

# FRIDAY NIGHT LEADERSHIP

1. **6:45 pm-7:00 pm~ Post ALL HOME MEETINGS/PGWs**
2. **7:00-7:15~ Create Value on Home Meetings/PGWs (Create Competition)**
3. **7:15-7:30~ Applicable Comp Plan Discussion**
4. **7:30-7:40~ Testimonial Coaching (1-2 mins MAX)**
  1. Name & Occupation
  2. How long you have been in ACN
  3. # of customers points in entire group (do NOT say downline, under me, etc.)
  4. Why you got involved in ACN (1 or 2 sentences)
  5. 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**
  1. Activate Back Office and Store Front (Xoom accreditation if Applicable)
  2. Define 5 service 10 point 30 day bonus (\$200)
  3. Order own services
  4. Schedule Home Meeting/PGW & “Get The Yes List” Call
  5. Role Play Pique (edify speaker not business)
  6. Promote next regional/nationwide strategy webinar
8. **8:05-8:20~ “Get The Yes List” Call ( 3 days before Home Meeting/PGW)**
  1. “How’s the inviting going?”
    - How many people have actually said "yes"?
    - Praise the progress.
    - "Lets shoot for double digits"
    - Continue to invite.
  2. How many A-Players have been invited?
  3. Confirmation List ~ Name/Cell #/Relationship to you/Hot Button
    - *Host MUST tell guests to expect a reminder call from the speakers office*
  4. Home Meeting/PGW Check List (go over list with them)
  5. Role Play their Pique
  6. 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
  - Home Meeting/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 operations