

FREEDOM LAUNCH DOCUMENT

IBO NAME: _____ IBO NUMBER: _____

STOREFRONT WEBSITE: _____ .acndirect.com

BACK OFFICE: 1. Go to: myacn.acninc.com 2. Business ID = IBO Number 3. Password: 123456a

TEAM CONFERENCE CALL INFORMATION:

- Sunday Night's at 9:00 PM** (CST) with Senior Vice President: Adrian Eimerl
Call-in Information: 712-432-1000 - access code: 557342680#
- Monday Night's at 9:00 PM** (CST) with Regional Director's: Tony Swiantek / Mike Hall
Call-in Information: 712-432-1413 - access code 431190#

Team Documents Access: *(This is where all the most up-to-date freedom group documents are kept)*

To access documents text Matt at 763-222-4541. Send your name and email. I will respond once I have added you!

Out of Town Launch Options:

- Via Phone
- freescreensharing.com
- join.me

LEADERSHIP CONTACT INFORMATION

Alan deJesus	612-616-1409	alan.dejesus@acnrep.com
Brenda deJesus	612-616-1409	brenda.dejesus@acnrep.com
BJ Schmitz	651-334-1860	bschmitz62@gmail.com
Scott Schue	763-276-3493	scott.shue@acnrep.com
Brad Kish	612-239-0395	gobig@acnrep.com
Tony Swiantek	512-740-6441	nextlevel@acnrep.com
Mike Hall	832-563-1342	liquidfive@hotmail.com

Saturday Training Information

Holiday Inn Hotel and Suites
8511 Hudson Blvd. North,
Lake Elmo, MN 55042

Training Starts: 9:45 AM

Go past main desk, take right down hall, take first left and take elevators to "LL" (Lower Level). Door opens in back and check-in desk straight ahead.

LAUNCH VIDEO: Go to: teamsvp.com > Click on: "Documents" > "Launch Documents" > watch all 4 videos 1 at a time.

Your Why?: *Why did you join ACN – what do you want to accomplish with the ACN system?*

90 Day goal?: *What do you want to accomplish within the next 90 days?*

Checklist to FREEDOM!

1. Sign into your Independent Business Owner (IBO) Backoffice.

myacn.acninc.com >Business ID=IBO Number>Password: 123456a

2. Achieve the position of Executive Team Trainer (ETT):

GOAL DATE: _____

7 PTS

YOU

3. Schedule your Fast Qualification Appointment:

LAUNCH DATE: _____ TIME: _____ LOCATION: _____

QTT

7 PTS

QTT

7 PTS

Launch Training Checklist:

- Set up your online storefront website: _____ .acndirect.com
- Setup your IBO Back Office: myacn.acninc.com >Business ID=IBO Number>Password: 123456a
- Get accredited to sell XOOM energy
- Sign up for "Your Business Assistant" (YBA)
- Set up your Business Website via YBA: website: _____ .acnibo.com
- Write down your reason why.
- Practice "ACQUIRING CUSTOMER SCRIPT" with your leader.
- Get Qualified(overshoot): Start with **YOURSELF** use all possible services plus 2 outside customers.

Customer Point Goal?: _____ (Are you aiming for fast start bonus?)

Customer 1: YOURSELF!

SERVICE	POINTS
Your Business Assistant	2 PTS
Home Phone	2/3 PTS
Internet	1 PTS
Television	2 PTS
Mobile Phone	3 PTS
_____	PTS
_____	PTS

TOTAL POINTS: _____ PTS

Customer 2 :

SERVICE	POINTS
_____	PTS
_____	PTS
_____	PTS
_____	PTS
_____	PTS
_____	PTS
_____	PTS

TOTAL POINTS: _____ PTS

Customer 3 :

SERVICE	POINTS
_____	PTS
_____	PTS
_____	PTS
_____	PTS
_____	PTS
_____	PTS
_____	PTS

TOTAL POINTS: _____ PTS

4. Schedule your in-home Private Business Reception (PBR) within 72 hours:

GOAL: 10 or more guests at PBR - to accomplish this, you will need to make 40+ calls.

Home Presentation Date: _____ Time: _____

a. Practice inviting with your leader (use invite script on page 4):

b. List the first 10 people you will invite to your PBR:

Name: _____ PH: _____ Name: _____ PH: _____

Name: _____ PH: _____ Name: _____ PH: _____

Name: _____ PH: _____ Name: _____ PH: _____

Name: _____ PH: _____ Name: _____ PH: _____

Name: _____ PH: _____ Name: _____ PH: _____

c. Purchase 10 DVDs and Magazines

5. Register for the International Training Event: Location: _____ Date: _____

ACQUIRING CUSTOMERS

KEY steps to success:

1. GET QUALIFIED start with own services and 2 services outside your home address.
2. Complete the 100+ NAMES & NUMBERS list
3. SCHEDULE 1st PBR in under 72 hours / master inviting
4. INTRODUCE 15 PEOPLE to ACN information in first 7 days
5. Get Trained

