

# LAUNCH

## #1 - GET QUALIFIED

- IBO# \_\_\_\_\_
- Password \_\_\_\_\_
- Online Store - www. \_\_\_\_\_
- YBA - www. \_\_\_\_\_
- Register for Updates @ [www.rvpinternational.com](http://www.rvpinternational.com)

### GET QUALIFIED @ YOUR LAUNCH

Use your **Online Store** to sign up your own services. **We won't leave your launch until you're QTT.\*** We will call outside your household if you can't reach QTT with your own services.

### YOUR BUSINESS ASSISTANT (aka: YBA)

- \_\_\_\_\_ Pts - "We Strongly Suggest You Get This Tool"
- Personal Distributor Website
- Downline Reporting
- All Access Pass Subscription
- Success Magazine Subscription
- 100 Person Conference Call Line



### ACN SERVICES\*\*

- \_\_\_\_\_ Pts - Local & Long Distance (P)
- \_\_\_\_\_ Pts - Digital Phone Adapter (P)
- \_\_\_\_\_ Pts - Digital Video Phone (P)
- \_\_\_\_\_ Pts - Digital Talk Express (P)
- \_\_\_\_\_ Pts - Wireless (P) *Flash Wireless*
- \_\_\_\_\_ Pts - Energy (P) *Xoom Energy, Planet Energy*

### NON ACN SERVICES\*\*\*

- \_\_\_\_\_ Pts - Wireless (P) *Verizon, Sprint, Nextel, T-Mobile*
- \_\_\_\_\_ Pts - Satellite TV (P) *Dish Network, Direct TV*
- \_\_\_\_\_ Pts - Home Security (P) *ADT, Vivint*
- \_\_\_\_\_ Pts - TV & Internet (P) *ATT U-verse, Verizon Fios*
- \_\_\_\_\_ Pts - Internet: *Time Warner Cable, Cox Cable, Charter Cable, Comcast Cable, ATT U-verse, Verizon Fios, Century Link DSL, Clear WIMAX*

\*QTT = At least 5 Customer Points totaling 3 services. (2 of which must be Preferred Customers). Preferred Customers must be either different services or the same service from a household other than your own. No money is earned unless customers are acquired. See ACN Comp Plan for full details. \*\*ACN services pay you for the life of the customer. \*\*\*Non ACN services pay you for the life of the contract. (P) = Preferred Customers.

## POINTS TOTAL

## #2 - START LIST & MAKE CALLS

### SCHEDULE PBR IN YOUR 1st 7 DAYS

- Your goal is to have at least 10 guests
- Over Invite - 50% won't show!**
- Presenter confirms all guests day of PBR!**
- We never, ever, ever, cancel a PBR!**

Date/Time: \_\_\_\_\_

### LIST YOUR TOP 10 PROSPECTS

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

### INVITE SCRIPT

#### Excitement \* Urgency \* Conviction

"Hi \_\_\_\_ Do you have a second? What are you doing \_\_\_\_\_ night? (answer) I just opened an **Online Store** where we get paid for bills people already pay like cell phone, TV, gas and electricity. I'm inviting a few people for my grand opening at (time/location) & I really want you there. Can I count on you?" (answer)

**If Prospect Has Questions** - Refer them to the 11 minute ACN Overview Video found @ YBA.

### CUSTOMER SCRIPT

#### Favor \* Help \* Try

"Hi \_\_\_\_ Do you have a second? (answer) I just opened an **Online Store** for bills people already pay like cell phone, TV, gas and electricity. I'm trying to hit a promotion today and I really need your **help**. I know we'll be competitive and you'll really be **helping** me out." Would you take 5 minutes right now and visit my **Online Store** and choose a service you can **try?**" (answer)