

CUSTOMER ACQUISITION

Goals: 7pts in 24hrs (min. 3 Preferred Services)

15pts – 2 Weeks

50pts – 3 Months

All services can be found at: yourname.acndirect.com or myacn.com

PREFERRED SERVICES

- Digital Phone Service, Video Phone = **4pts**
- Digital Phone Service, ATA = **4pts**
- Local/ Long Distance = **4pts**
- Flash Wireless = **2pts** 1-866-629-7757
- New Wireless & Air Cards = **1pts** 1-866-629-7757
- DIRECTV = **2pts** 1-800-653-1730
- Dish Network = **2pts** 1-888-913-9411
- ATT U-Verse TV = **2pts** 1-888-913-9411
- Verizon FiOS TV – **2 pts** 1-888-913-9411
- ADT Home Security = **2pts** 1-866-417-3044
- Vivint Home Security = **2pts** 1-877-479-1668
- Energy (Gas or Electric) = **1 Point**

SMALL BUSINESS

- ACN Digital Talk Express = **2pts/Line**
- Direct TV for Business = **2pts** 1-800-653-1730
- Premium Tech Support = **1 Point**
- Energy (Gas or Elec.) = **1 Point**

ADDITIONAL SERVICES:

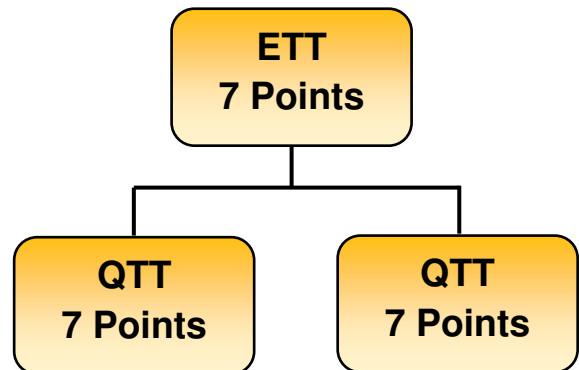
- Business Assistant = **2 pts**
- Internet = **1 point** 1-888-913-9411
- WiMax "Clear" = **1 point** 1-800-305-9788
- Premium Technical Support = **1 point**
- ACN Mobile World = **1 point**
- Cell Phone Extension/Renewal/Upgrade = **1 point**
- Additional Family Plan Lines for Cell Phone Plans = **1-2 pts**
- Additional Family Plan Lines for Videophones = **1 point**

CUSTOMER ACQUISITION SCRIPT: FAVOR HELP TRY

Would you do me a huge favor? I just started a part time Telecom business and I'm doing some market research. I'm trying to get a feel for what people are paying for their telecom services. Could you do me a huge favor and take 5 minutes to take a quick survey with me? (**INTERVIEW ON PHONE OR IN PERSON**) If I find some areas where you are paying too much I will get back to you with all the information. Your business would really help me _____ (insert your WHY again).

INTERVIEW THEIR SERVICES WITH THE SURVEY!!!

Call your Upline ETT, ETL or TC; before you call ACN, for Any Questions or Assistance, they want to Help YOU!!!



ETT is your Goal first 7-10 Days!

Qualifies you for \$100-\$3000 in TCAB bonuses AND qualifies you to attend Friday Night Leadership Training!

INVITING SCRIPT

1. Do you look at other ways of making Money?

Hi _____. Do you have a minute? (Wait for response)
Do you look at other ways of making Money?

2. Insert YOUR Why. WHY you are doing ACN.

(To get out of debt, start a college fund; retire a parent/spouse, etc.)

I looked at my situation and I realized that doing what I'm doing right now is not going to get me where I want to be in the next 3-5 years. So I started looking for something.

3. New Technologies

I've found a company that deals with New Technology & Energy.

4. Edify Speaker

And I've met an individual named _____ who is expanding his business in our area, and having tremendous financial success; this person is going to be at my house at date/time to show me and a small select group of people exactly what he is doing. Can I put you down as coming?

5. Confirmation Call

Someone from his/her office will be giving you a call just to confirm the appointment.

Confirmation List needs to be given to the presenter no later than 24hrs prior to the meeting: Name of Guest, Cell Phone #, Occupation, Relation to you and Your Address

For ALL Questions:

Answer: I don't know all the details, but here is what I do know. She/he will be over at my house at date/time to explain this business to me and you. The reason I was calling you, was to help me evaluate it. Can I put you down as coming?

-For ALL "A" LIST contacts or someone who has done Network Marketing before, read script, then 3-way them on with the presenter.

Note: Do not call your contacts without first role playing with your mentor or upline ETT.

PBR Checklist

1. "ACN" DVD Ready
2. Phones off the hook
3. Cool room temperature
4. Kids in bed/with babysitter
5. Pets outside or someplace quiet
6. Documentation on the table: Success From Home, ACN DVDs, etc
7. Pens & Clipboards/something to write on
8. 3 Forms on Clipboard: 1-10 Overviews **IN COLOR**, IBO Agreement and Training Flyers
9. Customer Surveys
10. Sign in Sheet
11. Refreshments (NO alcohol), Light Snacks
12. Upbeat Music Before & After the Presentation

*******MOST IMPORTANTLY, BE EXCITED and HAVE FUN!!!*******

Sunday Night Call - 8:00PM EST 646-519-5800 x 61072 overflow 212-461-5800