The Producers Presentation Script

Box 1.

As you saw in the video ACN did a phenomenal job of highlighting box 1. There are a few things I want to touch on. ACN has been in business since January of 1993. A solid 23 years in business and continuing to grow year over year. We went from 400 to 820 million in revenue, averaging 80 million dollars a year over the last 4 years in growth. We are projected to become a multi billion dollar company as this plays out. We are currently in 25 countries. We recently launched Japan, Puerto Rico, and Mexico. We have been featured in publications such as the USA Today, Wall Street Journal, Fortune Magazine, Success Magazine and Success from Home Magazine. We were on the Celebrity Apprentice twice once in 2009 and once in 2011. We have an A+ rating with the Better Business Bureau. Can we agree that documentation beats conversation any day of the week? (wait for them to answer) I personally loved the fact that all of the research was done for me.

Transition to box 2: Now lets get in to whats potentially in it for you and your families.

Box 2.

Internet, cell phone, satellite television, home security, gas and electricity. Can you agree that everyone that we know is using some or all of these services? True or false? (wait for them to answer) How often do we pay these bills? (wait for them to answer) What happens if we don't pay them? (wait for them to answer) So when will we stop paying them? (wait for them to answer) This is what makes our company recession proof. If you look at the logos in box 2. These are the companies you are authorized to get paid on. Flash wireless our own cell phone company. Xoom Energy as well as Xoom Solar, Vivent for home security, Anovia payments for merchant services, ACN high speed internet and phone service in parts of the country and we outsource Direct TV and Dish network for Television. To the right of box 2 you will see the project feeding kids. Currently there are 17 million children in NA that do not know where their next meal is coming from. When you or your customers pay your bill each month we provide a meal to those children. In the last 3 years we have provided over 5 million meals to hungry children. Isn't it great to be a part of a company that is doing the right things with the revenues? (Let them answer) All the way to the right of box 2 you will see some of the perks you are eligible for by joining our company. You can earn free cell phone service, free home phone service, and free gas and electricity every month at your residence. We will discuss that a little later in our program.

Transition to box 5: Slide over to box 5. This is the first way that we get paid.

Box 5.

Every time you put a person or company onto any of the services I just discussed first and foremost the target is to save them money. You will get paid up to 10% of the bill every time you pay it. Its a win win. Theres two types of income. Linear and Residual. Linear income is when you trade your hours for dollars, your time for money. You go to work you get paid, you go to work, you get paid. What happens when you don't go to work? (Let them answer) Residual income is the power of doing something once and getting paid over and over again. The best example I can give you of Residual income is old television shows. What are some of the shows that have been out of production for 20 years or more that are still on the air today? (Let them answer. I love Lucy, Martin, ETC) What happens to the actresses and actors every time those shows air today? (Let them answer. They get paid) Do you know what they call it in their industry? (Let them answer. Royalties) Thats one of the ways they stay wealthy.

Transition to box 6: If you look at box 6. This is the second way that we get paid. (Talk about the bonus available for that month)

Box 6.

By joining ACN in the month of November, you can earn an additional \$1500 or more within your first 30 days in business. We will discuss that in more detail a little later in our program.

Transition to box 8: If you look at box 8 this is the 3rd way that we get paid.

Box 8.

You can be a talent scout and by sharing the concept with others you can get paid up to 8% of the success of the people that you help. We are a team, we are a family. We want everyone to be as successful as they choose to be. Best example I can give you of this is the franchise model. If you think of a company like McDonalds. They knew they could only generate so much income off of each location. So they put one around the corner, on the other side of the city, in different states, and different countries. Every time a burger is sold in any of those locations the owner gets a small percentage. We do the exact same thing. So by introducing people to the concept you can receive a percentage of the customers they acquire.

Transition to box 9: If you look in box 9. You will see the 4th way we get paid.

Box 9.

