

NEW TEAM MEMBER CHECKLIST: USA

Sign on as an Independent Business Owner (IBO)

ID:

START DATE: _____

Identify "Your Reason Why"

Prepare for Issues, Challenges, and a Long-Term Commitment

Schedule Your Fast Start Appointment within 24 Hours

APPOINTMENT DATE / TIME: _____ LEADER: _____

IBO Back Office (WWW.ACNINC.COM → IBO LOGIN) PASSWORD: _____

My Online Store WWW: _____ .ACNDIRECT.COM

THREE KEYS TO SUCCESS

1. Customers
2. Customer Getters
3. Events

1. Acquire Your First 6 Services

- NAME: _____ SERVICE: Vivint Security (3 Points)
- NAME: _____ SERVICE: ACN Phone + Internet (3-4 Points)
- NAME: _____ SERVICE: Flash Wireless (1-5 Points)
- NAME: _____ SERVICE: DISH or DirecTV (1-3 Points)
- NAME: _____ SERVICE: XOOM Energy (1-2 Points)
- NAME: _____ SERVICE: Anovia Payments (1-6 Points)

CUSTOMER ACQUISITION LANGUAGE

Huge favor

Reason why

Started working with a company

Working towards getting promoted tonight

Can you help me out and become my customer?

Let me ask you a few questions...

2. Achieve the Position of Executive Team Trainer (ETT)

GOAL DATE: _____

Schedule your Home Presentation within 4 days (Goal: 20+ Guests)

HOME PRESENTATION DATE / TIME: _____

Write down 20 names to invite to your Home Presentation

<input type="checkbox"/> _____	<input type="checkbox"/> _____
<input type="checkbox"/> _____	<input type="checkbox"/> _____
<input type="checkbox"/> _____	<input type="checkbox"/> _____
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<input type="checkbox"/> _____	<input type="checkbox"/> _____
<input type="checkbox"/> _____	<input type="checkbox"/> _____

POSITIONS

QTT = 7 Points

ETT = 25 Points

ETL = 75 Points

TC = 600 Points

TEAM BUILDING LANGUAGE

Free?

Money?

House

Questions: *Really Successful Person*

Trust Me

3. Attend Saturday Training and Register for the International Training Event