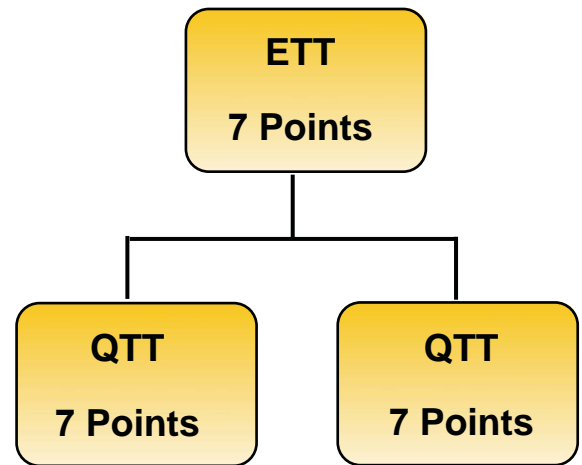
CUSTOMER ACQUISITION

- Goals:** 7 pts Immediately (3 Preferred services)
 30 pts in 10 day (1 service has to be outside)
 60 pts in 90 days

PRODUCT / SERVICE

PRODUCT / SERVICE	CORE	PREF.	POINTS
YOUR BUSINESS ASSISTANT	X	X	2 pts
Residential - Digital Phone Service			
Phone Adapter - Transfer Phone Number	X	X	3 pts
Phone Adapter - New Phone Number	X	X	2 pts
Video Phone	X	X	2 pts
Local and Long Distance	X	X	3 pts
Business - Digital Phone Service			
Digital Talk Express	X	X	3-9 pts
Business Advantage	X	X	3-9 pts
Flash Wireless(s) and Flash Wireless			
Unlimited Voice, Text, Data	X	X	3 pts
Flash Wireless(s) and Flash Wireless			
Unlimited Voice and Text	X	X	2 pts
XOOM Energy Residential			
XOOM Energy Residential	X	X	1 pt
XOOM Energy Small Business			
XOOM Energy Small Business	X	X	2 pts
XOOM Energy Big Business			
XOOM Energy Big Business	X	X	2-5 pts
Anovia Merchant Services - Over \$3,000			
Anovia Merchant Services - Over \$3,000	X	X	3 pts
Anovia Merchant Services - Under \$3,000			
Anovia Merchant Services - Under \$3,000			1-2 pts
Vivint Home Security and Automation			
Vivint Home Security and Automation	X	X	3 pts
Protect America Business Security			
Protect America Business Security		X	2 pts
ADT Home Security and Automation			
ADT Home Security and Automation		X	1 pt
DirecTV - Satellite TV (Residential / Business)			
DirecTV - Satellite TV (Residential / Business)		X	2 pts
DISH Network - Satellite TV			
DISH Network - Satellite TV		X	1 pt
HughesNet			
HughesNet		X	1 pt
Comcast			
Comcast			1 pt
Century Link			
Century Link			1 pt*
Frontier DSL			
Frontier DSL			1 pt
Preimum Technical Support			
Preimum Technical Support			1-3 pts

FOUNDATION TO SVP!



ETT is your goal in the first 7-10 days to position you for the FAST start bonus!

FLASH SPRINT/VERIZON PHONES

1. Go to: www.bigteamcell.com

2. Click: LOGIN/REGISTER

3. For new or returning customer:

Log in using your email address and desired password.

Big Team Cell - Casey Profita

1170 15th Ave SE #100

Minneapolis, MN 55414

Main #: 888-240-8058

Store #: 612-354-2937

OPTIONS - INFORMATION

- Phones have warranties
- Insurance Options Available
- Can Ship Phones
- Swap out old phone for new one

KEY WORDS:

ACQUIRING CUSTOMER SCRIPT:

Hi ____, How are you? Listen I need a **HUGE FAVOR!** I recently started a business to earn some additional income. I'm doing this to (insert your **WHY**) and I need a huge favor. I'm working on a promotion and need just one more person to **HELP** me out and become my customer **TODAY!** Best of all when you pay a bill you have to pay every month you will be feeding a starving child in the US. I really need your help today - do me a huge favor and **TRY** my services!

FAVOR - WHY - HELP - TRY

REP: FILL OUT SURVEY FOR YOUR CUSTOMER - NEVER HAND TO CUSTOMER TO FILL OUT!

Inviting Script

Be Brief, **EDIFY EXPERT** and stick to the script. The goal is only to invite, **DO NOT EXPLAIN**. The home meeting is where the explanation happens. Remember to respect your role!

You=Invite **We=Present** **They=Decide**

- Hi _____: I can't talk long; what are you doing _____?
- Do you look at ways of making money outside of what you currently do?
- I have a **VERY** successful friend that is expanding business here in _____.
- I got lucky and have started working on a project with him/her.
- He/She is going to be at _____ and I don't know when he/she will be in town again... I would love to connect the two of you
- I'm only inviting a few select people. Can I count on you to be there?

