



# Launching Your Business

The most important things you can bring to your ACN Business are:  
Work ethic, hunger, commitment, and the ability to be coachable!

## Laying the Foundation

Welcome to our ACN Family! First up, let's start with some key points to understand before succeeding in ACN.

- 1 Joining ACN is like joining the gym;** results require more than a membership. At some point, we have to jump in and get sweaty – you can't pay someone else to do your push-ups! We are each responsible for our own success (or failure) based on what you do (and don't do) consistently. Also, just like Personal Trainers at the gym, you are surrounded by people who are happy to share their advice and you can greatly speed up your results by copying those you see who have the results you desire.
- 2 We're all a little dependent in the beginning,** but aim to master the knowledge required to become independent. We all know the proverb 'Give a person a fish and you feed them for a day. Teach them how to fish, and you can feed them for a lifetime'. We want to help you duplicate the skills required to not just reach your own goals, but help others in turn.
- 3 Success at anything can come with more ups and downs than a roller coaster;** the key to not being a fatality is not to jump out midway through the process. Relationships, jobs, even our health, all have good and bad days – expect and accept this upfront and your resilience will put you in the top 5% of the most successful people in the world! Surround yourself with people who are on the journey with you and hang on for the thrill of a lifetime. It may not be easy, but 100% it will be worth it! Also, make yourself accountable; if you say your Reason Why (below) is important to you, should your fellow roller-coaster mates see you trying to jump off the wagon, do you want them to remind you why you said you started?



### My Reason Why...

**Plank analogy:** If I placed a plank across the floor and offered you \$20 to cross it, easy money, right? If I put the same plank 100 stories high between two buildings with crosswinds, you wouldn't consider it for a million dollars. However, if your child or loved one was on the other side, and the building was on fire, you wouldn't even think of money, you would be over and back before you even thought about it. **A strong, emotional Reason Why is the secret to doing what's required to cross over to your success!**



My Reason(s) Why:

**Make it SMARTER:**

- Specific?
- Measurable?
- Achievable?
- Realistic?
- Time-bound?
- Exciting?
- Reachable Steps?

### My Support Team

	ETT	ETL	TC	RD	RVP
Name:					
Phone:					
Add on Facebook:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Your support system also includes Weekly Conference Calls, Social Media and Events!

Sunday Pacific Call: 8:45 pm\*  
03 8672 0100  
Pin: 510574#

Weekly Training: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

ACN Tribe



When looking for answers, start with your ETT & ETL. Also, don't forget your Back Office, IBO Support, and [www.PacificCompass.com.au](http://www.PacificCompass.com.au)

- |   |  |
|---|--|
| 1. Complete IBO Registration <input type="checkbox"/> | 2. Join WinnersWorld email list <a href="http://www.winnersworld.com">www.winnersworld.com</a> <input type="checkbox"/>    |
| IBO#: _____ Password: _____ Start Date: _____         | 3. Register for next International Event <a href="http://www.acnreg.com.au">www.acnreg.com.au</a> <input type="checkbox"/> |
| Store: _____ .acndirect.com                           | 4. Register for Back Office Pro (YBA) (recommended) <input type="checkbox"/>   |

Log into you IBO BackOffice at [www.myacn.acninc.com](http://www.myacn.acninc.com)

**"Expect a Learning Curve. Expect problems to test you. If success was easy, you would already be financially free by now."**

# The Building Blocks

Time to roll up our sleeves and get into what we call **Phase 1 activity** – proactively Building Your Business! Private Business Receptions (PBRs) are the secret to rapidly growing your business.

PBR Date 1: \_\_\_\_\_ PBR 2: \_\_\_\_\_ How many names are on your list already? \_\_\_\_\_ (Now Double it!)

Hi (prospect name), it's (your name) How are you? I am just rushing out, but had to give you a quick call!

Do you look at other ways of making money in addition to what you are earning right now? <Pause>

Yes, I thought you would.

You may not know this about me (insert strong honest Reason Why) \_\_\_\_\_

I started looking for smarter ways of making money and I have found a company that specialises in technology, energy and EFTPOS! I am really excited about the person I met called ..... who is having massive success and he/she is launching into our area.

I don't know how I did it, but I have him/her coming over to my place on (day/date/time).

I would love for you to come over and spend 30 minutes to hear his/her plans for expanding here in this market and how we can capitalise on it. I was thinking of key people, and I thought of you!

Can I put you down for coming?

Yes, great! It will be at (address, date and time). I will sms you the details so you have them on hand. I've already told him/her a little bit about you, and I know he/she is looking forward to meeting you so you can expect a call from his/her office in the next day or so to confirm.

**TIPS: This script is the wording that works! But you don't want it to be a script, make it natural:**

1. Write it by hand
2. Practice in the mirror
3. Practice on your mentors

Making a List Video



[www.bit.do/ww-list](http://www.bit.do/ww-list)

## Questions:

### What is he/she going to talk about?

He/She will talk about his/her expansion plans for this area, I have always respected you in business and your professional opinion... can I put you down for coming?

Yes, great! It will be at (address, date and time). I will sms the details so you have them on hand. I know he/she is looking forward to meeting you so you can expect a call from him/her or his/her office in the next day or so to confirm.

