



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?

Foundation Video



www.bit.do/ww-foundation



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!**

Watch 'Why' Video



www.bit.do/ww-why

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"/> |

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 



Are You Ready?
bit.do/ww-ready

When looking for answers, start with your ETT & ETL. Also, don't forget your Back Office, IBO Support, and www.PacificCompass.com.au

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

Log into you IBO BackOffice at 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

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

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

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.