Possible questions

**What type of business - What does he do - What are you doing - How does this work
What is the name of the company - Is this one of those things?**

- It deals with **ENERGY DEREGULATION AND NEW TECHNOLOGY!**
I'm not an expert and don't want to give you any incorrect information. That's why we are meeting on _____. Trust me _____ is someone you are going to want to meet!

How long will this take?

- Less than 30 mins. Trust me _____ is someone you are going to want to meet!

Is there a website?

- You cannot meet _____ online. That's why we are meeting _____. Trust me just come!

I'm busy/can't make it/I'm not sure.

- Whatever you are doing cancel it! What if meeting ____ was exactly what you were looking for to (their why) but you didn't take time to meet him/her. Wouldn't that be a tragedy?

Out of town Piquing: www.solidresidual.com

1. Schedule time prospect will watch webinar from site: www.solidresidual.com
2. Promptly call prospect 20 minutes after schedule webinar start time.
3. Do 3-way call with expert and interested prospect.

Warm Market Memory Jogger

Your business starts with a contact list. **Make a list of everyone you know!** 100+ names is a great start.

DO NOT EDIT YOUR LIST!!! (Write down everyone that comes to mind)

This is just a way to get your juices flowing with potential contacts. They may all work for you, or just a few might work for you... you'll probably think of a bunch that aren't even on the list. Successful representatives constantly update their list because they're constantly meeting people.

Look for such qualities as integrity, accountability, leadership skills, a positive and ambitious attitude, the will to learn and develop, and above all the desire to help others succeed and to fulfill their own dreams and aspirations. Think about those who you admire, people like you and who have the potential to be at the top with you. It is important to leave your comfort-zone and list those who you may be even nervous to invite - Remember you can never know who is going to join your team, list everyone you know and everyone you know of. Do not pre-judge anyone!!!

1. Who is dissatisfied with their job
2. Who is unhappy with their income
3. Who is concerned about their family's future
4. Who is money oriented or money motivated
5. Who owns their own business / self employed
6. Who enjoys being around high energy people
7. Who quit their job or is out of work
8. Who needs extra money
9. Who you went to school with
10. Who works with you
11. Who is retired
12. Who works part-time jobs
13. Who you like the most
14. Who is laid off
15. Who bought a new home
16. Who answers classified ads
17. Who runs personal ads
18. Who gave you a business card
19. Who works at night
20. Who works on the weekends
21. Who sells Avon or Mary-Kay
22. Who sells cars/homes/jewelry/insurance
23. Who is in Network Marketing / MLM
24. Who wants freedom
25. Who likes team sports
26. Who runs a fund raiser
27. Who watches TV often
28. Who works on cars
29. Who collects things
30. Who likes political campaigns
31. Who are social networkers
32. Who is in the military
33. Who your friends know (referrals)
34. Who is your dentist / doctor
35. Who just got a promotion
36. Who will help you
37. Who works for the government
38. Who is unemployed
39. Who attends self-improvement seminars
40. Who reads self-help / success books
41. Who owns a restaurant / small business
42. Who was your boss / bosses
43. Who you've met while on vacation
44. Your brothers & sisters
45. Your children & parents
46. Your aunts / uncles / cousins
47. Your spouse's relatives / friends
48. Your parent's friends
49. Your children & friend's parents
50. Who waits on you at restaurants / bars
51. Who lives out of state
52. Who cuts your hair / nails
53. Who does your taxes / works on finances
54. Who works at your bank
55. Who is on your Christmas card list
56. Who is in sales
57. Who sells real estate / insurance
58. Who goes to church with you
59. Who likes to shop
60. Who are teachers
61. Who services your car
62. Who repairs your home
63. Who has children in college
64. Who manages a company
65. Who likes to dance
66. Who sold you your car
67. Who you met at a party
68. Who likes to buy nice things
69. Who you've met on a plane
70. Who does volunteer work
71. Who is always talking about the future
72. Who exercise regularly
73. Who needs a new car
74. Who wants to go on vacation
75. Who works too hard
76. Who was injured at work
77. Who lives in your neighborhood
78. Who is your boss
79. Who is your secretary/assistants
80. Who delivers your mail/packages
81. Who calls you at home / work
82. Who speaks other languages
83. Who attends your church
84. Who handles your gardening
85. Who watches your children
86. Who you meet through friends
87. Who tailors your clothes
88. Who sells cosmetics
89. Who works at the grocery store
90. Who wants a promotion / more money
91. Who has a lot of friends
92. Who likes to cook / bake
93. Who drives a nice car
94. Who is wealthy / successful
95. Who you run into lately
96. Who still works at your last job
97. Who lives back home
98. Who lives outside the U.S.
99. Who you respect/admire
100. Who haven't you

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