

FRIDAY NIGHT LEADERSHIP Template

1. 7pm Sharp - 7:05pm Create Value of Home Meetings

2. 7:05-7:25 pm ~ Post ALL HOME MEETINGS (See Chart of how to write them down on website)

- Host Name, Presenter Name, Presenter Cell, City Located, Time
- Total Number of PBRs
- 1 IBO per PBR on Average per Effective PBR

3. 7:25-7:40pm~ Compensation Plan

- Explain Points System and getting 60 points, Overriding Residual
- Explain the C.A.B.s and how to get to TC and TC C.A.B.s

4. 7:40-7:55pm ~ Testimonial Training (30-45 secs MAXIMUM) and RECOGNITION

- Recognize NEW ETTs, ETLs and they practice Testimonial Script

TESTIMONIAL:

- Name & Occupation
- How long you have been in ACN (more than 90 days say short period of time)
- Why you got involved in ACN (1 sentence)...your WHY
- I am an ETT/ETL
- I have _____ business partners and _____ customers
- I owe all my success to the ACN SYSTEM

RECOGNITION

- PIN the New ETT/ETL in front of the ROOM and practice the Testimonial

5. 7:55-8:30pm ~ 72 Hour Coaching Call

- Why it's important
- Ask: How many of you had it used on you?
- Share recent success story using it
- Go over how to do it
 - Go over the 72 Hour Coaching Call Steps.... focus on Inviting, Confirmation Calls
 - Focus on Business Owners and the importance of getting Business Owners. MLM'ers, Successful People making minimum \$100k per year to the PBRs
- Have them practice Inviting

6. 8:30-8:55pm ~ The CLOSE and Enrolling Techniques/Handling Objections at PBR

- Are you an Asset or Liability in PBR (Explain why how well you do THE CLOSE in PBR determines which ONE you are in the Home Meeting)
- Explain Psychology of the CLOSE
- Go over the CLOSE in Detail
- Everyone Practice THE CLOSE

7. 8:55-9:15pm: Close For International Event @ Saturday

- How to Close someone at Saturday
- Sign up at ACNREG.com
- On Saturday: Have a Draw (one for 10)...sign up at acnreg.com, write down IBOs name, confirmation number, cell phone and upline RVP, and put in a hat for a draw