

PBRs MADE SIMPLE

The host is the connection



HOST & Presenter ROLE PLAY

Host Talking Points

- "I appreciate you coming to my private business reception."
- "Please turn your cell phones off or put them on vibrate. Hold all questions till we break the room because I don't want to interrupt our special guest."
- FIRST, "I'm going to play a brief video that's about 5 min. long that will give an overview of our business."

AFTER THE VIDEO

- "I saw this opportunity and I am running with it because (your reason for doing the business)."
- "Now, I'm going to share with you the credibility of the company."

HOST READS BOXES 1-3 AND THEN INTRODUCES THE GUEST SPEAKER

- "Everyone it is my honor to introduce our special guest. (Mr./Mrs.) is an executive with ACN and I really appreciate that (He/She) re-arranged his/her schedule to be here. I have a ton of respect for (Mr./Mrs.) (He/She) knows 100% of the information, is super sharp and loves helping people I told her/him so many great things about each one of you. This is important to me, please help me welcome Mr./Mrs. _____"

AT THE END OF PRESENTATION

- "Thank you so much for (Mr./Mrs.) for taking time to explain this opportunity."
- Everyone I'm EXCITED! I'm running with this and I want you to run with me."
- I want YOU to be on LEVEL 1."
- I filled out my form because this is a no brainer"
- Unlimited Energy is going to be HUGE. Getting Paid Off of it Makes too much sense."
- Let's just go for it and get the paperwork out of the way."

PLAY MUSIC GO AROUND AND TALK TO EACH ONE OF YOUR GUESTS

- "I want you to do this with me."
- I want us to earn residual income together."
- Start filling out the IBO agreement."

Remember It Is Your Responsibility As The Host To Assist The Presenter In Moving People To Action.



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THE CHECK LIST

- Turn clean upbeat music on before and after the meeting.
- Have the ACN video queued.
- Have simple snacks for AFTER the PBR
- Water, chips, veggies are good enough.
NO ALCOHOL.
- No children or pets during the meeting.
We love them however they create a major distraction.

- Have a sign in sheet with Name, Cell #, and email address
- Have clipboards with pens, home survey sheets, and 1-10 already attached. Pass them out as people are coming inside and getting settled. Ask them to fill out the survey.
- Have a computer available with your ACN online storefront already set up in the room that will be used to sign up customers.
- Have IBO agreements (double sided) and next International Event flyers available for the end of the presentation.
- Have Success from Home magazines available.



TIPS

1. Never interrupt the presenter during the presentation
2. Participate. Laugh at jokes and raise your hand when appropriate. The guests will duplicate your energy, good or bad.

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