



WELCOME TO THE TEAM!

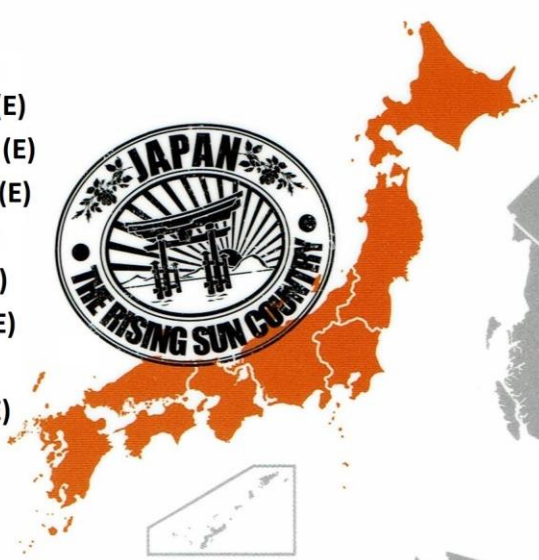
FAST TRACK



SC, Mike Robinson

OUR MISSION STATEMENT:
To be the World's Finest & Most Respected Retail Energy Provider

- Chubu (E)
- Chugoku (E)
- Hokkaido (E)
- Hokuriku (E)
- Kansai (E)
- Kyushu (E)
- Shikoku (E)
- Tepco (E)
- Tohoku (E)



Alberta (E,G)

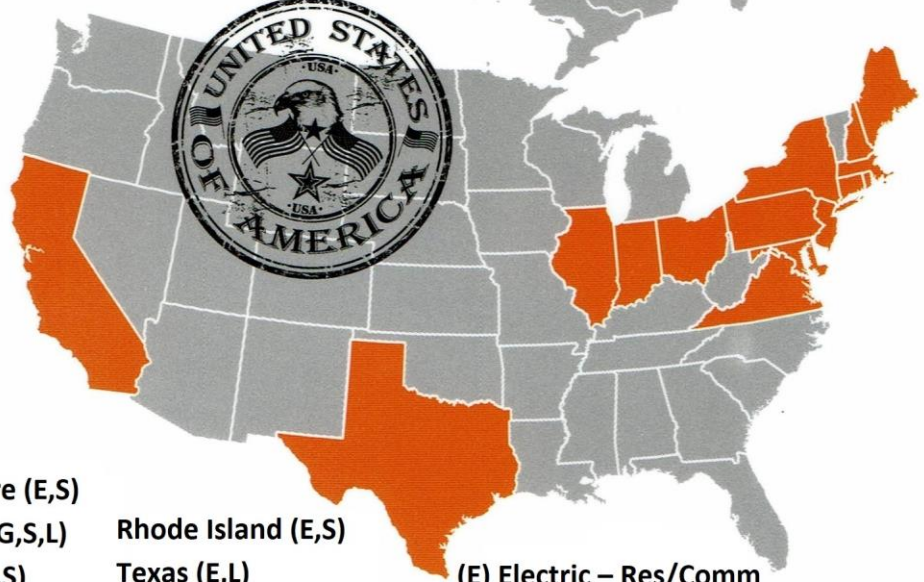


- California (G,S)
- Connecticut (E,S)
- Delaware (E)
- Illinois (E,G,L)
- Indiana (G)
- Maine (E)
- Maryland (E,G,S)
- Massachusetts (E,G,S)

- New Hampshire (E,S)
- New Jersey (E,G,S,L)
- New York (E,G,S)
- Ohio (E,G)
- Pennsylvania (E,G,S,L)

- Rhode Island (E,S)
- Texas (E,L)
- Virginia (G)
- Washington, DC (E,G,S)

- (E) Electric – Res/Comm
- (G) Gas – Res/Comm
- (S) Solar – Residential



**NEVER
SACRIFICE
INTEGRITY
FOR GROWTH**

151 Million
potential Customers worldwide.
\$186 Billion
potential revenue worldwide.

IMPORTANT INFORMATION

YOUR CONSULTANT ID: C PASSWORD: _____
(keep confidential)

PHONE NUMBERS:

Ambit Consultant Support (877) 302-6248
Customer Third-Party Verification (TPV) (866) 942-6248
Ambit Customer Service (for customers) (877) 282-6248

Sunday 8:30PM (EST) EC Factory Team Call (712) 775-9513, pin 857617#
Sunday 10PM (EST) Nat'l Business Builders Call (712) 432-7570, pin 84877#

Webinars online and 6 Step Training at AmbitTraining.net Check your email for dates/times



www. _____ .myambit.com Customer & Consultant Signup Site (fill in web handle)
powerzone.ambitenergy.com PowerZone (Back Office)
AmbitU.ambitenergy.com Ambit University
* AmbitTraining.net EC Factory Web 6PM (6-Step Training Sun @ 7pm
ECFactoryNation.com EST) NC RAY Montie's Team Website
TopAmbitLeaders.com NC Brian McClure's Team Website)

WHY are you doing this? Write down your reason WHY. Knowing, understanding and being able to share your WHY will help you gather customers and build your team. Be serious about your biz.

