

10 DAY GAME PLAN

5 STEPS TO SUCCESS

NAME:

TEAM ID:

NEXT-GEN

TEN DAY GAME PLAN CHECKLIST

- | | | |
|--------|--|--------------------------|
| Step 1 | CUSTOMER QUALIFIED within 24 HOURS | <input type="checkbox"/> |
| Step 2 | Book a PBR (Private Business Reception) | <input type="checkbox"/> |
| Step 3 | Complete a names LIST | <input type="checkbox"/> |
| Step 4 | Attend your first Quick Start TRAINING | <input type="checkbox"/> |
| Step 5 | REGISTER for the next INTERNATIONAL EVENT! | <input type="checkbox"/> |

10 DAY GAME PLAN

IBO Back Office– www.acn.com

BUSINESS ID: _____

PASSWORD: _____

Personal Online Website http://_____acnibo.com

Accreditation: <https://www.acnpacific.com/ibo/training-and-accreditation/>

Training & Support

Team Website – www.tg8.com.au

Pacific Compass: <https://www.acnpacific.com/ibo/>

Monday Night Team Call – 8:30pm AEST - <https://zoom.us/j/4975008024>

Determine your “WHY”



Step 1- Customer Qualified: 3 Services (CQ = 7 Points)

<p>Start Date: _____</p> <div style="text-align: center; border: 1px solid black; border-radius: 50%; width: 60px; height: 60px; margin: 0 auto; display: flex; align-items: center; justify-content: center;"> YOU </div>	<p>Personal Residual Income</p> <p>1-29 pts – 1% 30-49 pts = 3% 50-74 pts = 5% 75+ pts = 10%</p>	<p>4 Point Services</p> <ul style="list-style-type: none"> Mobiles 24 or 36 >\$80.00 Home Bundle NBN Bundle <p>3 Points Services</p> <ul style="list-style-type: none"> Home/Business Phone Mobile – 24 or 36m > \$50- \$79 Click Business Electricity <p>2 Points Services</p> <ul style="list-style-type: none"> Mobile – 12 Months >\$30 Mobile – 24 or 36 > \$30-\$49 Business Electricity Home Security YBA – Your Business Assistant Click Electricity or Gas <p>1 Point Service</p> <ul style="list-style-type: none"> Merchant Services < \$10000 	<p>Customer Sources: <u>Yourself</u></p> <table style="width: 100%;"> <tr> <td>Service 1:</td> <td>_____</td> <td style="text-align: right;">Pts</td> </tr> <tr> <td>Service 2:</td> <td>_____</td> <td></td> </tr> <tr> <td>Service 3:</td> <td>_____</td> <td></td> </tr> <tr> <td>Service 4:</td> <td>_____</td> <td></td> </tr> <tr> <td>Service 5:</td> <td>_____</td> <td></td> </tr> <tr> <td style="text-align: right;">Total</td> <td>_____</td> <td></td> </tr> </table>	Service 1:	_____	Pts	Service 2:	_____		Service 3:	_____		Service 4:	_____		Service 5:	_____		Total	_____	
Service 1:	_____	Pts																			
Service 2:	_____																				
Service 3:	_____																				
Service 4:	_____																				
Service 5:	_____																				
Total	_____																				

Step 2- Book PBR (Private Business Reception – Home Meeting)

Date: (D/M/Y)	Time	Address
(Back up)		

Step 3- Names List - Invitation (Next Page)

GRAND OPENING! Invite 50 People 50 invites ➔ 10-20 people show up ➔ Result – Potential Customers or IBO’s
Write a list of 100 first names. Focus on “A Player’s” (business owners, successful people, network marketing experience) DO NOT pre-judge anyone!!

Name	Number	Name	Number
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
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_____	_____	_____	_____
_____	_____	_____	_____

STEP 4- Quick Start Training

Event Details for NSW \ VIC \ QLD \ SA \ WA - <http://www.tg8.com.au>

Dress Code : Business Attire

Step 5- Register for Gold Coast INTERNATIONAL EVENT*** 27th – 29th September

Register for the next International EVENT. These events will put you 12-24 months ahead of people who don’t attend.

www.acnreg.com.au

Customer Acquisition Script

Hi..... Do you have a minute?

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 just started a part time business from home helping people save money on their monthly bills

If I could match or save you money on your electricity, gas, mobile or internet bill would you give me the opportunity to **TRY?**

This would really mean a lot to me!

Thank you so much.

(**Straight to Survey Questions**)

INVITING SCRIPT

1. **Do you look at other way of making money?**

Hi _____ Do you have a minute? (wait for response)!
Let me ask you something, Do you look at other ways of making money?

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

(to get out of debt, start a college fund, retire a parent/ spouse, etc)
I looked at my situation and I realised that doing what I am doing right now is not going to get me where I want to be in the next 3-5 years. So I started to look for something.

3. **New Technologies!**

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

4. **Edify Speaker!**

I'm excited because I met an individual having great financial success and expanding a business in our area.
I got him\her to come to my house on (**day & time**) to show me and a few key people exactly what he/she's doing. Can I count you in for 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, Phone Number, Occupation, Relation to you and Your Address

QUESTIONS / OBJECTIONS

Answer: I don't know all the details, but here is what I do know. He / she 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 for coming?

PBR CHECKLIST

1. ACN Video Presentation ready (<https://vimeo.com/106890966>)
2. Phone off the hook
3. Cool room temperature
4. Children in bed / with babysitter
5. Pets outside or someplace quiet
6. Refreshments (NO alcohol), light snacks
7. Sign In Sheet
8. Pens & clip boards / something to write on
9. Documents on the table: Magazine
10. 5 forms on clipboard: 1-8 Overview **IN COLOUR**, Training Flyer, Customer Surveys, IBO Agreement (sample) & Quick Start Bonus (Download - <http://tg8.com.au/>)
11. Upbeat music before & after the presentation

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