

## 1 COMPANY

- Customer acquisition company
- Started in the U.S. January 1993
- 25 countries on 4 continents
- Over US\$800m in revenue and growing
- Millions of customers acquired



Sydney, Australia



World Headquarters  
Concord, NC - USA



Mexico City - Mexico



Tokyo - Japan



Montreal, Canada



Amsterdam, The Netherlands



Seoul, South Korea



Wroclaw, Poland

World's largest direct seller of telecommunications, energy and other essential services.

## 2 RESIDENTIAL + BUSINESS SERVICES OFFERED

- Phone
- Mobile
- Broadband
- VoIP
- Energy
- nbn<sup>™</sup>
- Security & Automation



Network component supplied by Telstra Wholesale and Optus Wholesale.

Product and service availability vary based on geographic location.  
See your IBO's Storefront for more details.

## 3 OUR COMPETITIVE ADVANTAGE



## 4 GETTING STARTED

### ACN provides:

- Personalised online Direct Storefront
- Hosted and updated daily
- Product information and training
- Online ordering
- Customer tracking
- Customer service
- Australian based IBO Support centre

**YOU acquire customers and ACN does the rest!**

## 5 PERSONAL RESIDUAL

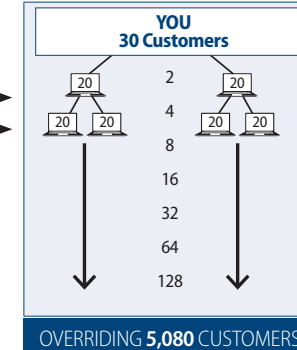
### On your personal customers



## 6 OVERRIDING RESIDUAL

Level	Residuals
IBO	1-10%
1	0.25%
2	0.25%
3	0.25%
4	0.5%
5	2%
6	4%
7	8%

## 7 OVERRIDING RESIDUALS



- 40 CUSTOMERS
- 80 CUSTOMERS
- 160 CUSTOMERS
- 320 CUSTOMERS
- 640 CUSTOMERS
- 1,280 CUSTOMERS
- 2,560 CUSTOMERS

Hypothetical example for illustrative purposes only.

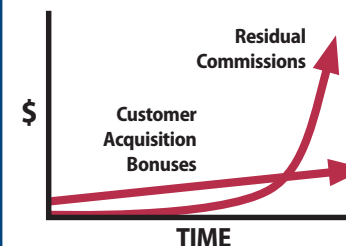
## 8 EARNED POSITIONS AND CUSTOMER ACQUISITION BONUSES (CABs)

QTT Qualified Team Trainer	ETT Executive Team Trainer	ETL Executive Team Leader	TC Team Coordinator	RD Regional Director	RVP Regional Vice President	SVP Senior Vice President
QTT - 7 personal customer points - from at least 4 services	ETT - 10 personal customer points - from at least 4 services - 25 total customer points in your team (Personal and Downline)	ETL - 15 personal customer points - from at least 4 services - 75 total customer points in your team (Personal and Downline)	Refer to ACN's Compensation Plan for qualifications			
	Customer Acquisition Bonuses \$30	Customer Acquisition Bonuses up to \$100	Customer Acquisition Bonuses up to \$300	Customer Acquisition Bonuses up to \$380	Customer Acquisition Bonuses up to \$450	Customer Acquisition Bonuses up to \$470
			Eligible for President's Club Retreat			
					Eligible for Annual Retreat	

CABs are bonuses earned weekly based on customers acquired by new IBOs within their first 30 days. All position qualifications require a minimum amount of personal customers.

## 9 BALANCED COMPENSATION

All compensation earned is based on the acquisition of customers



## 10 TRAINING & SUPPORT

ACN helps IBOs grow and develop their business with:

- Local, Regional & International Training Events
- Customer Acquisition
- Building Your Team
- Your Business Assistant



Your Business Assistant  
A set of tools developed exclusively for your ACN business!

**In business for yourself, but never by yourself!**

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Every ACN telecommunications customer that pays their ACN bill helps feed a family in need.

