

# ACN Producers

## **“72 Hour Get The Yes List” Call Checklist (\*\*\*\*3 days before personal group webinar\*\*\*\*)**

### **1. “How’s the inviting going?”**

- How many people have actually said “yes”?
- Praise the progress
- “Lets strive for double digits”
- Continue to invite

### **2. How Many A-Players have been invited?**

- Strive for 50% “A-Players”

### **3. Confirmation List Email**

- Subject line: host name, host cell #, Zoom Webinar ID #, exact day, date & time of PGW
  - ★ *Please note time zone of guests if different than host/hostess*
- In Body: attendee name/cell #/relationship to you/ hot button
- Host/hostess MUST tell guests to expect a reminder call from the speaker’s office

### **4. PGW Check List (go over list with them)**

- Zoom webinar room ready and tested 15-20 minutes before scheduled time
- Start EXACTLY on time
- Dress professional
- Be in quiet area(no children or pets)
- Proper lighting and background

### **5. Role Play their Pique**

- Sell speaker not the business

### **6. 3-Way the Success Coach**