

YOUR LAUNCH LIST

1. Set up your ACN Business
2. Write down your "Why"
3. Complete your Accreditation
4. Get customer qualified and earn Customer Bonuses
5. Create your own Contact List and set up your first 2 home meetings
6. Acquire Customers
7. Register for the next International Event and attend a Weekly Training

1. SET UP YOUR ACN BUSINESS

Business ID: _____

Password: _____

ACN Personalised Website: _____

Your Upline Leaders

Name: _____

Position: _____

Phone: _____

Name: _____

Position: _____

Phone: _____

2. YOUR "WHY"



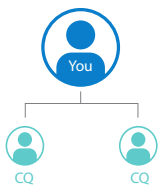


3. COMPLETE YOUR ACCREDITATION

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. New Zealand IBOs must complete the following accreditation:

New Zealand IBOs

- Customer Acquisition Code Training
- 2degrees Accreditation Training
- energyclubnz Accreditation Training

4. GET CUSTOMER QUALIFIED AND EARN CUSTOMER BONUSES

CQ Customer Qualified IBO	ETL Executive Team Leader	RD Regional Director
<p>CQ MUST MAINTAIN</p> <div>  <p>5 Customer Points from at least</p>  <p>3 Services</p> </div> <p>to receive earned position compensation</p> <p>Acquire a minimum of 5 Customer Points from at least 3 services.</p> <p>Eligible for monthly Personal Customer Acquisition Bonuses</p>	<div>  <p>15 Personal Customer Points & 6 CQs in at least 2 legs</p> <p>- OR -</p> <div> <p>50 PERSONAL CUSTOMER POINTS</p> </div> </div>	<div> <p>600 TOTAL CUSTOMER POINTS (Personal and Downline)</p> <p>A minimum of 600 total Customer Points in your team with a maximum of 200 Customer Points per leg.</p> </div> <div> <p>RD MUST MAINTAIN</p> <div>  <p>15 Customer Points</p> </div> <p>&</p> <div>  <p>5 Services</p> </div> <p>to receive earned position compensation</p> </div>

5. CREATE YOUR CONTACT LIST

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

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

[illegible]

SETUP YOUR FIRST TWO HOME MEETINGS

Schedule your meetings and start inviting

Date: _____ Time: _____

**START
INVITING**

When Inviting: Be Natural (Enthusiasm + Urgency = Great Results)

Hi (prospect name), it's (Insert IBO Name) How are you?

Hey, I am just rushing out, but just had to give you a quick call!

I know this is left field, but do you look at other ways of making money in addition to what you are doing right now? (PAUSE for response...Yes...)

Yes, I thought you would! Now you may not know this about me but... (insert your reason why)

I knew that there had to be a better way, and what I found is a company that is expanding here, specialising in new technologies! What I am most excited about is the person leading the expansion I met called.....who is having massive success and *he/ she* is launching into our area.

I don't know how I did it, but I have managed to secure 45 minutes of his/her time and he/she is coming over to my place on (insert date...day...time).

I was thinking of key people, and I thought of you! Can I put you down for coming?

Handling any question from the prospect is to be answered this way only:

"That is a very good question and that is exactly why I have the expert coming over to answer those questions for us. Can I count on you for coming?"

If they can't make it:

"When is the soonest we can get together?"

If they say no:

Move onto the next person on your list of warm market contacts.

6. ACQUIRE CUSTOMERS

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

Acquire 5 Personal Customer Points from at least 3 services and EARN \$100

Refer to ACN's monthly Bonus Promotions to discover how you can earn even more for acquiring customers.

Recommended Services to Offer:

- ☐ 2degrees (1-3 Points)
- ☐ 2degrees Broadband (1-2 Points)
- ☐ energyclubnz (2 Points)



Mobile



Broadband



energyclubnz

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 Mobile, Broadband and Energy Services, would you give me the opportunity

to try? This would really mean a lot to me?



7. Schedule yourself for the next available local training, and register for the next ACN International Event

ACN's International 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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