




IBO The reason for my call is to ask, “Can you do me a huge personal favor?”
(wait for response)

Prospect RESPONSE

Sure	Questions	Anything other than positive
RED Continue with the script 	GREEN What do you need? - Continue with the script 	BROWN NEXT...Move on 

IBO I’m working with a company that offers services that most people use every day, like your Home Phone, Mobile Phone and your Gas & Electricity. However, when you use one of our services, you’re helping feed children in need.

Very simply, when you become one of my customers, a child gets fed. And when you pay your bills for select services,* another child gets fed every month.

In addition, I can show you how your phone service could be free when you simply refer a handful of other customers who sign up for the same service.

If I can offer you a service:




That you are already using with the same or better quality and value that you are used to...and with the potential to receive that service for free...

Can you do me a huge personal favor, help support me while feeding children in need and become one of my customers?

(wait for response)

*Select services include Phone Service, High Speed Internet and Wireless (U.S. only).

Prospect RESPONSE

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ANSWER THE QUESTION/ASK FOR THE FAVOR

Can You Do Me a Huge Personal Favor, Help Me Out and Give The Service a Try?

QUESTION: WHAT IS THE NAME OF THE COMPANY?

Answer: The name of the company is ACN. ACN is a very successful global \$700 million dollar company that has been in business for over 20 years.

Can you do me a huge personal favor, help support me while feeding children in need and become one of my customers?

QUESTION: WHAT SERVICES DO YOU OFFER?

Answer: I offer a wide range of services such as home phone service, wireless, gas and electric and much more.

Can you do me a huge personal favor, help support me while feeding children in need and become one of my customers?

QUESTION: HOW AM I HELPING FEED KIDS?

Answer: The initiative is called Project Feeding Kids. Through this initiative, ACN is working directly with the food banks to provide meals to the more than 17 million hungry children in North America.

Can you do me a huge personal favor, help support me while feeding children in need and become one of my customers?

QUESTION: HOW MUCH GOES TO FEEDING HUNGRY CHILDREN?

Answer: Here is how it works...when you become an ACN customer, you feed a child. And when you pay your select ACN bills each month, you feed another child.

Can you do me a huge personal favor, help support me while feeding children in need and become one of my customers?

QUESTION: I LIKE THE SERVICES I HAVE, WHY WOULD I SWITCH?

Answer: I promise you will like ACN just as much and the reason I am asking you to become a customer is to do me a favor by supporting my business and in doing so help feed children.

Can you do me a huge personal favor, help support me while feeding children in need and become one of my customers?

