

1. Sign up as an ACN Independent Business Owner (IBO) by completing an IBO Agreement at acnpacific.com.au/aujoin

2. Obtain your Business ID and Password

Once you sign up online, your Business ID will be emailed to you.

Go to ACN Pacific's website at acnpacific.com and click on "IBO Back Office" in the top right corner.

You will then need to select "First Time Login" to create your password.

3. Complete your "10 steps to success"

On IBO Back Office homepage, select "Start here – Setting up a successful ACN Business starts with 10 easy steps to follow" button. Completing these 10 steps will help you to get your business off to a strong start.

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MY DETAILS

Business ID: _____

Storefront URL: _____

My start date: _____

My 30th day: _____

4. Define your "WHY"! When you have a strong enough reason why you're doing ACN, then everything is possible!

YOUR WHY

5. Complete your IBO Accreditation

Completing accreditation is a great way to learn about the products and services you are selling with ACN, and is a requirement under the terms of your IBO Agreement.

There are three different accreditations that IBOs should complete:

- ✓ ACN Customer Acquisition Code: acnpacific.com.au/ibo-accreditation
- ✓ Vodafone Accreditation Training: www.acnpacific.com/Vodafoneaccreditation/
- ✓ Energy Accreditation Training: www.acnpacific.com/ibo-energy-accreditation

6. Set yourself a goal, i.e. earn Executive Team Trainer (ETT) in your first 30 days

Qualified Team Trainer (QTT)	
<p>7 Personal Customer Points from at least 4 Services</p> 	<p>To become a Qualified Team Trainer you must have a minimum of 7 Customer Points from at least 4 Services.</p>
Executive Team Trainer (ETT)	Executive Team Leader (ETL)
<p>You 10 Personal Customer Points from at least 4 Services</p> 	<p>You 15 Personal Customer Points from at least 4 Services</p> 
	
<p>You must have a minimum of 10 personal customer points from at least 4 services</p>	<p>You must have a minimum of 15 personal customer points from at least 4 services</p>

See Compensation Plan for full details and terms and conditions

7. Create your warm market contact list

1.	6.	11.
2.	7.	12.
3.	8.	13.
4.	9.	14.
5.	10.	15.

8. Invite people from your warm market contact list to attend your first Private Business Reception (PBR).

Use the below example of an **inviting script**

Hello (*name*),
 I just saw a business that I'm very interested in. It may or may not be for you, however I'm having a few of my closest friends over to take a look at it.
 We're getting together at (*Time / Location*). Would you do me a favour and stop by?

Hello (*name*),
 I just saw a business that I'm really excited about and trust me; I know you are going to want to hear about it! I'm having a few of my closest friends over to take a look at it.
 We're getting together at (*Time / Location*). Can you make it?

If they ask questions:

"I was just introduced to it myself, so I'd rather not try to explain it. But I can tell you this – it's a business opportunity. You really need to see this in person to really understand it. Would you do me a favour and stop by to take a look?"

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

9. Understand the PBR essentials

PBR Checklist	Role of a PBR host
<ul style="list-style-type: none"> ✓ Opportunity video queued and ready to play ✓ 1-10 Opportunity Overviews printed ✓ Home & Business Customer Survey Forms printed ✓ Pens and writing pads available ✓ Upbeat background music playing ✓ Light refreshments (no alcohol) ✓ Minimise distractions – children in bed or with a babysitter ✓ Positive attitude ✓ Have fun! 	<ul style="list-style-type: none"> ✓ Never cancel a PBR ✓ Introduce and edify a speaker ✓ Never interrupt the speaker ✓ Talk to guests with confidence and excitement ✓ Answer questions truthfully and honestly ✓ Collect completed Survey Forms ✓ Follow up with guests the next day – either get them as a customer or sign them up as an IBO and get them to the next event!

10. Customers are very important!

To reach your goal positions, you must acquire customers. Your initial customer sources:

1. Friends and family
2. Prospects who are not interested in the ACN Opportunity or have not yet joined ACN
3. Yourself

Use the below example of a **Customer Acquisition Script**

Do you have a minute? Can you do me a HUGE favour?

I am about to qualify for a promotion with the company I represent that offers home and business services, like Broadband, Phone, Mobile, Energy and Home Security services, and all I need is to get a few more customers by midnight tonight.

I can offer you a service that you're already using, for the same or better value and quality!

Would you do me a huge personal favour, help me out and give the services a try? It would mean a lot to me!

11. Register for the next event!

- Saturday trainings / regional meetings: www.acnpacific.com/ibo/events/regional-events
- International Events: acnreg.com.au