



# ETT IN 24 HOURS

## STEP 1

IBO #: \_\_\_\_\_

ONLINE STORE: \_\_\_\_\_  
\_\_\_\_\_.acndirect.com

WHAT IS YOUR WHY?

## STEP 2

### IMPORTANT!!!

QUALIFY YOUR BUSINESS TO MAKE MONEY RIGHT NOW

You must acquire 4 services that total a minimal of 10 points

- Flash: 4-9 pts \_\_\_\_\_
- Gas: 1-2 pts \_\_\_\_\_
- Electricity: 1-2 pts \_\_\_\_\_
- Vivint: 4 pts \_\_\_\_\_
- Anovia: 6 pts \_\_\_\_\_
- Internet: 2-3 pts \_\_\_\_\_
- TV: 2-4 pts \_\_\_\_\_
- Digital Phone: 1-2 pts \_\_\_\_\_
- YBA: 2 pts \_\_\_\_\_



## STEP 3

TAKE ACTION NOW!

Emergency PBR Date & Time: \_\_\_\_\_

Second PBR Date & Time: \_\_\_\_\_

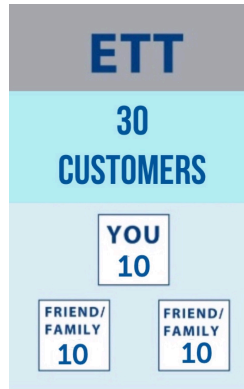
- A. List down 10 names ASAP!  
Who are the TOP 10 PEOPLE ON YOUR LIST who will join you just because you are in?  
**HIGHLY RECOMMENDED:** SPOUSE, PARTNER, CHILDREN (18+), FRIEND, FAMILY
- B. COPY-PASTE-SEND (CPS)  
SEND TEXT MESSAGE: "Do you have a minute? I'm REALLY excited!"
- C. Follow the SCRIPT. Stand up and walk around. It raises your energy.

**BE EXCITED!**

2-MIN RULE: If your conversation goes past 2 min, you're saying too much.

### POSITION TWO (2) ASAP!

- Name 1: \_\_\_\_\_
- Name 2: \_\_\_\_\_
- Name 3: \_\_\_\_\_
- Name 4: \_\_\_\_\_
- Name 5: \_\_\_\_\_
- Name 6: \_\_\_\_\_
- Name 7: \_\_\_\_\_
- Name 8: \_\_\_\_\_
- Name 9: \_\_\_\_\_
- Name 10: \_\_\_\_\_



### SCRIPT

**YOU:** "Hey, thank you for taking my call. What are you doing at \_\_\_\_\_ am/pm this coming (day)?"

**IF AVAILABLE:**

**PERSON:** "Nothing. Why? What's going on?"

**YOU:** "Perfect! I came across a business and a business person and the reason why I'm calling you is because you're one of the most (COMPLIMENT PERSON: *ex. sharp, smart, hardworking, successful*) people I know. This coming (day) at (time), I'm having the **GRAND OPENING** of **MY NEW BUSINESS**, and I **NEED YOU** to be there!"

**IF UNSURE:**

**YOU:** "Listen. This is **REALLY IMPORTANT TO ME** - It's the **GRAND OPENING** of **MY NEW BUSINESS**. You're one of the (COMPLIMENT PERSON: *ex. sharpest, smartest, hardworking, etc.*) people I know. I told Mr./Ms. (presenter's name) all about you. He/she is a really **SHARP BUSINESS PERSON** and you **NEED** to meet him/her. Tell me you're coming?" (Be quiet. Wait for a response.)

**IF STILL NOT AVAILABLE:**

**YOU:** "Got it. Hold on." (Then Invite them to the 2<sup>nd</sup> PBR)

**IF THEY ASK: "What kind of business?"**

**YOU:** "Well, it's a **NEW PROJECT** that I'm working on and it deals with **TECHNOLOGY AND MAKING MONEY** - that's why I need you to come so you can see it. Tell me you're coming?"

**IF THEY WANT MORE INFORMATION:**

**YOU:** "IT DEALS WITH **TELECOM, BANKING, AND ENERGY**. **TRUST ME. JUST COME.** I'll put you down as coming, ok?"

**AFTER THE CONVERSATION:**

**TEXT INFO FOR THE PBR DATE, TIME AND LOCATION, AND SAY:**

**VIA TEXT:** "Oh and do me a favor - bring your bills with you, like cellphone, utilities, etc. You're going to see what I'm doing, and I'll explain when I see you."