



Blueprint to \$200K Per Month in Residual Commissions

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This blueprint is for educational purposes only.

Income Disclaimer

Earnings and income statements made by Ernest O'Dell, and anything related to Independent Business Owners (IBOs) with ACN are opinions and estimates of what I believe you can possibly earn. There are no guarantees that you will make any specific amount of income, and you accept the risk that the earnings and income statements differ by individual. Success with this business opportunity is based on factors including market conditions, customer acquisition, individual effort, and consistent engagement in business-building activities.

Your results will vary and are dependent on your own individual skills, commitment, and the time you devote to the business. Statements regarding potential income are examples only and should not be considered typical. No assurance is given that any prior successes or past results will apply, nor can any assurance be made that you will achieve similar financial outcomes.

This business involves certain inherent risks, and no guarantees of financial success are made. If you rely upon any figures provided, you must accept full responsibility for doing so. The information provided here is intended solely for informational purposes and does not constitute a contract or guarantee.

I have created this blueprint as an example for scaling residual income to \$200,000 per month based on the compensation plan in the ACN back office. Your focus should be on maximizing customer acquisition, building an effective team, and helping them in their customer and IBO acquisitions. When you build a team of top producers who acquire high volumes of customers and IBO's you should be able to realize leveraging residual income percentages and residual income. If you do nothing, you will earn nothing.

Here's a simplified approach:

1. Choose High-Value Products like Impact Health Sharing, Vivint Security, Flash Mobile, and XOOM Energy. Acquiring customers in high-points services is crucial for increasing Customer Points and commissionable revenue.
2. Focus on acquiring customers for services with higher Customer Points and commission percentages, as they directly increase both residual income and rank progression from CQ, ETL, through RVP and SVP. Most RC's, RD's, RVP's and SVP's have done well over a span of 10 years or more, but if you want to "fast track" your income to the higher levels, you're going to have to get your proposition in front of more people, and in larger audiences.

3. Build Customer Points for Personal and Team-Based Commissions

Customer Points are essential for qualifying higher commission tiers:

1–39 Points: 3% commission

200+ Points: 20% commission (maximize personal customer acquisition for higher percentage)

Higher Customer Points also unlock Overriding Residual Commissions on team members' sales, which are critical for hitting the \$200,000 goal.

4. Expand Through Team building and Rank Progression

Recruit and develop a strong team, encouraging them to also focus on high-points services.

Aim for positions such as Regional Director (RD) and Regional Vice President (RVP), which offer additional residual income percentages and bonuses through team downlines.

Encourage team members to reach customer qualification (CQ) to ensure they contribute to downline points and residuals.

5. Structure for Residual Scaling

Target Monthly Customer Points: Establish a target of over 3,000 points in the team to hit residual income levels that can reach six figures, distributing points across service lines and multiple legs for stability.

Monthly Billing Targets: Aim for \$100,000 or more in downline billing, especially once reaching RVP status, where downline billing directly increases residual potential.

6. Optimize Product Mix for Residual Income Stability

Offer a blend of high-retention services (e.g., energy, telecommunications) to build a stable residual base.

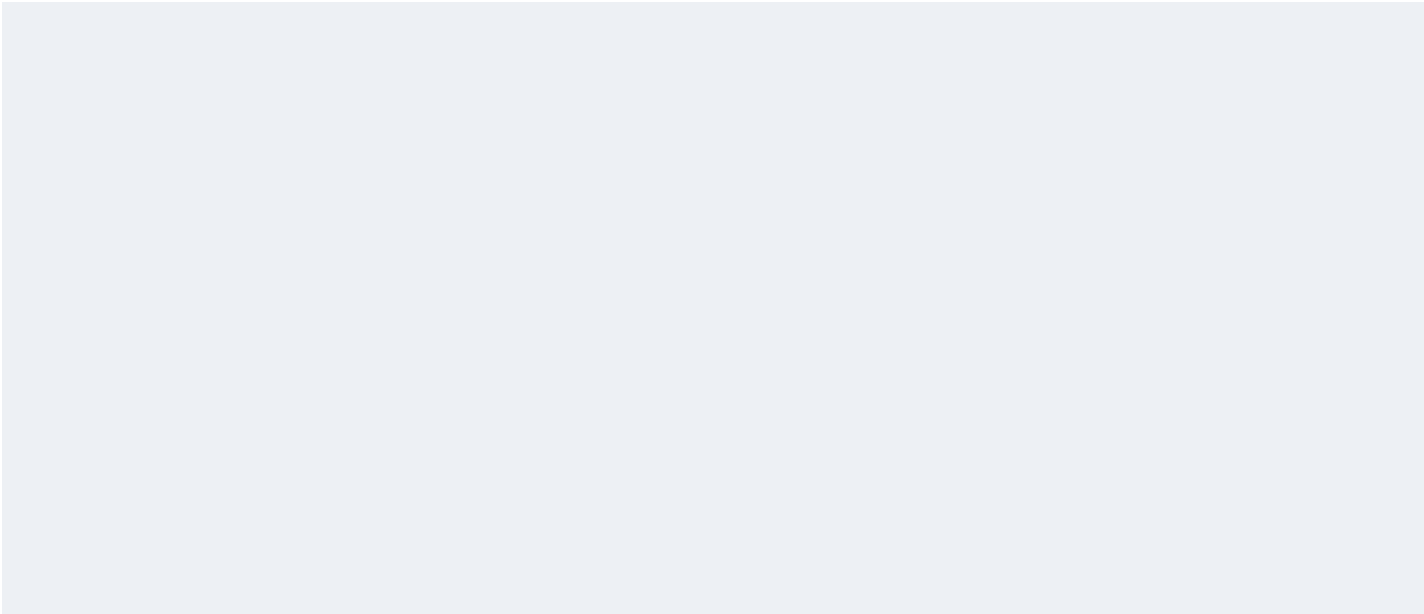
Include options like IDSeal and NMI merchant processing to broaden your customer base and reduce "churn".

