

## ✔ Your Launch List

- Set up your Conxxion Business
- Write down your "Why"
- Complete your Accreditation
- Get customer qualified and earn Customer Bonuses
- Create your own contact list and set up your first 2 Private Business Meetings
- Acquire customers
- Register for the next event and attend a weekly training

## ✔ Set Up Your Conxxion Business

Business ID: \_\_\_\_\_

Password: \_\_\_\_\_

Conxxion Personalised Website: \_\_\_\_\_

### Your Upline Leaders:

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Phone: \_\_\_\_\_

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Phone: \_\_\_\_\_

## ✔ Your "WHY"

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## ✔ Complete Your Accreditation

Accreditation is a requirement of Conxxion under the terms of your IBO Agreement and must be completed before you are permitted to sell products and services to your customers. Australian IBOs must complete the following accreditation:

### Australian IBOs

- Customer Acquisition Code Training
- Vodafone Mobile Accreditation Training
- amaysim Mobile Accreditation Training
- MATE Mobile and Broadband Accreditation Training
- Sumo Energy Accreditation Training
- Alinta Energy Accreditation Training
- Honey Insurance Accreditation Training

## ✔ Get Customer Qualified and Earn Customer Bonuses

CQ Customer Qualified IBO	ETL Executive Team Leader	RC Regional Coordinator
<p>CQ MUST MAINTAIN</p> <div style="text-align: center;"> <p><b>7</b> Customer Points <i>from at least</i></p> <p><b>3</b> Services</p> </div> <p>ELIGIBLE FOR MONTHLY PERSONAL CUSTOMER ACQUISITION BONUSES</p>	<div style="text-align: center;"> <p><b>30</b> TOTAL CUSTOMER POINTS <i>(Personal and Downline)</i></p> </div> <p>ETL MUST MAINTAIN CUSTOMER QUALIFIED STATUS</p>	<div style="text-align: center;"> <p><b>200</b> TOTAL CUSTOMER POINTS <i>(Personal and Downline)</i></p> <p>A minimum of 200 total Customer Points in your team with a maximum of 75 Customer Points per leg.</p> </div> <p>RC MUST MAINTAIN CUSTOMER QUALIFIED STATUS</p>

## ✓ Create Your Contact List

This is where your IBOs, customers and referrals will come from

**LIST EVERYONE YOU KNOW! DON'T PRE-JUDGE!**


## ✓ Setup Your First Two Private Business Meetings

Schedule your meetings and start inviting

Date: \_\_\_\_\_ Time: \_\_\_\_\_ Date: \_\_\_\_\_ Time: \_\_\_\_\_



## ✓ During your first 24 hours, invite a minimum of 5-7 people to your first presentation

Be natural when inviting.

<p><b>“Hello (Name),</b> I just saw something I’m very interested in. It may or may not be for you, ...however, I’m reaching out to a few of my closest friends to take a look. We’re getting together for coffee at my place / on ZOOM at (Time). Can I put you down as attending?”</p> <p><b>If they ask questions:</b> “I was just introduced to it myself so I don’t have all the answers. You really need to see this in the same way I did.”</p>	OR	<p><b>“Hey, I have a quick question; what are you doing at ____ (time) on ____ (day)?</b> (You’re Free? Great!) OR (Can you change your plans??), I just saw something I’m really excited about and I thought of you. It’s a great opportunity. Trust me, knowing you the way that I do, I’m sure you are going to want to hear about this! I’m inviting few of my closest friends to a virtual meeting tonight. We’re getting together on ZOOM at (Time). Would you like to join us?”</p> <p><b>If they ask questions, talk about the person, not the business:</b> “I was just introduced to it myself so I’d rather not try to explain it. You really need to see this in the same way I did. Based on our relationship, would you do me a favour and stop by to take a look?”</p> <p><b>If they can’t make it:</b> “When is the soonest we can catch up?”</p>
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## ✓ Acquire Customers

Earn your first customer acquisition bonus & position yourself to earn residual income.

**EARN \$150** for every additional 5 Services & 10 Points after the first 10 Services & 20 Points.

Refer to the Personal Monthly Customer Bonuses in the Conxxion Compensation Plan to discover how you can earn even more for acquiring customers.

### Recommended Services to Offer:



- Mobile (1-3 Points)
- nbn™ (0 Point)
- Mobile Broadband (1-2 Points)
- Wireless Broadband (3 Points)



- Mobile (1-2 Points)
- Broadband (2-4 Points)
- VoIP (1-2 Points)
- Phone (1-10 Point)



- Mobile (1-2 Points)
- nbn™ (2 Points)



- Alinta Energy (2-3 Points)



- Sumo Energy (2-3 Points)



- Mobile (1-2 Points)
- Mobile Broadband (2 Points)



- Payment Processing (1-3 Points)



- Honey Insurance (1-4 Points)

**honey STRIVE FOR 5** Refer **5 customers** to get a quote with Honey in a calendar month, and you'll receive a **\$50 Prezzy gift card!**

**mate. STRIVE FOR 5** Successfully refer **5 MATE services** in a calendar month and receive a **\$50 credit on your own MATE Mobile or NBN account** the following month\*

**amaysim STRIVE FOR 20** Successfully refer and maintain **20 amaysim Mobile services** and receive up to **\$40 off your amaysim Mobile service** each month\*

## ✓ Sample Customer Acquisition Script

Hi \_\_\_\_\_ do you have a minute?

Great, the reason I'm calling you is to ask you for a huge favour and I was wondering if you could help me out?

I've just started a part time business from home, helping people save money on their monthly bills. (Share your reason why)

If I could match or save you money on your Telecommunications, Energy, Insurance & other Essential Services would you give me the opportunity to try? This would really mean a lot to me?

## ✓ Schedule yourself for the next available virtual or weekly training, & register for the next event.



Events feature training from Conxxion, top Conxxion leaders and our Product Partners.

**Learn from the best; become your best.**

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