

# FRIDAY NIGHT LEADERSHIP

1. **6:45pm-7:00pm ~ Post Personal Group Webinars**
2. **7:00-7:15 ~ Create Value on PGWs (Create Competition)**
3. **7:15-7:30 ~ Applicable Comp Plan Discussion**
4. **7:30-7:40 ~ Testimonial Coaching (1-2 mins MAX)**
  - a. Name & Occupation
  - b. How long you have been in ACN
  - c. # of customers points in entire group (do NOT say downline, under me, etc.)
  - d. Why you got involved in ACN (1 or 2 sentences)
  - e. I owe all my success to our Strategy Sessions
5. **Any Applicable Friday Night Recognition**
6. **7:40-7:50 ~ Pique Interest ~ “A Players”- Business Owners**
  - *“10 trillion \$ per year” Script*
7. **7:50-8:05 ~ Proper Launch**
  - a. Activate Back Office and Store Front (Xoom accreditation if Applicable)
  - b. Define 5 service 10 point 30 day bonus(\$200)
  - c. Order own services
  - d. Schedule PGW & “72 Hour Get The Yes List” Call
  - e. Role play pique (sell speaker not business)
  - f. Promote next regional/nationwide strategy webinar
8. **8:05-8:20 ~ “72 Hour Get The Yes List” Call ( 3 days before PGW)**
  - A. “How’s the inviting going?”
    - How many people have actually said “yes”?
    - Praise the progress
    - “Lets shoot for double digits”
    - Continue to invite
  - B. How many A-Players have been invited?
  - C. Confirmation List ~ Name/Cell#/Relationship to you/Hot Button
    - *Host MUST tell guests to expect a reminder call from the speakers office.*
  - D. PGW Check List (go over list with them)
  - E. Role Play their Pique
  - F. 3-way the Success Coach
9. **8:20-8:30 ~ Enrolling Techniques/Handling Objections**
10. **8:30-9:00 ~ Topics of the Day (choose 1 or 2 weekly)**
  - Team Etiquette
  - Confirmation Call Language “1st and 2nd look”
  - Promoting Event Language
  - PGW SWAT Team Responsibilities
  - 12 or 16 Points of Light (RD or RVP)
  - Advance Comp Plan (IBO per day mentality)
  - 1-4 Box Language
  - “The System”
  - Advance Customer Acquisition/Qualification Ratios
  - Starting new area/new events
  - Day to day method of operation