



How To Give An Effective Testimonial

"What I do best is share my enthusiasm." - BILL GATES

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Purpose of a Testimonial

- Have prospects see themselves in the Reps sharing
- Creates validity for the opportunity to prospects
- Provides recognition for those producing

Structure of a Testimonial

- Brief - 30-45 seconds maximum!
- Proper Testimonial must include:
 - Name
 - Occupation
 - Time frame involved in ACN
 - What's possible now financially
 - Acknowledgment of the ACN System

Testimonial Script

My name is **(name)**. I **(occupation)**. I have been involved in ACN for a relatively short period of time. (If it has been 1-2 months or less then be specific)

I am now in a position now to earn up to **(\$)** per month as a **(Your Earned Position)**.

And I owe it all to the ACN system. I just plugged into the ACN system and here I am!

STAY FOCUSED ON YOUR "WHY" AND COMMIT TO YOUR COMMITMENTS

"Fortunate is the person who has developed the self-control to steer a straight course toward his objective in life, without being swayed from his purpose by either commendation or condemnation." - NAPOLEAN HILL