

## 72 Hour Call Checklist

**\*\*\*\* Book the time at the Launch and schedule it 3 days before Home Meeting\*\*\*\*\***

1. "How's the inviting going?" • How many people have actually said "yes"? • **Praise the progress regardless of how many are coming** • "Lets strive for double digits, Continue to invite, you are doing great!"
2. ASK: How many A-Players have been invited? Strive for at least 50% "A Players"
3. **3-way the Success Coach:** Guess what "Mary"! I told Mr./Ms\_\_\_\_\_ all about you. He/She is my mentor in ACN...he/she is incredible! I told him all about you! I told him I believe you will be our next RVP or even SVP! He/She told me they would love to speak to you for a minute and say hi. Can I three way them in for a second?? They really want to meet you!
4. **Have them send to you: Confirmation List Email** • Subject line: Name, cell #, address of home meeting and exact date & time of home meeting •
  - In Body: Name/Cell#/Occupation/Relationship to you • **Host MUST tell guests to expect a reminder call from the speaker's office**
5. **Home Meeting Checklist (go over list with them)**
  - TV with HDMI Cable, have Wi-Fi Password ready to give to presenter
  - Home Phones off the hook
  - Cool room temperature
  - Kids in bed/with babysitter
  - Pets outside or someplace quiet
  - ACN DVDs
  - Pens & Clipboards/something to write on
  - Home Services Survey gets handed out before Meeting Starts
  - 2 Forms on Clipboard handed out at the end: Overviews (1-10) IN COLOR, IBO Agreement (one page double sided), Monthly Bonus Sheet
  - Sign in Sheet (Name, Cell #, Notes)
  - Refreshments (NO alcohol), Light Snacks (chips, pretzels etc)
  - Upbeat Music Before & After the Presentation
- ❖ **6. Role Play their Pique • Sell SPEAKER not the business**