  Use the Mobile Sales Checklist (Pacific Compass / Mobile Resources)
-  Make sure your customer signs up online via your Direct StoreFront
-  Only if customer has issues signing up, call ACN Vodafone line – do NOT call other Vodafone numbers
-  Missing customer? Wait 3 days before submitting claim form
-  Manage customer retention

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2018 goal setting

Mark Boonzaier

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.



Your reward

30min achievers only meeting with
Co Founder Mike Cupisz

Check in calls with VP of Sales
Mark Boonzaier

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



Hollie Jones

General Manager, Australia

Agenda

1. What are the correct businesses to target?
2. Sharing the opportunity: How do you approach a merchant?
3. Submitting a lead is as easy as 1-2-3!
4. What should you expect after submitting a lead?
5. What's new at Anovia?

Sharing Anovia: Who to target?

- Focus on local small & medium sized businesses
- Our top businesses:
 - Restaurants & cafes
 - Salons & barbershops
 - Grocery stores & specialty food markets
- Avoid large businesses/franchises: McDonalds, Priceline Pharmacy, and Woolworths



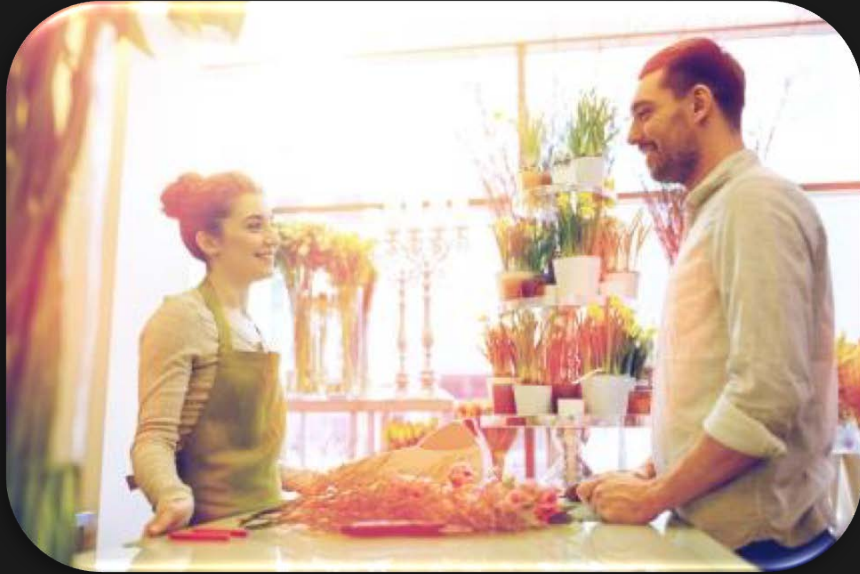
Sharing Anovia: Who to target?

Step 1: Create a list of businesses based on:

- Anyone you know who owns or holds an influential position in a business
- The businesses you frequent – places you eat, shop, or use services

Step 2: Create a 2nd tier list of local businesses that you can start visiting to develop a relationship with the owner and their staff

Sharing the opportunity: How to approach a merchant



Ask if they have 5 minutes to chat?

Ask if they would be interested in a tailored offer on their credit card processing program?

Be sure to let them know...

No cost or obligation to them!

Sharing the opportunity: Your key selling points

- **Price:** Transparent & competitive rates
- **Product:** Variety of product solutions and easy to switch from a previous provider
- **Service:** Personalised service from a dedicated rep
- **Award winning company:** 2017 Global Payments Company of the Year by the ETA



Submitting a lead is as easy as 1-2-3!

- **Step 1:** Take a merchant to the Anovia site via your Direct Storefront where you can click 'Get Started'
- **Step 2:** Fill out the online form with as much information as possible
- **Step 3:** Submit their most recent credit card (or EFTPOS) processing statement



What are your keys to success?

- Work from your warm network of local small – medium sized businesses
- Submit the lead with your IBO info, merchant contact info, and best time to reach them
- Include a credit or EFTPOS processing statement to speed up the process
- Does the merchant have questions? Let them know that an Anovia sales rep will contact them soon

What to expect after you submit

- Be aware that in most cases it may take 2-3- weeks from lead submission to an activated account



- We do the hard work, but you can be the gentle nudge
- Look for emails & calls from our team if they are having a hard time getting a hold of your merchant

Just Remember!

