

Advanced
Customer Acquisition + Energy -
Natural Gas & Electricity

Cav. Franco Lofranco • Senior Vice President and Circle of Champions Member

What Is the Fastest Way To

RVPPP/SVP

and Life Altering Residual Income?

make LIFE HAPPEN

ACN

Acquire Energy Customers

Teach It

Billing Volume is Key!

make IT HAPPEN



Originally

- 1993 Only Long Distance/Incredible Competition
- Lower Residual Opportunity
- \$10,000 in Monthly Billing to Get 10%!

Now.....

- More Services, Bigger Billing, More Countries
- Online Store
- ACN Brands Expanding Globally
- 60 Personal Customer Points to Get 10%



POWER OF ACN'S PRODUCTS FOR LONG TERM RESIDUAL

ACN | High Speed Internet + Voice

ACN | Digital Phone Service
for your home

ACN | Local & Long Distance
for your home

ACN | Business Advantage
for business

ACN | DigitalTalk® *EXPRESS*
for business

XOON
energy

XOON
solar

FLASH
WIRELESS

Anovia
PAYMENTS

DIRECTV Now part of the AT&T family
AUTHORIZED DEALER™

dish
AUTHORIZED RETAILER

vivint.SmartHome
Authorized Dealer

ADT AUTHORIZED DEALER
SafeStreets
USA



POWER OF ACN'S PRODUCTS FOR LONG TERM RESIDUAL

ACN PREFERRED SERVICES - *LIFE OF THE CUSTOMER RESIDUALS*

High Speed Internet & Voice • Standalone High Speed Internet • Digital Phone Service • Local & Long Distance
Standalone Long Distance • DigitalTalk Express • Business Talk • Planet Energy • Anovia • Vivint



PARTNER PREFERRED SERVICES

Telus • Reliance Protectron • Bell





Largest Consumer Footprint
of Any Retailer in the Country



XOOM Energy Ranks #1 in Energy
and **#13 Overall** on 2015 Inc. 500
with Three-Year Sales Growth

