



SET UP YOUR ACN BUSINESS

Your Upline Leaders

Name:

Name:

Position:

Position:

Phone:

Phone:



Your "WHY"



EARN CUSTOMER BONUSES & RESIDUAL INCOME

POSITIONS & QUALIFICATIONS (getting started)

Customer Qualified IBO

YOU

7 Personal Customer Points
from at least

3 Services

CQ MUST MAINTAIN

Set a goal to earn **ETL** ASAP

Executive Team Leader

30
TOTAL CUSTOMER POINTS
(Personal and Downline)

ETLs must maintain CQ qualifications with 20 Downline Points and 10 personal Points (max 10 per leg).

\$25 (openline)

Regional Coordinator

120
TOTAL CUSTOMER POINTS
(Personal and Downline)

RC must maintain a minimum of 120 total Customer Points in your team with a maximum of 60 Customer Points per leg

RC \$100 (openline)

Regional Director

420
TOTAL CUSTOMER POINTS
(Personal and Downline)

A minimum of 420 total Customer Points in your team with a maximum of 150 Customer Points per leg

RD \$200 (openline)

MONTHLY CUSTOMER BONUSES

(paid weekly)

Compensation earned from your customers

ACQUIRE AT LEAST	FOR A TOTAL OF
6 Services & 12 Points	\$200
+ \$200 for every additional + 3 Services & 6 Points	↓
9 Services & 18 Points	\$400
12 Services & 24 Points	\$600

PERSONAL RESIDUAL INCOME

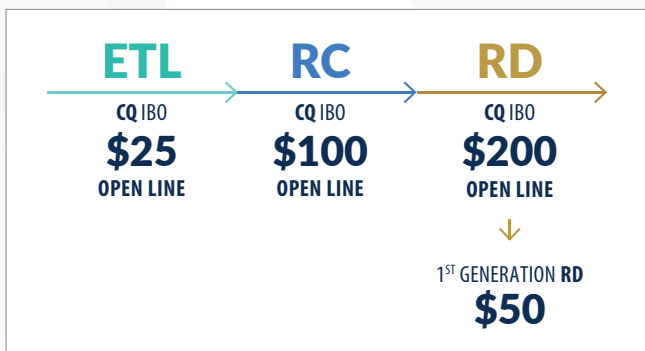
(paid monthly)

1-49 Personal Customer Points = 3%
50-99 Personal Customer Points = 5%
100+ Personal Customer Points = 10%

OVERRIDING CUSTOMER ACQUISITION BONUSES (CABs)*

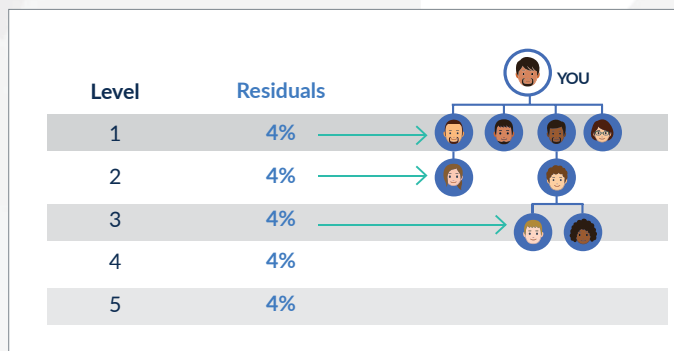
(paid weekly)

Compensation earned from your downline's customers



OVERRIDING RESIDUAL INCOME

(paid monthly)



Refer to the ACN Compensation Plan for complete details. Earnings as an ACN IBO are based solely upon the successful sale of products to customers and their usage of those products. Individuals will incur expenses in operating their ACN business, such as the sign-up fee, business support fee and annual renewal fee, as well as other possible operating expenses. As with any business, earnings and success at ACN are not guaranteed but depend primarily on the individual's persistence, effort, and results of acquiring customers personally and/or through their team. Individuals will not earn income and will lose money as an IBO if customers are not acquired.

*Overriding CABs are paid when newly sponsored IBOs become Customer Qualified within their first 30 days.



CREATE YOUR CONTACT LIST

This is where your IBOs, customers and referrals will come from.

LIST EVERYONE YOU KNOW! DON'T PRE-JUDGE!



SET UP YOUR FIRST TWO PRIVATE BUSINESS MEETINGS

Date: _____ Time: _____

Date: _____ Time: _____

START INVITING!

During your first 24 hours, invite a minimum of 5-7 people to your first presentation

Be natural when inviting.

"Hello (Name),
I just saw something I'm very interested in.
It may or may not be for you, ...however,
I'm reaching out to a few of my closest
friends to take a look. We're getting
together on ZOOM at (Time). Can I put
you down as attending? "

If they ask questions:

"I was just introduced to it myself
so I don't have all the answers.
You really need to see this in
the same way I did."

OR

"Hey, I have a quick question; what are you doing at ____ (time) on ____
(day)?

(You're Free? Great!) OR (Can you change your plans??),

I just saw something I'm really excited about and I thought of you. It's a great
opportunity and you will also be supporting a foundation that helps fight childhood
hunger. Trust me, knowing you the way that I do, I'm sure you are going to want to
hear about this! I'm inviting few of my closest friends to a virtual meeting tonight.
We're getting together on ZOOM at (Time). Would you like to join us?"

If they ask questions, talk about the person, not the business:

"I was just introduced to it myself so I'd rather not try to explain it. You really need to
see this in the same way I did. Based on our relationship, would you do me a favor and
stop by to take a look?"

If they can't make it:

"When is the soonest we can catch up?"



GET QUALIFIED – BECOME A CQ IBO (Customer Qualified)

Earn monthly customer bonuses & position
yourself to earn residual income!

*Refer to page 1 of this document and the ACN Compensation Plan to discover how you
can earn even more for acquiring customers.*



	Wireless, High-Speed Internet, Television, Security & Automation, Digital Security, Home Phone (1-4 points)		Wireless & High-Speed Internet, Digital Security (1-4 points)
	Energy (1-8 points)		Protection (2-5 points)
	Payment Processing (1-5 points)		Mortgage (1-8 points)

IBO REFERRAL PROGRAMS

Get rewarded month after month when you meet referral goals!



Refer-a-Friend

For 10+ customers per service that you referred to TELUS/Koodo (including you), earn one monthly CREDIT to cover each of the qualifying services you signed up to.*



PowerUP

For 12+ XOOM Energy Residential Natural Gas or 12+ Residential Electricity customers, earn a monthly BONUS equal to the average commodity-only charges of your customers' bills.*



With Food Banks Canada, our customers are helping us reduce hunger in Canada simply by becoming a customer.

IMAGINE HOW MUCH YOU CAN SAVE MONTH AFTER MONTH!

* Excludes taxes and surcharges. Additional terms and conditions apply. For full details, refer to the servicespecific program in the IBO Back Office

SAMPLE Customer Acquisition Script

"Can you do me a HUGE Favor?" Or "I need your help!"

"I just started my own business offering services we all use every day."

OPTIONAL – "I'm doing this because_____."

(Talk about your reason why!)

"If I could offer you a better value on any of the services you use such as mobile phone, internet or gas and electricity would you become one of my customers?"

(Talk about a specific service)

Refer to our Product Partners' Sales Guides for great conversation starters and more.



Schedule yourself for the next available virtual training, and we highly recommend you register for the next ELEVATE event.



ACN's Training Events feature training from the ACN Co-Founders as well as the top ACN leaders.

Learn from the best, become your best.

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