

WB/GLF

Home Meeting format using DVD Videos

1) Host welcomes everyone (1 minute)

- a. Thanks for coming tonight
 1. I am really excited to share this information with all of you
 2. Someone is going to make a lot of money doing this and I figure it may as well be us
- b. To kick us off, I am going to turn over the presentation to my new business partner...

2) 1st presenter introduce video (3 minutes)

- a. I am very excited to be working with _____ and we are expecting to do big things together
- b. Turn off Phones, Stay Seated & Hold Questions until the end
- c. Pass out clipboards
 1. Please do not page forward as we will cover each document on the clipboard
 2. Please follow along on the 1st page as the video will cover each box
- d. Intro Video – Look for three things:
 1. Our unique marketing advantage, who Endorses the company & what type of income can we make

3) Company Video (12 Minutes)

4) Introduce 2nd speaker after video (1 minute)

- a. Read from the “edify the position” script ONLY

5) Cover the documents on the Clipboard (8 minutes)

- a. ACN Agreement - You can open your online store tonight by processing your license
 1. I opened my store because I realized:
 - i. All the facts were in place. 23 countries, 4 continents, Billionaire endorsed
 - ii. Would be tons of fun to get wealthy with my friends and family
 - iii. Money is only made when people succeed. I like helping people
 - iv. Limitless income potential. No limit to the number of stores
- b. Quick start Bonus - Could not be a better time to start because of the bonus on the table
- c. Training flier - All questions are answered during the training
- d. Research Document – Google is a bathroom wall

6) Closing the Presentation (5 Minutes)

- a. Everyone falls in 1 of 2 categories
- b. Category number 1 you see it, like it and want to do it. Welcome aboard.
 1. You can setup your online store in the back of the room in the next 5 minutes
- c. Category number 2, you think it's not for you.
 1. Sign up for services on the store front of the person who invited you.
Wouldn't we all always support the businesses of friend and family over strangers?
 2. You need to do it anyways and here is why. Energy deregulation did not happen for your parents and energy deregulation will not happen for your children. Energy deregulation happens now and it happens for you. {Play energy Video}

7) Energy Video (2 Minutes)

8) There are really only ever 3 reasons someone does not get started: (3 minutes)

- a. They don't believe it: That means you really don't believe Verizon, AT&T, Sprint, DirecTV or a Multi-billionaire
- b. They don't have time: This is not about your time, it's about your contacts
- c. They don't have \$499: How long would like to continue to have this problem
- d. We appreciate you coming out
 1. We'll stay around and answer any questions anyone may have
 2. Let's visit the Storefront's in the back of the room