Meet 2015's **SUPERSTAR ENTREPRENEURS**
Inc. Here's How They Did It



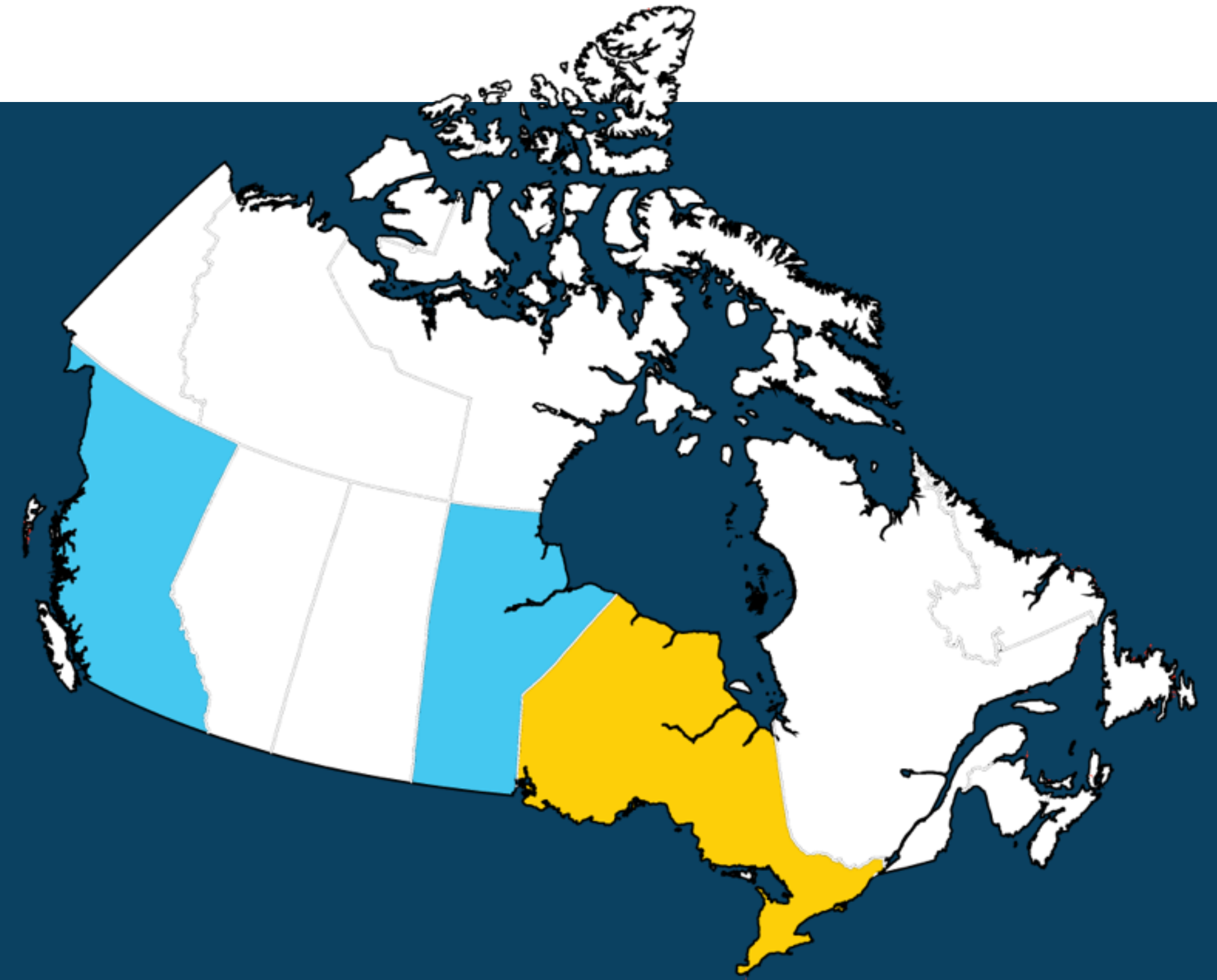
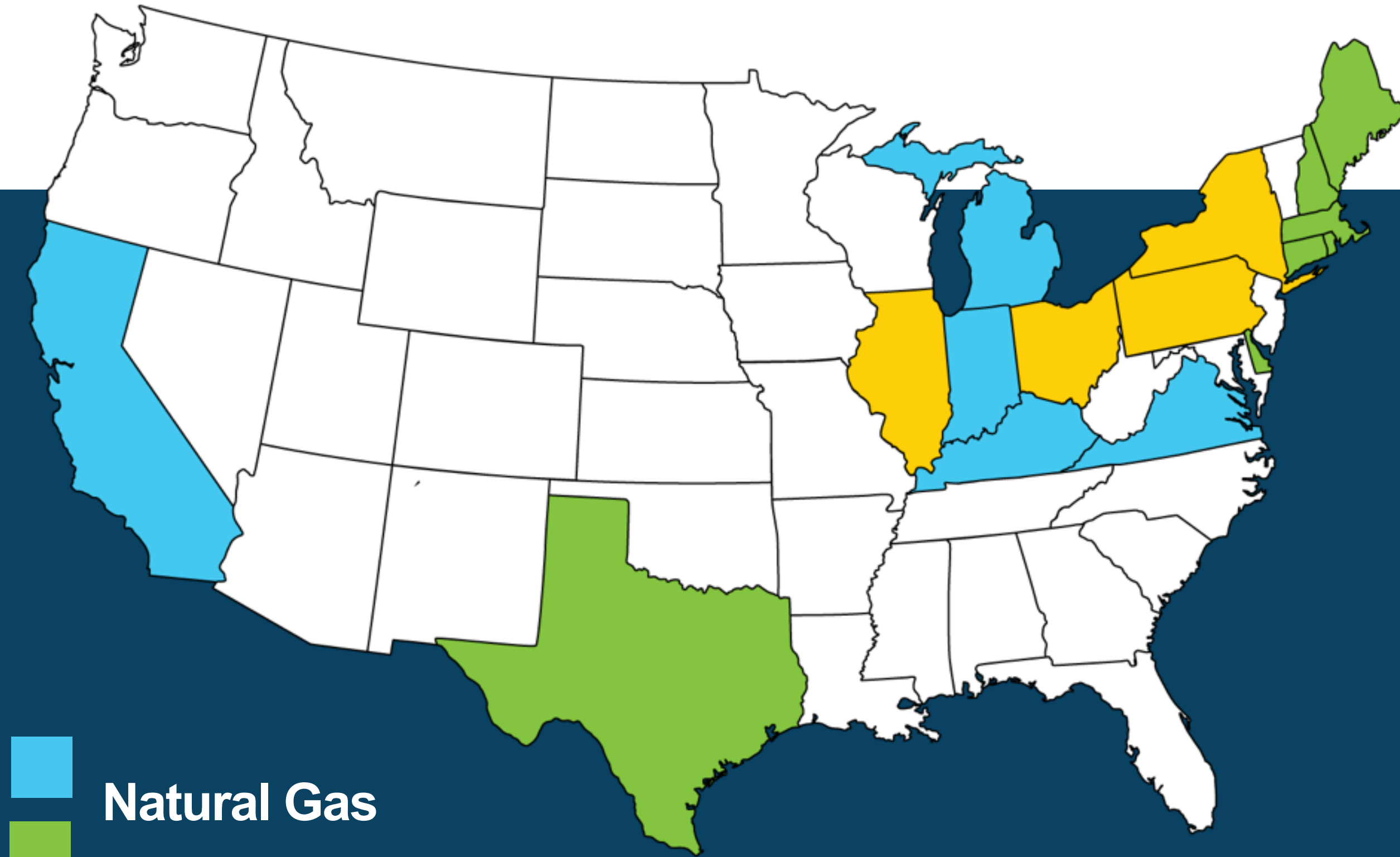
XOOM Energy
Rank #13




