

How to Become a Qualified Team Trainer (QTT)

Acquire 7 customer points today!!

7 Points = QTT (with minimum of 2 Preferred Services)

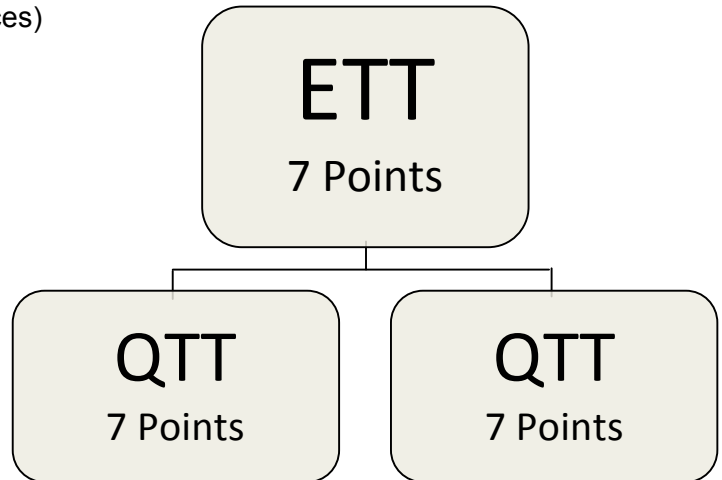
Information and pricing on ALL services can be found at www.myacn.com.

Preferred 2 Point Services:

- Videophone = 2 points
www.myacn.com
- Local/ Long Distance = 2 points
www.myacn.com
- New Cell Phone Contract = 2 points
1-866-629-7757 or www.myacn.com
- Air Card or MiFi = 2 points
1-866-629-7757 or www.myacn.com
- DIRECTV = 2 points
1-800-653-1730 or www.myacn.com
- Dish Network = 2 points
1-866-579-4272 or www.myacn.com
- ADT Home Security = 2 points
1-866-417-3044

Additional 1 Point Services:

- Business Assistant = 1 point (signup through MyACN for reps online)
- Long Distance (business/residential) = 1 point
- Cell Phone Upgrades = 1 point
- Videophone family plan lines = 1 point



ETT is your goal in first 7-10 days!

ETT pays up to \$3,000 in TCAB bonuses AND qualifies you to attend Friday night leadership training!!

Tips:

- Have customers complete a customer survey form (found on www.wealthinstituteinc.com).
- Excitement and urgency = results!
- Ask the potential customer for a HUGE FAVOR, help you out, and switch a service.
- Tell the potential customer you are in line for a promotion which you need to get done today!
- Ask for referrals.

Example Scenarios for Customer Transitioning

- 1.) Verizon/Fairpoint traditional Phone Service => Sign them Up for ACN Local/LD
- 2.) Digital Phone service => sign them up for ACN Video Phone
- 3.) Phone Service & Internet bundle (DSL, FIOS): Sign up for ACN Phone/Internet Bundle
- 4.) Cable for phone and internet: Sign up for Videophone Bundle & Satellite TV

Contact your up-line with questions, they want to help you achieve QTT TODAY!!