

5

5

5

Customer Acquisition Goals

- **5 points** in 24 Hours/ASAP! --- Minimum of 3 Services (*qualifies you to earn income!*)
- **20 points** – 7 Days (*opens up overriding residual for levels 1-4!*)
- **60 points** – 3 Months (*allows you to maximize personal & overriding residual income!*)

Step One: **ACN YOUR LIFE!**

Monthly bonuses may change point values

1. **Flash Wireless**

ACN branded Cell Phone Company. Help you & your family receive FREE service!
(Individual Plans = 3-4 points per line / Family Plans = up to 9 points)

2. **Xoom Energy**

If located in an energy market, start getting paid on your own gas and/or electric bill!
(Residential Gas/Electric = 1 point, Commercial Gas/Electric = 2 points, Solar = 4 points)

3. **Home Security**

Turn your home into a smart home with Vivint Home Security & Automation!
(Residential & Business = 4 points)

4. **High Speed Internet**

The Internet is not a fad & we offer High Speed Fiber & DSL from 4 top providers!
(AT&T – 3 points / CenturyLink = 2 points / Frontier = 3 points / Verizon = 1 point)

5. **Satellite Television**

Start getting paid every time you watch TV with either Direct TV or Dish Network!
(Direct TV = 2 points / Dish Network = 4 points)

6. **Back Office Pro**

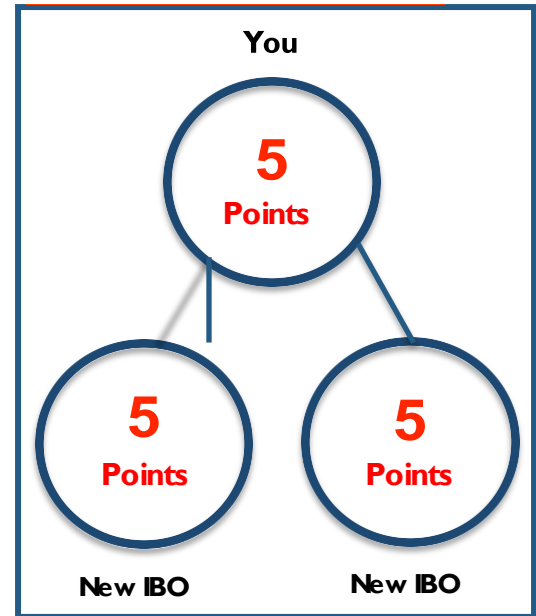
Everything you need to run a successful business from your home!
(Back Office Pro = 2 points)

Other Business Services:

- **Merchant Services** – Anovia Payments guarantees savings or \$100 visa rewards card. (6 points for processing \$3000+/month).
- **Business Phone Service** – ACN Digital phone service for Home Office & Small Businesses (3-9 points).
- **Flash Wireless** – Business Cell Phone Service (4-10 points).

Step Two: **Help Others!**

Executive Team Trainer



Executive Team Trainer (ETT) can also be achieved by acquiring 15 personal customer points.

CUSTOMER ACQUISITION SCRIPT: "FAVOR – HELP --- TRY"

"Can you do me a *HUGE* favor?!?! I am about to qualify for a promotion with the company that I represent and all that I need is to get a few more customers right away! (Share your "WHY") If I can offer you a service that you are already using, can you do me a huge personal favor, help me out and give the service a try? It would really mean a lot to me and would help feed a hungry child in the US! (Wait for response!)"

Training videos are available on website
www.wealthinstituteinc.com

Sunday Night Call - 8:00pm EST 518-530-1840 ACCESS CODE 368712453#