Remember, your behaviors will effect your future team. Stay plugged in, attend training follow the systems- READ ALL EMAILS & TEXTS AND RESPOND TO THEM

This business hinges on your understanding it's bigger than you. what you think is ok to do or not do gets amplified when you start having a down line. They will follow your Lead... good or bad.

Plug Into the System

Plug in and take advantage of the system. Get on as often as possible and listen to as many presenters as you can. You will often hear Ray say, "The leaders who have the most people from their team plugged into the system are the ones who are making the most money."

AmbitTraining.net

WEB TRAININGS

Check your emails each week for the current lineup of web trainings and presenters. Go to AmbitTraining.net and sign in as a guest, turn up your speakers and listen while you watch each presentation. The basic web trainings (Six Step Customer Gathering Training and Six Step Business Building Training) are presented each week.

ONLINE BUSINESS PRESENTATIONS

Check your emails for available online Business Presentations. At various times leaders from the EC Factory will present the Ambit business opportunity online. It's a great tool for those who don't live near an Ambit meeting location or who want to get more potential business partners in front of the business opportunity.

Conference Calls

CUSTOMER GATHERING • TUESDAY @ 9:30 PM ET • 712-770-5598 (PIN: 643011#)

On Tuesday nights you can call into the live Customer Gathering Training conference call. Each week you will hear from one of the more successful customer gatherers in the EC Factory. You will pick up tidbits about gathering customers and hear the things to do and not to do when you are asking people to be your customer. The recorded calls are also available on our team website (ECFactoryNation.com).

EC FACTORY TEAM CALL • SUNDAY @ 8:30 PM ET • 712-775-9513 (PIN: 857617#)

On Sunday nights you can call into the live EC Factory Team Call hosted by NC Ray Montie. You'll hear the latest news, team promotions and recognitions, leader interviews and other information to help you stay informed and build your Ambit business.

SUNDAY NIGHT BUSINESS BUILDER CALL • SUNDAY @ 10:00 PM ET • 712-432-7570 (PIN: 84877#)

Also, on Sunday nights, you can call into the Sunday Night Business Builder Training Call hosted by NCs Richard and Mary Amoedo. The topics covered will include advanced training by Rich & Mary, NC Brian McClure, NC Ray Montie and other Ambit leaders. At various times you will hear Ambit's co-founders interviewed or someone from corporate talk about upcoming events and promotions. It's another great resource for you to stay informed and learn how to be successful from the best Ambit has to offer.

Websites

EC Factory Webinars:

AmbitTraining.net

EC Factory Team Website:

ECFactoryNation.com

Brian McClure's Training Website:

TopAmbitLeaders.com

Your Home Based Company And how to stay relevant

It's important to understand, that starting a new home based business requires new habits. Last week, you didn't have a home based business so going through each day now as you did before will not get you the behaviors or results you desire.

Once a day is taken off, it becomes too easy to take day two off. Then day two turns into a week. Then a week turns into a month. Then you summarize this isn't for you. Well, what you're really saying isn't "This doesn't work" but "you didn't work this".

How to create habits that will train your brain to make this work:

- a) set your alarm each day to remind you of your new business
- b) do something each day for your business- add one name to your name list, send one text for coffee, etc minimum
- c) Looking at your list of names every day, add, update, etc

It seems simple, and it is, but this basic behavior will train your brain to think about your home based business. You see, no matter what business you do, if you don't train your brain to change behaviors, you're really just going through each day like you did before your business, expecting a business to grow by itself. Plants won't grow throwing seeds out a window expecting them to plant, to germinate, get sunlight, water, etc

Your convenience store will never sell one pepsi, one cigarette pack or one pack of gum with the front doors locked. You have to open for business every day and let your brain create habits around your business.

Remember, I am your mentor, your guide, your help.... I can only share the info to help you be successful. You have to decide if you're serious about your business, any business, to make the changes to increase your success.

Doing the same things you did every day before your business got you to looking for something more, needing something more, etc.
OK, You're here. What changes will you make today? Give your business a chance. Unlock the doors everyday. Let customers in.

Jump Start Goals

For Free Energy

Earn upfront bonuses as you gather your customers.