Keep it Simple:

- ❖ Share the Anovia opportunity
- ❖ Submit the lead with 1-2-3 easy steps
- ❖ Stay involved as much as you can for 2-3 weeks after the lead submission

- ❖ You receive points after a signed contract is approved and residual money for every card swiped on that account!

What's new at Anovia?

Move 5000 Terminal



- Much faster transaction times
- Larger font
- Modern look with larger buttons and an easy touch screen

What else is new at Anovia?

- Same-day settlement – weekdays
- Terminal & software updates to improve transaction times
- Faster on-boarding process with a shorter lead submission to activation time

Coming soon!

- Same-day settlement – everyday!

Thank you!



Come visit our
stand & check out
the new terminal!

Anovia
PAYMENTS



Keys to Merchant Services success



We've come a long way in a short time



Anovia does all the legwork – simply pass on details



Residuals for lifetime of customer

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Mark Boonzaier

ACN Pacific VP of Sales



1 in 2 Australians are
able to connect to the
nbn™ network



652,102

homes & businesses
able to connect

nbn™ standalone pricing

PLAN NAME	ACN BASIC BROADBAND	ACN VALUE BROADBAND
PRICE	\$59.95 per month	\$79.95 per month
DATA	100GB	Unlimited* Data
SPEED	Basic Speed (nbn™ 12 speed tier)	Boost Speed (nbn™ 25 speed tier)
DEVICE	TP-Link "N" Modem/Router	
SPEED UPGRADE (per month fee)	<p>\$10 Boost Speed (nbn™ 25 speed)</p> <p>\$20 Turbo Speed (nbn™ 50 speed)</p> <p>\$30 Max Speed (nbn™ 100 speed)</p>	<p>\$10 Turbo Speed (nbn™ 50 speed)</p> <p>\$20 Max Speed (nbn™ 100speed)</p>
CONTRACT (one-off fees)	12 Month \$49 activation + \$53.95 modem and delivery	24 Month \$49 activation + \$0 modem

Best value

nbn™ Broadband customer upsell

\$59.95
per month
ACN Basic
Broadband

100^{GB}

Includes Basic Speed
(nbn™ 12 speed tier)

\$69.95
Per month
ACN Basic
Broadband
+ Speed

100^{GB}

Includes Boost Speed
(nbn™ 25 speed tier)

\$79.95
per month
ACN Value
Broadband

Unlimited* Data

Includes Boost Speed
(nbn™ 25 speed tier)

Add \$10 per month
for Boost Speed upgrade
(nbn™ 25 tier)

Add \$10 per month
for Unlimited* Data

nbn™ bundled pricing

- PLAN NAME
- PLAN FEE
- DATA
- VOICE
- DEVICE
- SPEED
- SPEED UPGRADE (per month fee)
- DEVICE OPTIONS
- CONTRACT (one-off fees)

ACN BASIC BUNDLE	ACN VALUE BUNDLE	ACN ULTIMATE BUNDLE
Best value		Best value
\$69.95 per month	\$89.95 per month	\$99.95 per month
200GB	Unlimited* Data	Unlimited* Data
Unlimited* local & national	Unlimited* local, national & mobile	Unlimited* local, national & mobile Unlimited* International (90 landline + 38 mobile destinations)
TP-Link "N" Modem/Router	TP-Link "N" Modem/Router	TP-Link "N" Modem/Router plus an ACN Phone Adaptor (ATA)
ACN Companion	ACN Companion	
Basic Speed (nbn™ 12 Speed tier)	Boost Speed (nbn™ 25 Speed tier)	
<div style="display: flex; justify-content: space-around;"> <div>\$10 Boost Speed (nbn™ 25)</div> <div>\$20 Turbo Speed (nbn™ 50)</div> <div>\$30 Max Speed (nbn™ 100)</div> </div>	\$10 Turbo Speed (nbn™ 50 speed tier)	\$20 Max Speed (nbn™ 100 speed tier)
\$20 one-off fee ACN Phone Adaptor (Grandstream ATA)		
12 Month \$49 activation + \$53.95 modem and delivery		24 Month \$49 activation + \$0 modem

Bundled nbn™ customer upsell

\$59.95 per month
ACN Basic
Broadband

100GB

Includes Basic Speed
(nbn™ 12 speed tier)

