How To Turn A Prospect Into An ACN Rep

Follow-Up And Invite To Another Exposure

- Use the 8 Question Follow-Up script.
- Once your prospect has learned about ACN, 3-way your prospect to your business partners.

Invite Them To An ACN Exposure

Listen to the "Fortune Is In The Follow Up" Training on www.MaxGroupTraining.com website.

Keys:

- Some people will be ready to join ACN after their first exposure and for others it may take multiple exposures before they make their decision to join.
- You are in the business of "sorting" not "convincing"!
- Your job is to LISTEN and then give your prospect the additional information they need to make the decision to join.

ACN EXPOSURES

- MaxGroup Tuesday and Thursday **ACN Presentation Webinars**
- 7 Minute ACN Introduction Video (On your ACN Website)
- 30 Minute Recorded Webinar (www.MaxGroupIntro.com)
 - ACN DVD
- Success From Home Magazine

Live Presentation



Prospect

Pique Interest

Ask Questions

- 🔘 Listen to the "What To Say" Training on www.MaxGroupTraining.com website.
- · Find out if they are satisfied with their current situation.
- Are you open to Additional income?
- Share your 60 second story of why you are excited about ACN.

