

Your back office: www.myacn.acninc.com IBO ID: _____ Start Date: ____/____/____

Activate your storefront website: _____ .ACNDIRECT.com

Password: _____

Team call: M-F @ 11am CST, Sundays @ 9pm CST 857.232.0156 PIN -184259

Team Facebook: facebook.com/legacyintlmarketing.com

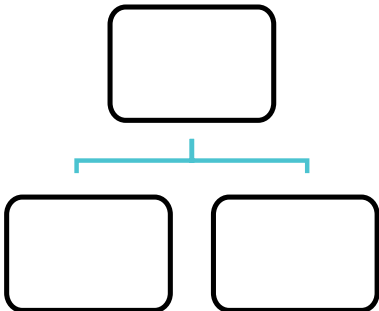
Team Website for all resources: legacyintlmarketing.com

1. Determine your reason **WHY**: Be specific. If your *why* is strong enough, the *how* is easy.

2. WHAT: Go ETT ASAP

Bonus For _____

ETT Game Plan



Quick Start BONUS

Services (60 pts= 10% residual income)

CORE SERVICES

- (2-3 pts) Digital Phone
- (3 pts) Land Line
- (3-4 pts) Home Ph + Internet
- (2-3 pts) Flash Wireless
- (2-3 pts) Merchant Services
- (3 pts) Business Phone
- (1 pts) Electricity
- (1 pt) Gas
- (3 pt) Dish

NON-CORE SERVICES

- (2 pts) Satellite TV
- (1 pt) Digital TV
- (1 pt) Internet

Three Supportive friends/family that use any of these services

customer 1

customer 2

customer 3

3. HOW

3a) Get Qualified in 24 hrs.

Qualified = 3 services/7 points/1 outside home.

Recommend for fast track:

- 1) Business Assistant (2 pts)
- 2) TV, Flash and/or Energy
- 3) Outside service (supportive friends/family)

3b) Schedule your Grand Opening

(Goal: Show 15 people in 7 days)

- A) Set the date
- B) Make a list of Names (on back)
- C) Invite using script (on back)

IT'S A NUMBERS GAME. 50% will not show. 1/5 will join your business.

3c) - Attend and Promote Events.

Weekly Training Day _____ Time _____

International Event: _____

Events are the secret to success!



GRAND OPENING: Make your list.

Invite 40 people. 40 invites = 20 people will show up = 4 IBO's+ 16 potential customers. Write a list of 40 names. Focus on strong business driven individuals. (business owners, successful people, people with networking/marketing experience)

1) _____	11) _____	21) _____	31) _____
2) _____	12) _____	22) _____	32) _____
3) _____	13) _____	23) _____	33) _____
4) _____	14) _____	24) _____	34) _____
5) _____	15) _____	25) _____	35) _____
6) _____	16) _____	26) _____	36) _____
7) _____	17) _____	27) _____	37) _____
8) _____	18) _____	28) _____	38) _____
9) _____	19) _____	29) _____	39) _____
10) _____	20) _____	30) _____	40) _____

Script: Be natural and have fun! (excitement + posture = results)

Inviting to a home meeting

1. I only have a minute.
2. What are you doing (date) and (time)?
3. Listen, if I could show you a way to (*hot button* - **example: pay off student loans, have more time at home with the kids, or buy that new car you wanted**) would you be open to taking a look at it?
4. Ok great, we need to get together for 30 minutes, I am having a private get together at my house on (date) and (time) with just a few people - I would really like you to be there. Can I count on you to come?
5. Great. I'll send you the address. Please don't be late or cancel on me!

For all questions

- It deals with making money in energy and banking. I have a very successful friend coming over as a favor to me to go over details, that's why I want you to see it for yourself! Just trust me and come, I promise you won't regret it.
- If I could explain it over the phone I wouldn't of invited you into my home, just trust me and come!
- It deals with energy and making money, I want you to see it for yourself and I am inviting you specifically for a reason, you'll see when you get here!

Customer Acquisition Script

1. Do you have a minute? Can you do me a **HUGE FAVOR?** (wait for response...)
2. I am about to qualify for a promotion with the company I represent that offers residential and business services like electricity, natural gas, and phone services and all I need is to get a few more customers by midnight tonight.
3. If I can offer you a service that you are already using, has the same or better quality, and has no upfront costs,
4. Would you do me a huge personal favor, help me out and give the services a try? It would mean a lot to me!