Add \$10 per month
for Unlimited* local calls
plus additional 100GB

\$69.95
per month
ACN Basic
Bundle

200GB

Unlimited
Local/National calls
Includes Basic Speed
(nbn™ 12 speed tier)

Add \$10 per month
for Boost Speed
upgrade
(nbn™ 25 tier)

\$79.95
per month
ACN Basic
Bundle +
Speed

200GB

Unlimited
Local/National calls
Includes Boost Speed
(nbn™ 25 speed tier)

Add \$10 per month
for Unlimited* Data plus
Unlimited Mobile calls

\$89.95
per month
ACN Value
Bundle

Unlimited* Data

Unlimited*
Local/National &
Mobile calls
Includes Boost Speed
(nbn™ 25 speed tier)

Add \$10 per month
for Unlimited*
International
& Digital Phone Adaptor
(included)

\$99.95
per month
ACN Family
Bundle

Unlimited* Data
Unlimited* Local/National
and Mobile calls
Unlimited* International
calls to 90 countries
Included ACN Phone
Adaptor
(nbn™ 25 speed tier)

Compensation Plan

Residual commission – customer life

Commission rate – 50% of monthly plan fee

nbn standalone



3 points

nbn bundle



4 points

Majority of
technologies
available via
ACN



Fibre to the Premises (FTTP)



Fixed Wireless (FW)



Fibre to the Building (FTTB)



Fibre to the Node (FTTN)



Hybrid Fibre Coaxial (HFC)



Satellite



Residential grade service



Suitable for home / home office



Not suitable for businesses
needing 24/7 support

Commit to
selling nbn



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Becoming a leader

Dr Ann McCoy

Ayrton Senna

- *Brazilian Formula 1 World Champion 3 times*
- *Fastest Man in the World*
- *Greatest Formula 1 Driver of all time*
- *Represented best of Brazil. Joy in dark times.*
- *Died @ 34 years old*
- *Changed Formula 1 safety*

Ayrton Senna Leadership

- **CAUSE COULDN'T BE DENIED**, I'm designed to win, each race a gift from God
- **RESPONSIBILITY, HUMILITY & COURAGE** to be you, do what's right and have no regrets
- **FOCUS & 100% FIND A WAY TO WIN** or use experience to expand, learn now, win later
- **COMMIT & TOUCH YOUR LIMITS** – learn about you, find your inner strength, limits change when touched.

Ayrton Senna “Magic”

The leader (You!) is the magic.....

Cofounder Mike Cupisz

Leader

Someone inspired to take action for something they believe in

Others are inspired by the leader to also take action

Ayrton Senna Leadership

TRANSMIT HOPE TO THOSE WATCHING

“No matter what level you’re at you must show great courage & determination, do everything with love and a deep belief in God.

One day you will achieve your aim and you will be successful”.

Leadership is

SHARE VISION: hope & possibility

TAKE RESPONSIBILITY: DOING vs complaining

GRATITUDE: find opportunity in adversity
“What’s right about this?!”

COURAGE & LEARN ON RUN: in PHASE 1

SHOW OTHERS: they can win too

BE YOU! Leadership is not about being perfect!!



Your Leadership Magic!

Where's your leadership at? Be GRATEFUL!

What's your Adelaide target?

Take charge!

What's your next step to make it happen?

TEAM ETIQUETTE

Playing team to achieve an
outcome

Example of Playing Team

Professional environment

- Dress well &
- Be Early

Edification & cross edification

Dear Ann

Thank you for everything you're doing in the AP.

Please remember leaders are not born.

Their self made. 😊

BE YOU!

LEARN while in ACTION,
Have COURAGE,
VISION & GRATITUDE

Leadership is not about being perfect!!

Leaders find a way

*People are always blaming their circumstances for what they are
I don't believe in circumstances*

*The people who get on in this world are the people who get up
and look for the circumstances they want and if they can't find
them, they make them....*

George Bernard Shaw

Call to ACTION

1. **BE YOU, A SELF MADE LEADER** – imperfection is enough - start now, learn from doing.
2. **HAVE COURAGE** – take responsibility, FOCUS & WORK.
3. **DIG DEEP & DISCOVER your hidden strength** – 2 steps beyond what you think is impossible is everything you've been asking for.
4. **ALLOW THE UPS & DOWN** – constantly adjust, get back on track.

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Fast tracking your ACN journey

Michael Canicosa

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**