

Successful Home Meeting (PBR)

Being prepared is crucial!

- **Create value:** People will come to your PBR's if you make it important enough to them.
- **Invite too many:** You will have guests that won't show up. Basic rule of thumb is the 50% rule.
- **Positive:** Regardless of how many people show up, remain positive! (Don't talk about the no shows)

Have some snacks for AFTER PBR Carrots, Celery, Cookies, or chips & dip.

Have music playing in the background to help set the environment of the meeting while people showing up.

Keep the room temperature at a comfortable level, a room that is too warm or too cool will make the guests uncomfortable.

Have enough PBR packets to pass out to your guests.

Contents of the PBR packet in order

- 1-10 Presentation Facts
- 3 Steps To Success
- Representative Agreement

(Have flyers available to hand out **AFTER** PBR for local training if applicable in your area)

Be sure to have presentation DVD ready to play and you have the remote ready! (**Test it before the meeting**)

IMPORTANT Keep animals, children or any diversions out of the room. Make sure to **TURN ALL** phones OFF and the TV EXCEPT FOR PLAYING THE VIDEOS.

Defining the roles for the Home Meeting (PBR).

HOST = The host is the person whose home the meeting is at.

Special Guest Sponsor or Upline Business Partner doing the PBR (If available)

HOME MEETING AGENDA (BASIC SCRIPT)

(HOST) Home Meeting Introduction

“I want to thank you for coming to our home this evening to find out about this company we are so excited about. The company that we are now representing, ACN, has an incredible TECHNOLOGY that you will get to see tonight. At this time, if you could turn off your cell phones and keep your comment and questions until the end.”

I am excited to show you this new technology called Video Phone I’m just going to make a short call for you to show how it works.

(Make sure you test the VIDEO Phone before the meeting so you know it is working properly)

NEXT STEP

(HOST)

“I am going to play a short 8 minute video (Donald Trump Endorsement) that will give you 90% of the information that you’re here to learn about. While you are watching it, I would like for you to watch for 3 things in this video.”

1. The credibility of the company and who is endorsing it.
2. The products and services that we offer.
3. The way we get paid.

*After the video, We have very special guest speaker to go cover the rest of the information.

***(If you have a local Upline Leader available to attend the meeting. If not use the DVD presentation with Tony Cupisz)**

What is EDIFICATION and what you say if a local speaker is available.

Edification: Is designed to build up the credibility of someone else such as the Special Guest. By edifying the presenter you're helping to build respect for the Special Guest. The better you edify your presenter, the better your results will be.

You must say 3 things about the Special Guest during the introduction:

*The Special Guest knows what they are talking about!

*The Special Guest knows how to make money in this business!

*The Special Guest is a good person and helps a lot of people succeed!

Edification Example:

“This individual that I am working with is actually one of the people heading up the expansion in this area. I have so much respect for this person because not only is he/she having tremendous success, but everyone that works with him/her and follows what they are saying is having tremendous success as well. He/she has all the information necessary and I couldn't think of anyone better to explain this opportunity to you. Please help me welcome, Mr. Mrs. Miss (individuals first and last name)”

As the host, get your prospects to want to meet with the presenter (again more edification). Help to filter out the room, send excited ones over to the edified presenter and get the LOA's from those that are not excited and thank them for coming. Help negative or uninterested people to leave as quickly as possible.

NEXT

Special Guest or Host

Talks about how exciting the technology revolution we are now starting to go through is and what he or she has experienced. Then says I can't think

of a better way for you to view our Business Presentation then from one of the Co- Founders of our company Mr. Tony Cupisz let's watch together the ACN business overview.

PLAY VIDEO with Tony Cupisz's Business Presentation

NEXT

Special Guest or Host

Comes back up to the front of the room and summarizes the Presentation in a way that explains the simplicity of the business and the timing with getting involved now.

*** We do two things**

- * Introduce people to ACN the company.**
- * Introduce people to our technology.**

Also explains

The concept of leverage - how by everyone doing a little we all achieve a lot.

Important Points To Achieve

- It's extremely important to wrap the meeting up in 1 hour or less.**
- Ask the all important question which is, If you're ready to get started to tonight tell the person that brought you to introduce you to me (Special Guest) so I can help you get started.**
- Tell the guests from the front of the room that if you're not ready to get started in the business with us tonight please support your friend by becoming a customer of one of our great services tonight.**
- Schedule PBR's with the new reps that night that join.**