Power *your* Home

Open to All U.S. IBOs in XOOM Energy Markets



Open to All Canadian IBOs in Ontario



-  Natural Gas
-  Electricity
-  Electricity and Natural Gas

Product Portfolio

Variety of plans including options not available through the local utility

MARKETS

- Residential and Small Business Customers
- Variable Rate Plan with No Long-Term Commitment (**XOOM Markets**)
- Fixed Rate Plans with Term Contracts
- Renewable Energy Options – Available in Both Electricity and Natural Gas Markets





POWER

YOUR HOME PROMOTION

ACQUIRE **10**
residential XOOM Energy
Gas customers
and your **residential XOOM**
Energy Gas service
can be **FREE!**



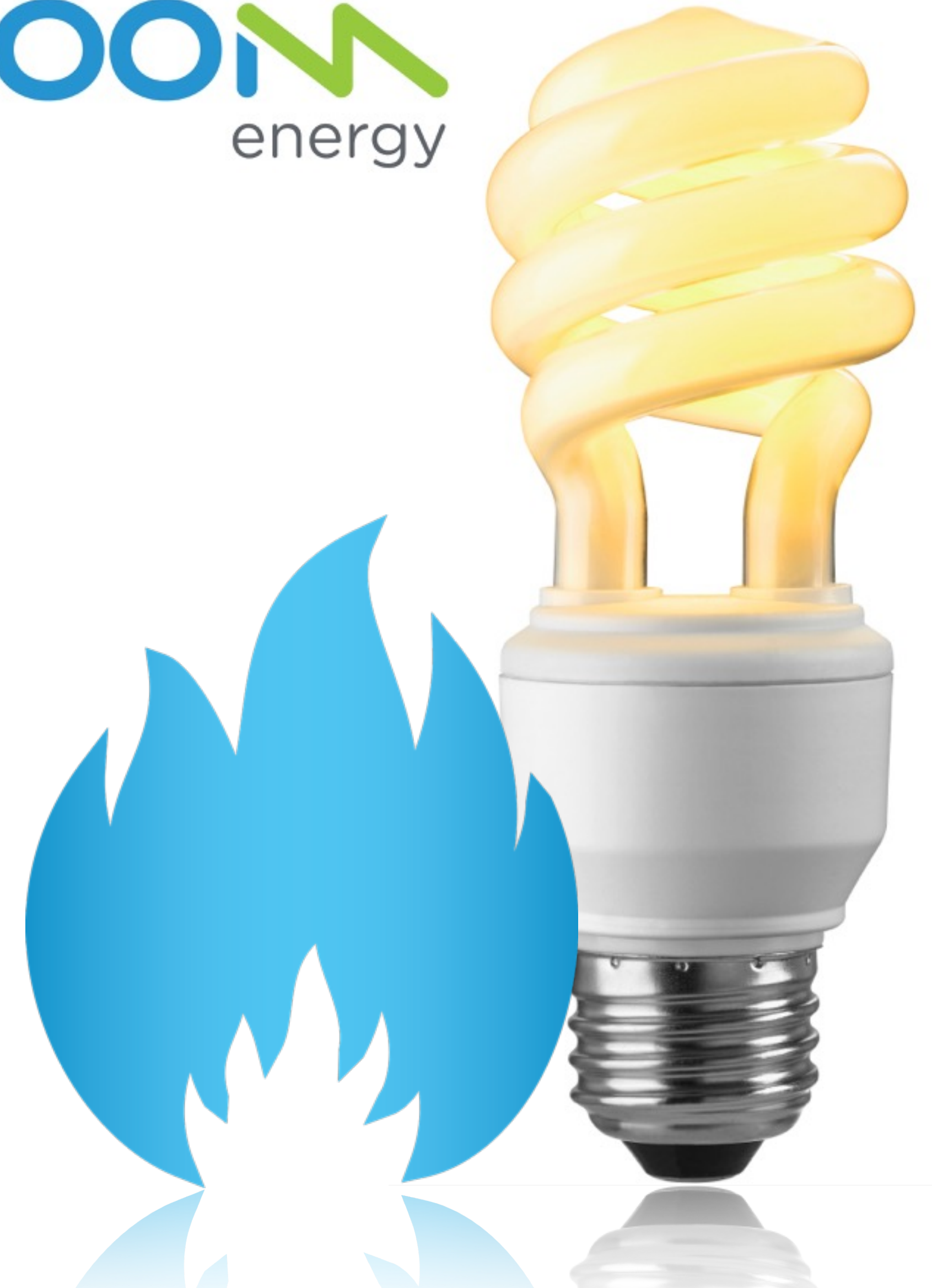
ACQUIRE **10**
residential XOOM Energy
Electric customers
and your **residential XOOM**
Energy Electric service
can be **FREE!**



ACN
POWER
YOUR WALLET PROMOTION



- Open to all U.S. & Canada IBOs Who Are Not Existing XOOM Energy Residential Customers.
- Acquire **12 XOOM Energy Residential Electric** or **12 XOOM Energy Residential Gas Customers** and
- Receive a **Bonus Equal to the Average of Your Customers' Respective Electric or Gas Bills**
- Promotion Will Be Paid Out in the Form of a Bonus.



Benefits of Energy Deregulation

- Freedom for Customers to Choose
- Access to Products Not Offered by Utility
- Same Quality Service Customers Are Used To
- No Selling Involved...No Asking for Money
- No Change in Buying Habits – No Reselling Customer
- Powerful Opportunity for IBOs – Long-Term Residual Income



**The Weather in All 4
Seasons is Unpredictable.
With a Fixed Rate Your Energy
Rate Doesn't Have to Be!**

Before Acquiring Energy Customers...

