

Today's Date: _____

24 MINUTE GAME PLAN

Name: _____ Mobile No: _____

Introduced By: _____

Best Time to Call Me: _____

My Reason Why: _____

- Step 1 Fill out Representative and Customer Forms
- Step 2 Make a list of up to 10 names and numbers
- Step 3 Learn the Script (Part 1 only)
- Step 4 Make calls with your Coach/Trainer

FIRST FIVE LIST

No	Name	Phone Contact
1		
2		
3		
4		
5		

- 1. Friends and Family
- 2. Work mates/students
- 3. Use your mobile phone contact list
- 4. Organisations – people in your club, church, team, etc
- 5. Over time you will expand this list to many many contacts both present & past.

PIQUING SCRIPT

PART 1 – NEW REP

Hi This is How are you? (Rapport – no more than 30 seconds)

Listen I have found a great way to make some money, I want you to talk to my Trainer,
....., who is sitting here. Wait a second while I pass the phone.

PART 2 – COACH/TRAINER (ANOTHER REP – UPLINE/DOWNLINE/SIDELINE)

Hi, this is have you heard of ACN?

Prospect says Yes or No

Let me fill you in on some details. ACN is a 15 year old telecommunications company endorsed by billionaire Donald trump. It operates in 19 countries, has millions of customers worldwide and plans to expand into the Asian market.

Our idea is simple! Everybody you know has a telephone, yes? (Be silent until prospect replies)

Prospect says 'Yes'

Imagine, thousands and thousands of people are paying a phone bill and you get a piece of it. How good would that be?

We are having an information night at house at You need to be there by 7pm. All I want you to bring is a pen and paper and I'll give you some information to take home with you. Can you attend? (Be silent until prospect replies)

Prospect says 'yes'

DOUBLE COMMIT SCRIPT

Thanks

..... is just new to our business. She/He needs all the assistance that her/his friends can give her/him. Simply by being there you will let her/him know how much you care.

Can you show your support by being 10 minutes early. That would really mean as lot to I am looking forward to meeting you personally.