

A M B I T E N E R G Y

2011

Kickoff

Event

Fuel Your Future

((Define what you want))

Write it down.

Set a deadline.

Make a list of actions.

Prioritize your actions.

Take immediate action.

Take action every day.

SIDEBAR: There is a 7-step process to help you reach your goals

((Helpful Numbers))

Consultant Support

877.30 AMBIT (26248)

Fax: 800.508.9850

M-F 8 am- 6 pm CST Sat 10 am-5 pm CST

Customer Care:

877.30 AMBIT (26248)

Fax: 214.969.5928

Times Same as Consultant Support

TPV #s by state

TX: 866.942.6248

All Other States: 800.506.3151

Customer Gathering Website

Yourwebnickname.joinambit.com

Consultant Gathering Websites

yourwebnickname.energy526.com

yourwebnickname.whyambitworks.com

Other Field Notes

INFORMATION FOR YOUR SUPPORT

REPEAT—OVER AND OVER

This system will help you get promoted. Anyone new that comes into your organization, work with them to complete the same steps in this book. Help them develop their own lists, and start inviting those people on their list to take a look at the presentation.

"Now is the time to put your life in gear and go conquer your dreams."

—Jim Rohn

*Good luck!
The Next Level is within your reach!*

YOUR AMBIT SUCCESS GUIDE

Take your business to the Next Level!

Set a Goal

To be successful in any endeavor, it is critical to set goals. Your success will be largely determined by how clear you are about what you really, really want.

What are your goals for your business this year? A great goal to set for your business, right now, is to promote to the Next Level.

*"Goals allow you to control
the direction of change in your favor."*

—Brian Tracy

My Goal

is to promote to _____

in _____ days, or by _____

THE NEXT LEVEL

What does it take to get there?

Regardless of where you are in your business, to promote to the Next Level, you need to unleash the power of 5-2-6.

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Look at it this way.

Leadership Level	Consultant Requirements	Total Consultants Needed	How Many 5-2-6's is that?
Marketing Consultant	0	0	0
Regional Consultant	2 Personal MCs, 6 Total MCs	6	1
Senior Consultant	2 personal MCs, 18 total MCs in RC organization	18	3
Executive Consultant	Develop 5 SCs in SC organization	90	15
National Consultant	Develop 5 ECs in EC organization	450	75
		564	94

Our building block is 5-2-6, and if you concentrate on this, and help people in your organization promote to RC, you can reach your goal and promote to the Next Level.

3. VALIDATION

Once your prospect has viewed the presentation, it is time to confirm the information they just saw and ask them to start their own Ambit business. Call them back at your designated follow-up time.

Ask for a Decision

"Did that make sense to you?"

"Does that mean you're ready to get started?"

If the answer is "yes," sign them up! If they need more information, set up a 3-way call with your upline. **Go to Ambit University, and watch the 3-way call video for details on how to set up your call.** Also, taking them to a live BP may also help them see the power of the Opportunity.

Answer Objections

Perhaps your prospect has seen the presentation, but has an objection. The key is to not get discouraged, and the best way not to get discouraged is to be prepared to handle these objections. Some of the most common objections include:

I don't have the time.

I don't have the money.

I need more information.

I need to discuss with my spouse.

I've tried network marketing in the past, and it just doesn't work.

Go to Ambit University, and watch the Overcoming Objections video on how you can overcome these little road bumps.

Websites. These sites allow the prospect to view the opportunity videos and sign up as your Consultant. Call your prospect on the phone and ask them to watch the online videos.

[
yourwebnickname.energy526.com
yourwebnickname.whyambitworks.com
]

Success from Home Magazine & DVD. This magazine is an excellent way to introduce prospects to Ambit, and it includes the Opportunity DVD. Mark an article they should read and ask them to watch the DVD.

Opportunity DVD. Hand a DVD to your prospect, and set a time to call and follow up with them after they watch the videos.

Live Business Presentation. Some prospects really need to see the excitement behind the Opportunity. Pick them up at their house and drive them to a local BP.


----- **Follow-up** -----

It is very important that you set a time to follow up with your prospect after they have viewed the Presentation.

*"I will call you back in 30 minutes once you watch the online video.
Will that work for you?"*

----- or -----

*"Take this DVD and watch it when you get home - I will call you
at _____. Will that work for you?"*

tip  If at any time, a prospect balks at becoming a Consultant, ask them to do you a favor and become your customer!

DEVELOP YOUR LIST

Now that you know what it takes to get to the Next Level, what do you need to do to make it happen? Just like any business, to be successful, you've got to build your inventory. With Ambit, your inventory is your list of prospects. Take some time right now to build your list, and think about which presentation method to use.

PROSPECT LIST


Name: **Presentation Method:**
 DVD Magazine Live BP
Number: Website Online Videos

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Number: Website Online Videos

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 DVD Magazine Live BP
Number: Website Online Videos

Need some help with your list?
Review your Contact list of your mobile phone.
Also, check out the List Builder section of Ambit
University in Power Zone. **tip** 

Name:	Presentation Method: <input type="checkbox"/> DVD <input type="checkbox"/> Magazine <input type="checkbox"/> Live BP
Number:	<input type="checkbox"/> Website <input type="checkbox"/> Online Videos
Name:	Presentation Method: <input type="checkbox"/> DVD <input type="checkbox"/> Magazine <input type="checkbox"/> Live BP
Number:	<input type="checkbox"/> Website <input type="checkbox"/> Online Videos
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UTILIZE THE AMBIT BUSINESS

BUILDING SYSTEM

Once you have a list of prospects, and decide which method would be best to present the Opportunity to the prospect, it is time to put the system to work. There are three main parts to the Ambit System—Invitation, Presentation and Validation.

1. INVITATION

Make Contact

Your first commitment is to contact your prospects and share the Ambit Opportunity. Ask them the following questions:

"How many people do you know who use electricity or natural gas?"

"How many of them would like to pay less or even get it for free?"

"How would you like to earn a residual income and potentially thousands of dollars in bonuses by referring people to this program?"

"Would it be worth 20 minutes of your time to watch a couple of videos on a Website or DVD?"

2. PRESENTATION

Ambit has provided you with a number of presentation tools to build your business. Each person is different. Decide which presentation method is right for your prospect. Be sure to check off which presentation method you are using on the list of prospects.

Don't confuse the invitation with the presentation. You don't need to say too much. You are just inviting someone to take a look at Ambit.

