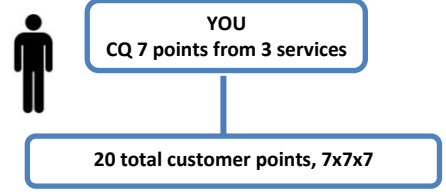


NEW IBO MEMBER CHECKLIST: AUSTRALIA

- 1. Sign on as an Independent Business Owner (IBO)
 - 2. Achieve the position of Executive Team Leader (ETL)
- GOAL DATE:

ID:



- a) Schedule your Fast Qualification Appointment
- WITHIN 24 HOURS with your upline leader (QTT or higher)
- APPOINTMENT DATE:TIME:
- LEADER:MOBILE:

3. Set up your online store WEB ADDRESS: [www.....acndirect.com](http://www.acndirect.com)

- a) Set up your IBO Back Office (through www.acnpacific.com.au) PASSWORD:
- b) Sign up for "Your Business Assistant" Package (2 points)
- c) Set up your Business Website (via YBA) WEB ADDRESS:
- d) Visit the link: <http://www.acnpacific.com.au/ibo-accreditation>,
 - Energy Accreditation
 - Customer Acquisition Code Quiz
 - Vodafone Accreditation

- e) Practice the Customer Acquisition Language with your Leader
- f) Get Qualified Quickly

Click Energy, Payment Processing Sphere, Vodafone- Mobile Voice, Vodafone Mobile Broadband, NBN Broadband, ADSL Broadband, ACN Digital Phone, ACN Phone Service, ADT Security, Cloud Phone-My Net Fone, YBA.
 An ACN IBO is under no obligation to take up ACN products and services. For full details on qualifications, customer points, and eligible services, see the official ACN Compensation plan, available from your online IBO Back Office.

- NAME:SERVICE:
- NAME:SERVICE:
- NAME:SERVICE:
- NAME:SERVICE:
- NAME:SERVICE:

4. Schedule your first 2 in-home presentation within 7 days. GOAL: 25 or more guests.

HOME PRESENTATION DATE:TIME:

PRESENTERMOBILE:

- a) Practice inviting with your leader
- b) Write down the first 10 people that you want to share this business with. Goal is 100 names and numbers. Do not Prejudge anyone.
 - 1:PH:2:PH:
 - 3:PH:4:PH:
 - 5:PH:6:PH:
 - 7:PH:8:PH:
 - 9:PH:10:PH:

5. Prepare for issues and challenges and for a long-term commitment (5 years).

6. Register for the ACN International Training Event. www.acnreg.com.au
 ACN Business Support, IBO Services- 1300 767 226 Customer Service- 1300 881 778

YOUR REASON WHY

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CUSTOMER ACQUISITION SCRIPT

Hi _____, do you have a minute?

Great, the reason that I am calling you is to ask you for a huge favour and i was wondering if you could help me out?

I've just started a part time business from home, helping people save money on their monthly bills and the reason why I started this business is _____.

If I could match or save you money on your telecommunications, energy and essential services would you give me the opportunity to try?

This would really mean a lot to me.

Enthusiasm and energy= Success

HOME PRESENTATION SCRIPT

Hi (prospect name), it's (Insert IBO 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 why...

I started looking for smarter ways of making money and I have found a company that specialises in new technologies and Energy! 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...date...day...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 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.

What is he/she going to talk about?

He/She will talk about His/her expansion plans for this market, 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 you the details so you have them on hand. I