7. Monitor and Adjust for Consistency

Track monthly residual growth, ensuring active accounts are retained for commission continuity.

Regularly assess Customer Points and identify high-performance service areas to expand.

Using this approach, a sustained and strategic focus on customer acquisition, team development, and product choice can lead to achieving and maintaining a monthly residual income goal of \$200,000. How long it takes you to achieve that goal depends on your efforts.



Every ACN Independent Business Owner (“IBO”) is expected to read and understand the entirety of their IBO Agreement (including the US Terms and Conditions, the ACN Policies & Procedures, and the ACN Compensation Plan) before starting their independent business. However, these easy-to-understand “Starter Tips” highlight several important topics related to operating your business. The subjects covered in these Starter Tips are explained in depth in the ACN Policies & Procedures (“Policies & Procedures”), and references to the Policies & Procedures are included below to help locate additional details.

1. LEADERSHIP BY EXAMPLE

The ACN Core Values are the cornerstone of ACN’s business, and our Co-Founders embody these Core Values. ACN conducts business in an ethical and credible manner, with ACN’s leadership demonstrating a high degree of integrity and success at both the sales and corporate levels. Further, ACN’s Co-Founders believe in leadership by example, rather than management by directive. Accordingly, all IBOs should follow the Co-Founders’ example by embodying the ACN Core Values and encouraging other IBOs to do the same.

2. YOUR BEST RECRUITS WON’T BUY THE BLING

Opportunities that promise overnight riches are most likely too good to be true. Most network marketers build their businesses part-time and work for supplemental income. Those who achieve more than this typically expend significant time and effort in the process. Your best recruits will assume these things and will be skeptical if you tell them otherwise. As a leader, your best approach is to embody the ACN Core Values, be honest, use the materials provided or approved by ACN to present the ACN Opportunity, show your enthusiasm, and let your prospective recruits hear your true story and the true stories of other IBOs. Let them know it’s not easy, it takes hard work, but that the hard work is worth it.

More specifically, avoid making earnings representations to prospective IBOs. This includes direct or implied oral, written, or visual claims, hypotheticals, or statements about the sales, earnings, income, or income level a potential recruit can expect from becoming an IBO. Examples of prohibited earnings representations include:

- "I make \$5,000 per month."
- "Who wants to make \$2,000 within the next 30 days?" or "You can make \$1,000 this month – call me."
- A social media picture of a Ferrari captioned, "My latest purchase thanks to ACN!" or with the hashtag "#ThankyouACN."

Exceptions to the general prohibition of earnings representations exist in the limited context of telling the true story of your personal ACN Opportunity experience, provided the statement otherwise complies with your IBO Agreement. Context is critical when determining whether a representation is acceptable under your IBO Agreement. Statements made before or after a representation, the ACN Opportunity's role in the representation, and even pictures posted before, after, or with the representation can impact whether a representation is prohibited or permissible.

Examples of statements that could be considered earnings representations in one context but acceptable in another include:

- **Statement:** "Financial Freedom" or "Time Freedom."
Earnings Representation: "ACN gave me the financial freedom to buy a new lake house and take my family to Cabo every year."
Not Earnings Representation: "Through working hard on my ACN business, I was able to achieve financial freedom."
Reason: The first statement implies an income level associated with lifestyle purchases, whereas the second statement could mean many things, including a new way to look at making money.

See subsections III.4 and III.5(b) of the Policies & Procedures for more detail on earnings representations and disclaimers.

3. TAP YOUR RELATIONSHIPS

Network marketing is about relationships. Acquire your customers and find recruits through your existing business, personal, and social relationships. Build more relationships, then acquire more customers and recruit more IBOs through these new connections. Avoid cold marketing techniques, such as door-to-door selling, cold calling or telemarketing, attending trade shows, purchasing leads, mass advertising, or spamming people. These techniques are prohibited by ACN and are unlikely to be successful. See Article III of the Policies & Procedures for more details on IBO marketing, advertising, and sales methods.

4. LET YOUR CUSTOMERS COMPLETE THEIR OWN ORDERS

You may assist your customers through the ordering process at their request, but the customer must always (1) provide their own information for the order, (2) review and agree to the applicable customer contract, and (3) submit the order themselves. Otherwise, you may be liable for "slamming" or other actions prohibited by applicable

law and your IBO Agreement. See subsections III.5(c), III.5(d), and V.4 of the Policies & Procedures for more details on customer orders.

5. DON'T "STACK" YOUR CUSTOMERS

The customers you acquire must be attributed to you and not to another IBO. Sharing a customer to help another IBO qualify can prevent the other IBO from tapping the full potential of their relationships. In addition, if your customer has issues that need to be resolved, ACN will not know to contact you. See subsection III.5(c) of the Policies & Procedures for more details on "stacking."

6. YOU'RE AN INDEPENDENT BUSINESS OWNER, NOT AN EMPLOYEE!

As an IBO, it's your business. You generally have the freedom to work how you want to, when you want to, and where you want to. The limitations imposed by ACN under the IBO Agreement help protect the ACN Opportunity and ensure compliance with industry standards and applicable law. Don't represent yourself as an ACN employee; be proud to have your own business as an ACN Independent Business Owner! See the US Terms and Conditions and Article V of the Policies & Procedures for more details on the various relationships created by the IBO Agreement.