

Promoting The ACN International Convention

The first person that has to be registered is you.

- 1) Look at your hierarchy report and notice all the IBOs that are not signed up for the International Convention. Look for people that don't have an orange box with a tick next to their name.
- 2) Ask yourself- Are they active IBOs or are they new IBOs? If your answer is YES, then put their name on your "Convention Calling List"
- 3) Call them and say the following:

Hi, _____ it's _____ How are you? Have you got time to talk for a few minutes? Have you heard the latest news? **(Tell them something new and exciting about ACN)**

Example: the expansion into Latin America, wellness products, Merchant Banking.

So the reason for my call today is that as your sponsor (or up line or leader) I want to make absolutely sure that you are positioned to succeed in ACN and change your and your family's future.

One of the things that I know for sure is that the International Training in _____ will change your life. You will get expert training from the founders of the company and also the best of the best in the Asia Pacific. You will learn about the new technology and you will hear all the incredible announcements that ACN will make and the exciting vision for the future. It is at these events that you get recognized for your achievements and see others walk the stage as well.

Basically this is training by multimillionaires for people who want to be millionaires. **(Talk about what you experienced when you were there)**

What is really important is that you register to attend, and then we have to make sure that we get as many people from your team to register. All you need are one or two people to see the vision of ACN and they will come out of the convention incredibly inspired. These IBOs will get to work and build huge businesses for themselves, and working together as a team means everyone will benefit.

(It is those IBOs who consistently attend and bring as many people as possible to every convention that have the best chance to succeed in ACN.)

If I don't make sure that you go, then I would be letting you down. I am taking a stand for you.

So, what I would like to do today is get you signed up. I have the registration form in front of me and I would be happy to process this for you.

(Take the pain out of the process. Make it really easy for them to sign up)

I just need a few details.

(Ask for the details that you need to complete the form fully and also get their CCV, the three digit code on the back of the credit card.)

YOU PROCESS THE FORM ON LINE.

Objections!!

1) I don't have the money right now.

When do you expect to have the money? Ok, well let's complete the form right now and I'll process it when the money is in your account.. Let's get the convention paid for now so that we have the time to sort out the money for flights and accommodation.

2) I have to work.

Please for your sake and for your family's sake, find a way to get time off work.(follow them up)

Some important notes

It is important to remind them of the why.... the reason that they joined ACN and that they gave their word to be coachable.

Every great leader uses the International events as a cornerstone for building their business.

Total immersion for the weekend will get you focused and committed to your future and you will go back home and do what is necessary to move your business forward.

You will gain strength from the presenters.

You will get validation of your decision to be involved.

You will meet great people, who like you want something better in their life.

You will hear amazing stories and discover there are people out there just like you who overcame their fears and achieved success.

You will gain a sense of wellbeing as you associate with like-minded people who have similar hopes, dreams and ambitions.

You will acquire skills.

You will gain confidence in yourself and belief in the company and the industry.

YOU WILL HAVE FUN.