



The reason for my call is to ask, "Can you do me a huge personal favor?"  
*(wait for response)*

Prospect

RESPONSE

*Sure*

**RED**

Continue with the script



*Questions*

**GREEN**

What do you need? –  
Continue with the script



*Anything other than positive*

**BROWN**

NEXT...Move on



I'm working with a company that offers services that most people use everyday, like your Home Phone, Mobile Phone and your Gas & Electricity. However, when you use one of our services, your helping support a Charity that focuses on feeding children in need.

Very simply, when you become one of my customers, a child gets fed each and every month for as long as you remain a customer.

In addition to that if I acquire a certain amount of customers this month, we can also provide an additional 100 meals to hungry children and I'm only a couple customers away from my goal.

**If I can offer you a service:**

That you are already using with the same or better quality and value that you are used to...

Can you do me a huge personal favor, help support me and this charity and become one of my customers?

*(wait for response)*

Prospect

RESPONSE

*Sure*

**RED**

Continue with the script



*Questions*

**GREEN**

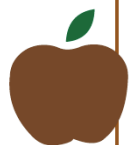
What do you need? –  
Continue with the script



*Anything other than positive*

**BROWN**

NEXT...Move on





## Commonly Asked Questions

ANSWER THE QUESTION/ASK FOR THE FAVOR

### Can You Do Me a Huge Personal Favor, Help Me Out and Give The Service a Try?

**Question:** What is the name of the company?

**Answer:** The name of the company is ACN. ACN is a very successful global \$670 million dollar company that has been in business for over 20 years.

### Can you do me a huge personal favor, help support me and this charity and become one of my customers?

**Question:** What services do you offer?

**Answer:** I offer a wide range of services such as home phone service, wireless, gas and electric and much more.

### Can you do me a huge personal favor, help support me and this charity and become one of my customers?

**Question:** What is the name of the charity?

**Answer:** The charity is called the Will Play for Food Foundation. Most people are not aware that millions of children in this country do not know where their next meal is coming from - this is a serious issue. Their mission is to fight to end childhood hunger right here at home.

### Can you do me a huge personal favor, help support me and this charity and become one of my customers?

**Question:** How much goes to charity?

**Answer:** Here is how it works...When you become an ACN Customer and pay your bill each month, you feed a child.

**OR**

Every time you become an ACN Customer and every time you pay your bill each month, a child gets fed.

### Can you do me a huge personal favor, help support me and this charity and become one of my customers?

**Question:** I like the services I have, why would I switch?

**Answer:** I promise you will like ACN just as much and the reason I am asking you to become a customer is to do me a favor by supporting my business and in doing so help feed children.

**Can you do me a huge personal favor, help support me and this charity and become one of my customers?**