

BRISBANE
MARCH 21-23 2014

The ACN System

ABOVE
& BEYOND

**Recruiting people
is instant!**

**Enrolling people
is a *process!***

BRISBANE

MARCH 21-23 2014

ABOVE
& BEYOND

Steps to success...

SUCCESS



- BOM – Business Opportunity Meeting
- QST – Quick Start Training
- Saturday Training
- Regional Training
- Leadership Training
- ACN International Events

1-10 Presentation & Business Opportunity Meeting (BOM)

BRISBANE

MARCH 21-23 2014

ABOVE
& BEYOND

Presenting the 1-10

- When playing the company video, having someone presenting the 1-10 is optional
- However, someone should still open the meeting to edify the person presenting after the video
- The 1-10 is the ideal place to train up-and-coming presenters

Timing is important

The presentation (Weekly BOM) combined with a Quick Start Training (QST), should be done in 60 minutes or less

BOM needs to be 35–40 minutes maximum!

3-5 minute break between BOM and QST to sort the room. Breaking is optional!

Testimonials

Testimonials should be a part of the weekly BOM

1 minute in length

To show different backgrounds for relating purposes

There should be NO formal (BOM) presentation on Saturday! The main focus on Saturday is TRAINING

Quick Start Training (QST)

BRISBANE

MARCH 21-23 2014

ABOVE
& BEYOND

Steps covered during the QST:

- Goal
- Online IBO Agreement
- ACN Direct Storefront Customer Acquisition
- List and contacting your list
- Presentation
- Training

Time: 10 – 12 minutes

Goal



ETT

T-CABS

Quick
Start
Bonuses

Importance of Direct Storefront

Explain the Online IBO Agreement and the ACN Direct Storefront

Every new prospect should understand this immediately

The screenshot displays the ACN website interface. At the top, the ACN logo is visible in a blue header bar, followed by a search bar and the text "Australian Products and Services". The main content area features a large image of a smiling woman on a mobile phone. To the right of the image, the text reads "Phone Services" and "Convenience, choice and big savings". Below this text is a row of icons representing various services: a lightbulb, a smartphone, a landline phone, a globe with a Wi-Fi symbol, a laptop with a globe, and the NBN logo. A red navigation bar at the bottom contains the text "ACN Online Store" and "Browse All Products >". Below the red bar are icons for international regions: Australia, New Zealand, United States, Canada, South Korea, and Europe. On the right side of the bottom section, there is a "Contact Me" link with the text "to find out how you can have your very own online store."

List

Tell new prospect why they should create a list

Train new IBOs on how to contact their list, and what to expect – “apples”



Presentation

Tell them to plug into
the system

Promote the next BOM
and Saturday Training



BRISBANE

MARCH 21-23 2014

Saturday and weekly training

ABOVE
& BEYOND

Saturday and weekly training

Saturday training
starting time: 10:00 am

Total time to complete
training: *2 hours*

Dedicate 45 minutes
to *customer acquisition*



Steps covered in training

- Getting started - *mindset and goals*
- Compensation Plan
- 24 Hour Game Plan - *examples of all presentations*
- Customer Acquisition
- Recruiting - *piquing, tools and the system*
- TEAM etiquette
- Promoting Events - *vision, promoting the next Event*

Testimonials and training

Testimonials should be included in the Saturday Training

Why? Facts tell / stories sell

Testimonials should be spaced to support the training



Recognition and training

Recognition will be a part of the Saturday Training

All recognition is to support customer acquisition and ETT / ETL achievement

Recognition of TCs and higher should be for edification purposes

Regional Training

BRISBANE

MARCH 21-23 2014

ABOVE
& BEYOND

Regional training

Every 4-6 weeks, depending on the area



Regional training

Covers same topics as Saturday Training, but more detail

- Getting started - *mindset and goals*
- Compensation Plan
- 24 Hour Game Plan - *examples of all presentations*
- Customer acquisition
- Recruiting - *tools and the system*
- TEAM etiquette
- Promoting Events - *vision, and promoting the next event*

Regional training

Testimonials should be included in the Regional Training

Testimonials should be spaced to support the training



Regional training

Recognition will be a part of the
Regional Training

All recognition is to support customer
acquisition and ETTs and higher...

New promotions of TCs and higher
should be a big deal

Leadership Training

BRISBANE

MARCH 21-23 2014

ABOVE
& BEYOND

Leadership training

Scheduling
is optional

Can be combined
with Regional
Training or can be
a special stand-
alone training



Leadership training

People must qualify to go:

- ETL or higher
- 20 Customer Points or 10 Personal Customers

NO EXCEPTIONS!

Leadership training

Steps covered during a Leadership Training:

- How to do a Presentation
- How to do a Training
- How to create momentum - *monitoring your numbers*
- How to promote, edify and why
- Mindset - *how to solve problems, and long term vision*