- All IBOs Must be Accredited
- To see in NY and OH - Must Have a Badge
- PE: Ontario Must Have Badge
- All IBOs Can Acquire Customers in Energy Markets

ACN IBO Back Office

Home | My Business | Events | Recognition | Products | Training | Tools

Preferences | Contact Us | Help | Logout

ACN | COMPASS

ACN Compass has everything you need to run your ACN Business.
Essential Documents • IBO & Product News • Recognition • Event Info • and More!
Can't find what you're looking for? Use the 'Search' function to find everything you need!

NEW TEAM TRAINERS START HERE
ROADMAP TO SUCCESS

yba everyday
YOUR BUSINESS ASSISTANT
ACCESS TOOLS | SIGN UP

BONUS PROMOTIONS & ESSENTIAL DOCUMENTS

COMPENSATION PLAN

Your Essential Services Customer Survey
ACTIVATE | UPDATE INFORMATION

Your ACN Online Store
ACTIVATE | UPDATE INFORMATION

ACCREDITATION TRAINING PDF

XOON energy
ACCREDITATION & ENERGY BADGE - NY & OH

ACCREDITATION TRAINING PDF

XOON solar
ACCREDITATION

EMAIL

f | | YouTube | GP BLOG | | in | ACN BLOG

Doing Business the Right Way

- Customers Must Place Their Own Orders & Must be the Account Holder - The Online Order is a Binding Agreement
- Do Not Contact XOOM, PE or the Utilities Directly with Product or Compensation Questions - Refer to ACN Compass or Your Storefront
- No Door-To-Door Customer Acquisition

Creating a Better Tomorrow

By Helping End Childhood Hunger Right Here at Home



Our Contribution comes

FROM ACQUIRING CUSTOMERS

When Someone Becomes an ACN Customer,
a Child Gets Fed. And When Customers Pay Their Bills for Select
ACN Services Each Month, Another Child Gets Fed.





More Consumers.....

- ✓ Buy Emotionally, Not Logically
- ✓ Feel Great About Supporting A Cause
- ✓ We Are HUMAN BEINGS Not ROBOTS



HUMANIZE YOUR BUSINESS

Script – Key Words

1. Favor
2. Help
3. Try

Urgency & Enthusiasm = SUCCESS



Can You Do Me a Huge Favor?

I Am About to *Qualify* for a Promotion with the Company I Represent That Offers Residential and Business Services Like Electricity, Natural Gas and Phone Services, and all I Need is to Get a *Few More Customers* Right Away!



So here is the favor....

If I Can Offer You a Service That You Are Already Using, Would You Do Me a Huge Personal Favor, Help Me Out and Give the Services a Try? It Would Mean a Lot to Me!

make LIFE HAPPEN



Master an Approach

Free Approach

- Simple but Effective
- Be Excited / Qualify Them
- Book an Appointment

Charity Approach

- Become My Customer...
- Pay Your Select Bills...
- **A CHILD GETS FED!**

Help – Favor – Try

Magic Key Your Why

- Honesty
- Authentic and Vulnerable
- Trust Others
- Don't Be Attached to the Outcome but Be Committed to Sharing

Bonus Tips

- **AT PBRs**
 - Bring Sample of Energy Bill
 - Business Certificate of PFK
- **Referrals**
 - Ask!
 - Use Facebook as Testimonial not Advertising



Opportunity is so Immense Today

- XOOM Energy...History in the Making!
- Currently Available in the U.S. in 18 States and More Than 70 Utility Markets, with Further Expansion on the Horizon
- Positioned for Global growth as International Energy Deregulation Continues
- Ahead of the Curve

Result....

- More \$\$\$\$ Available Now Than Ever Before
- Top Money Earners are Just Getting Started or About to Get Started
- Make Sure You Are One of Them or Recruit Them!

FUTURE of ACN[®]





Residential & Small Business Promotion

IBOs can
win up to
\$3,000!

Earn 1 entry into raffle for every 5 Residential or Small Business accounts enrolled between 2/1 - 2/29 and activated by 3/21

1st Place = **\$3,000**

2nd Place = **\$2,000**

3rd Place = **\$1,000**