There are 6 earned positions. Every time someone joins your team and they are taught, coached and mentored to acquire at least 7 points in their first 30 days, you will be paid \$100 all the way up to \$570 per occurrence. So if you're an ETT and 10 people join your team in your open line and get their services ACN would pay you \$1,000. If you're an ETL and those same 10 people joined your team in your open line and get their services within the 30 days ACN would pay you \$2,000. If you're a Team Coordinator and 10 people join your team in your open line within 30 days ACN would pay you \$4,000. As you progress through the comp plan and get promoted, you are getting paid more for doing the exact same thing. Isn't that exciting?

Transition to box 4: Now how does one get started as a business owner with ACN?

Box 4.

As we know job security in this country has become a flat out lie. There has been record job less, record unemployment and record numbers of people collecting assistance. It was just released a few months ago that there are more businesses closing than opening. It has caused people to look for an alternative way of making money. More and more people are starting to lean towards self employment, being their own boss. However, it creates a real challenge. What typically stops most people from starting their own business? Lack of? (Let them answer) If you think of opening up a mom and pops pizza shop it would probably cost you around 50K. A smaller franchise probably 100k to a couple 100k and if you look at the bigger franchises you are looking at price tags in the millions. ACN provides a real solution for people. Take a look at box 4. \$499 and you own your own business. You will be given your own online storefront. Its hosted, maintained and personalized to you. There is business support for you to call in and get all of your business questions answered. You have the ability to own an international business and market all of the services we provide. Also, what I feel to be the best part is toll free customer service in 16 different languages so that you and I don't have to take any customer services calls. How amazing is that? (Let them answer)

Transition to videos: Now I just want to play two short videos for you. The first one will be about 90 seconds in length and will discuss how you can get paid on energy and the second one is about 60 seconds

in length. That one will cover how you can get paid on Debit and Credit Card transactions. (Show Energy Video and then Anovia Video)

After Videos are finished: Weren't those videos incredible? The question that you should be asking yourself is do you like the idea of getting paid when people turn on a light, heat or air condition their homes, blow dry their hair, surf the net, make phone calls, secure their homes? If so, this becomes a viable business to get involved with.

Transition to additional documents on clipboards: Now we usually take a quick break, but since we got started a little bit late if I can get your permission we will be done in 5 minutes. (Wait to get their permission)

Bonus Document: (Make sure you are referencing the current month bonus) Go ahead and turn to the next page. The November Bonus. By doing what that sheet tells you within your first 60 days in business you can make an additional \$1500 or more within your first 60 days. This bonus is for getting started this month. Also, keep in mind this bonus is in addition to the money that we discussed earlier.

Strive for 5: Turn to the next sheet. By getting 5 flash wireless customers your cell phone bill can be free every month. This is for single lines as well as family plans. Some of you may only be spending \$50 a month. 50 times 12 you would be saving \$600 a year. For those of you who are on family plans you may be spending \$200 a month. 200 times 12 equals \$2400 a year you would be saving. Now times that yearly amount by the amount of years you have left to live. Can we agree that this is a significant amount of money that you will be able to save for you and your family? This is also available if you have a home phone or on a internet/home phone bundle in select markets.

Power your home and Power Your Wallet: (If you are in a energy market reference power your home. If you are in a non energy market reference the Power your wallet.)

The Close:

So why are we hear today? Well as you know Sarah knows a lot of people. There were a lot of people who were not able to make it here today based on scheduling issues. I believe that Sarah is an absolute Power house. She is a incredible person that I feel is going to do extremely well in this business. There is no doubt that she is going strait to the top. She thought enough of all of you to make sure that you were here this evening to be able to capitalize off of that. Can we agree that timing and positioning in business is important? (Let them answer) What we are looking to do is identify Sarah's top (make a statement based on how many people in the room) business partners. Everything that we do with Sarah moving forward over the next year will go into your groups. If you don't understand what that means please ask us when we come around to you.

Get Ready To Sort The Room: Introduce your SWAT team members very briefly. As the speaker you should be ready to go to the RED APPLE IN THE ROOM!

Happy Enrolling and Good Luck!