

# RVP INTERNATIONAL

## LAUNCHING YOUR ACN BUSINESS

COMPLETE REPRESENTATIVE AGREEMENT

Go to [www.acnaustralia.com.au](http://www.acnaustralia.com.au)

My Team ID Number: \_\_\_\_\_

My Password: \_\_\_\_\_

REGISTER TO RECEIVE TEAM EMAILS

Go to [www.rvpinternational.com.au](http://www.rvpinternational.com.au)

IDENTIFY YOUR WHY

The reason that you're joining ACN

EARN YOUR FIRST PROMOTION TO QUALIFIED TEAM TRAINER - QTT

(8 points)

**Customer Source No 1:** Yourself - Become your own customer for residential and mobile

**Customer Source No 2:** Ask family and friends to support you in your new business and become your customer

### CUSTOMER ACQUISITION

Hi \_\_\_\_\_ it's \_\_\_\_\_ Do you have a minute? (Pause & wait for response)

Great! I'm calling to ask you for a HUGE FAVOUR – do you think you can help? (Pause & wait for response)

I just started working with a telecommunications company in addition to what I'm currently doing and the reason I'm doing this is because (talk about your reason why)

And I'm going for my first promotion today. This is really important to me (Creates urgency)

So..If I could give you a better choice for your fixed line service or mobile service would you help me out and give my company a TRY.....PLEASE ?

**It would really mean a lot to me. Would you do that for me please?**

#### IF YES

Immediately take customer's details and complete CAF.

Fax form to customer for signature or go get signature.

Complete online processing & fax completed CAF to ACN

Ask for Referrals

#### IF QUESTIONS

"Great question- I'm being trained right now by an executive. Let me hand the phone over to her/him since I'm new and I want to make sure you get the right information"

**OR**

Refer to ACN customer FAQ's in training manual or **see below**

#### IF NO

Thank them for their time ..  
Let it go.

Make sure you used the correct approach.

Ask for Referrals

## Most Frequently Asked Questions:

**1. I have my services bundled.** A lot of people fall for that gimmick, they say you're getting a discount and in reality they are overcharging you somewhere else. I know that your current provider does not offer free ACN to ACN calling, so why don't you give it a try and if for any reason you don't like it, I'll put you back into your bundle. I just want to assure you that you have nothing to lose and you'd really be helping me out by being one of my first customers, so could you give my service a try please? It would really mean a lot to me. (Emphasize this)

**2. I am under contract.** I find from experience, the major companies sow the seed in our minds that if we put our landline, mobile & broadband on they will give you a better rate. What they have done by sowing the seed we all now think that everything is under contract, in fact if you look at the contract your landline is not mentioned in your contract. Why don't we look at your contract. . I just want to assure you that you have nothing to lose and you'd really be helping me out by being one of my first customers, so could you give my service a try please? It would really mean a lot to me. (Emphasize this)

**3. What are your rates?** "What are you paying now? Great, our plans are designed to be competitive with the most popular plans out there and I just want to reassure you that you have nothing to lose and you'd really be helping me out, so could you give my service a try, please?"

**For hard customers who resist and must know the rates, ask the customer to fax the bill. Do a comparison.**

## PROMOTION TO SECOND POSITION

## EXECUTIVE TEAM TRAINER – ETT

### EXECUTIVE MEETINGS – FIRST 24 HRS

Executive and new TT call to set up presentations with your 2 hottest prospects

Prospect #1: \_\_\_\_\_ Date/Time/ Location: \_\_\_\_\_

Prospect # 2: \_\_\_\_\_ Date/Time/ Location: \_\_\_\_\_

Hi \_\_\_\_\_ It's \_\_\_\_\_. Have you got a minute to talk? (pause and wait for response)

**I've just seen something I'm really excited about... I just found out how to get paid every time someone pays a phone bill... This is a company endorsed by a multi billionaire. I'm working with some of the most successful people in the company. You've got to hear about this. I am so excited! How soon can we get together for 15 minutes?**

#### IF YES

Book a specific time and place. (phone, coffee shop, office, home)

Don't say anything more.

#### IF QUESTIONS

"Great question! I'm going to hand the phone over to a senior executive of the company. I have the great pleasure to introduce you to Mr/Mrs/ Ms \_\_\_\_\_"

#### IF NO

Let it go. Don't make an issue about it. It could be a timing issue. They may be more interested later when they see you doing well. Ask the question **"Who do you know who understands timing and position in business?"**

## HOME MEETING – WITHIN FIRST 3 DAYS

Executive presents to as many prospects as you possibly can invite. Invite everyone!!

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

### HOME MEETING INVITATION

Hi \_\_\_\_\_ It's \_\_\_\_\_. **Have you got a minute to talk?** (pause & wait for response)

**Are you free on \_\_\_\_\_?** (Pause and wait for response)

**I've just seen something I'm really excited about. I just found out how to get paid every time someone pays a phone bill. This is a company endorsed by a multi billionaire. You've got to hear about this. I'm so excited! I'm having an information night at my house on \_\_\_\_\_ with one of the top representatives of the company. This meeting is for a few key people and you've just got to be there.**

#### IF YES

Give address time & date.

Don't say anything more.

#### IF QUESTIONS

"Great question! I'm working with a senior executive right now. Let me hand the phone over to him/her. I have great pleasure to introduce you to Mr/Mrs/Ms \_\_\_\_\_"

#### IF YES BUT CAN'T MAKE IT

"Ok, well I'm really excited and I don't want you to miss out on this. How soon can we get together for 15 mins?"

Set up a specific time to do a one on one meeting at a house, coffee shop or over the phone.

#### IF NO

Let it go. It could be a timing issue. They may be more interested later when they see you doing well.

Ask the question: **"Who do you know who understands timing and position in business?"**

## IMPORTANT CONTACTS & INFORMATION

Executive Team Trainer \_\_\_\_\_  
Executive Team Leader \_\_\_\_\_  
Team Coordinator \_\_\_\_\_

P \_\_\_\_\_ M \_\_\_\_\_  
P \_\_\_\_\_ M \_\_\_\_\_  
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### TEAM CALL

Sunday Afternoon at 3.00pm SYDNEY TIME  
Phone + 1 (419) 400 0202 Pin 658702# or via webinar at [www.rvpinternational.com.au](http://www.rvpinternational.com.au)

### PRE RECORDED CALL

2 minute pique AU/NZ  
Phone: +61 395 131 242  
Phone: +1 646 222 0167

### COMPANY WEBSITES

All Countries: [www.acninc.com](http://www.acninc.com)  
Australia: [www.acnaustralia.com.au](http://www.acnaustralia.com.au)  
New Zealand: [www.acn.co.nz](http://www.acn.co.nz)  
USA: [www.myacn.com](http://www.myacn.com)  
ACN Legal Team: [www.acnintegrity.com](http://www.acnintegrity.com)

### ACN REPRESENTATIVE SUPPORT PHONE NUMBERS

AU Rep Support + 61 28920 2463  
NZ Rep Support +64 0508 226 002

### TEAM WEBSITES

[www.rvpinternational.com.au](http://www.rvpinternational.com.au)

- Register for team emails
- Download training documents
- Watch online video training
- Listen to team calls

[www.rvpglobal.com](http://www.rvpglobal.com)

- Live presentations
- Online webinar & trainings

# CONTACT LIST

Make List Of 100 names + ..... Don't Prejudge Anyone

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