**Successful Inviting = Excitement + Urgency + Conviction - It's not what you say, it's HOW you say it!**

## What to Expect at your PBR:

Watch PBR Nation Video



[www.bit.do/pbr](http://www.bit.do/pbr)

### PBR Preparation Checklist:

- ✓ DVD or Youtube links ready to play
- ✓ Overview sheets in colour
- ✓ Survey forms and pens (clipboards)
- ✓ ASPIRE Magazines
- ✓ Upbeat background music before & after
- ✓ Light refreshments
- ✓ No possible distractions: kids, pets etc.
- ✓ Positive attitude and have fun!

### Your Role as the Host:

- Never cancel - Someone's always coming
- Audio and Video tested beforehand
- Introduce and edify the speaker (from notes) state your confidence and excitement in intro
- Never interrupt the speaker
- Upbeat music IMMEDIATELY at end of 1to10 close
- Collect completed survey forms and IBO agreements
- Launch Preparation documents for new IBO's
- Follow up with guests the next day! Get them as a Customer or get them to the next event

**72-hour Coaching Call:**  
Date/Time: \_\_\_\_\_

72hr Call Video



[www.bit.do/72call](http://www.bit.do/72call)

The purpose of the 72-hour call is to provide crucial coaching 3 days before your PBR so you get GREAT results

## Repeat, Repeat, Repeat:

Commit to having multiple PBR's over the first 90 days of your business. This is your fastest route to success in ACN! Help your new team members duplicate in THEIR loungerooms.

# Steps to Success

1 Your first step is to **Qualify your online store** to earn residual income. Requires **7+ Personal Points from no less than 4 services**. Recommended within 24 hours of joining, and can be a mixture of yours and your friend's services

## My first 30 points:

Name	Service	Points	Tally	In
				<input type="checkbox"/>
				<input type="checkbox"/>
				<input type="checkbox"/>
				<input type="checkbox"/>
				<input type="checkbox"/>
				<input type="checkbox"/>
				<input type="checkbox"/>
				<input type="checkbox"/>
				<input type="checkbox"/>
				<input type="checkbox"/>


Mobile:	1 - 4 points
Mobile Broadband:	1 - 4 points
Broadband Bundle:	4 points
NBN no Landline:	3 points
Security:	2 points
Residential Elec:	1 point
Business Elec:	2 points
Gas:	1 point
Merchant:	1 - 3 points
Backoffice Pro (YBA):	2 points

(refer to ACN compensation plan for details)

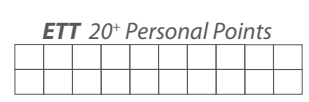
➤➤➤ **Accreditation (Home work):** Within first 30 days or less complete your 3 accreditations in your back office.

Vodafone accreditation       Energy accreditation       General accreditation

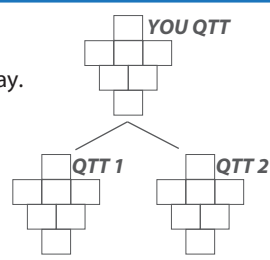
➤➤➤ **Start your Personal Growth Journey** Over your first month read the book **Go Pro** by Eric Worre or listen to the audio book for free on Spotify (recommend doing both). Ask your leaders what books they recommend after that.



2 **Executive Team Trainer.** 1 – 2 Successful PBR's is the quickest way. Recommended within 7 days.



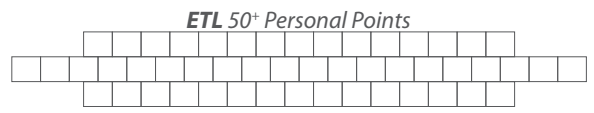
OR  
Start your Team  
21+ Points



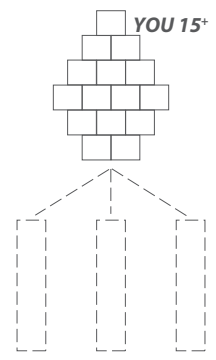
ETT's earn \$30 Customer Acquisition Bonuses (CAB's)

Keep track of your Customers in your Personal Customer List (PCL), part of your back office and colour the squares as you progress.

3 **Executive Team Leader.** Successful PBR's is the surest way. Strive for 2 – 3 weeks time frame.



OR  
Build your Team  
50+ Points



ETL's earn up to \$100 CAB's

75+ Make this your goal to earn all possible income!  
**PERSONAL POINTS**

75+ Points A Must!  
[www.bit.do/75Plus](http://www.bit.do/75Plus)

**Special Monthly Fast Start Bonus** Total of Extra \$ \_\_\_\_\_

\$ _____ Deadline: _____ Acquire _____ Personal Points Acquire _____ Team Points (includes personal points)	\$ _____ Deadline: _____ Acquire _____ Personal Points Acquire _____ Team Points (includes personal points)
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\*EARNED POSITIONS AND CUSTOMER ACQUISITION BONUSES (CAB's)

QTT Qualified Team Trainer	ETT Executive Team Trainer	ETL Executive Team Leader	TC Team Coordinator	RD Regional Director	RVP Regional Vice President	SVP Senior Vice President
7 Points	20 Points	50 Points	600 Team Points	3+ Teams	4+ Teams	6+ Teams
	Customer Acquisition Bonuses up to \$30	Customer Acquisition Bonuses up to \$100	Customer Acquisition Bonuses up to \$300	Customer Acquisition Bonuses up to \$380	Customer Acquisition Bonuses up to \$450	Customer Acquisition Bonuses up to \$470
					Eligible for Annual Retreat	Eligible for President's Club Retreat

Importance of Events  
[www.bit.do/acnevent](http://www.bit.do/acnevent)

**International Events are the Fastest Route to the Top!**  
[www.acnreg.com.au](http://www.acnreg.com.au)

\*See ACN Compensation Plan for full details