For Jump Start Bonuses you count the number of accounts (not services). If a customer has both electricity and gas on one utility bill it counts as ONE toward your Jump Start Bonuses. Fill in the names EXACTLY as they appear on each separate utility bill. Put a check mark next to your customer's name once they have pre-verified. **Always check your PowerZone for the most current promotion!**

IF ALL FROM TEXAS

Jump Start 1 = \$100

Reach total of 5 customer accounts in 28 days. (Only 4 customer accounts needed if all Texas customers.)

1. (Your Ambit website)
2. (Your Ambit website)
3. (Can be your own customer account)
4. _____
5. _____

Many do Jump Start 1 in 1-2 hours!

Jump Start 3 = \$50

Reach total of 15 customer accounts in 56 days.

11. _____
12. _____
13. _____
14. _____
15. _____

Jump Start 5 = \$50

Reach total of 25 customer accounts in 84 days.

21. _____
22. _____
23. _____
24. _____
25. _____

TOTAL \$ EARNED

JUMP START 1

\$100

JUMP START 1 PROMO*

\$ _____

JUMP START 2

\$100

+

JUMP START 3

\$50

JUMP START 4

\$50

+

JUMP START 5

\$50

JUMP START 6

\$50

=

JUMP START TOTALS

\$ _____

Jump Start 2 = \$100

Reach total of 10 customer accounts in 56 days. (*PROMO: Add 2 more accounts in first 28 days)

6. _____
7. _____
8. _____
9. _____
10. _____

Jump Start 4 = \$50

Reach total of 20 customer accounts in 84 days.

16. _____
17. _____
18. _____
19. _____
20. _____

Jump Start 6 = \$50

Reach total of 30 customer accounts in 84 days.

26. _____
27. _____
28. _____
29. _____
30. _____

Customer Gathering Script

Setting the Tone

_____, I need your help, and it's really important to me. Do you have a minute?

If it wouldn't cost you anything, it wouldn't inconvenience you in any way and it could actually save you some money each month and it would really help me out, would you do me a favor? (Get a Yes)

(YES). Great, thank you. Ask for their electric bill to be your customer and sign them up just like you did yourself. You should have the screen open to the customer sign up. If you feel your losing them, ask for a text picture of the front page or you might have to do a little explaining (see below) ** Remember, they still have to call TPV after the sign up and create their online account and share the info with them

Anything other than yes, explain:

1. I've started my own business (tell your why here) and I'm working with Ambit Energy to help people like you save money on their electric bill each month
2. I promise it won't cost you anything to be my customer and you will save money and it helps me out with my partners that I'm sharing the business with those in my circle of friends and influence.
3. Nothing changes except how much you pay- your bill will continue to come in the way it has with Ambit as your energy supplier thus lowering your rate without a contract
4. In fact, you get a free web site to manage your account, your rates, renew your rate and even refer your friends/family so you can earn free electricity like I am trying to
5. You know my character, I'd never ask you to do anything that would harm our relationship or put you in harms way plus, you're really helping me out in my new business. If you're not happy, you can cancel for free but I'm hoping you trust me to try it today

If they Say No

Ask why while reminding them (say this slower)
it wont cost a penny, it won't inconvenience them in anyway, it will save them money and it would be a huge favor in helping you out in your new business.

If they still say no, or not a yes, then ask why?

When they ask a question, simply say, "that's a great question. Let me get my business partner on the line who can answer that better since I am brand new at this" and call the person you had arranged in advance to take your 3 way call.

Your 1st 28 days

- You need to gather 5 customer in your first week of joining
- Then we focus on growing your team to 6 total consultants with 2 personally sponsored minimum
- once you're promoted to RC, gather another 15 customers for free energy & unlocking residual
- All customers in your RC code will generate 25 cents of monthly residual income overtime
- Now let's gather 18 more consultants that follow your steps exactly so they know how to grow theirs

The Pitch

Send a text: *I have an interesting story to tell you the next time I see you*

When they reply: What ? Tell me now

You now set up the time to meet by saying you don't have the time now but lets meet at

Your story: You know how much of our income goes to paying utilities? Well, I just found a way to recover some or all of the supply side of my bill essentially cutting my bill in half each month

Strategic pause: It's important to not say anything more- if you do, it'll sound like you're selling

****** Everyone loves to buy but nobody likes to be sold ******

Tell Short stories before the presentation:

We learn how to "recover" the energy expense putting more money we already earned back into our pockets- its like a pay increase without working another day or another job

The Presentation:

I could show you. It would take 90 seconds to show you the full presentation- when will you have 90 seconds where I can show it to you?

They will naturally say **I have 90 seconds now:**

Explain to them: **I know you don't care about how much you pay for utilities but do you know anyone like me who'd like some of it back?**

Play the 90 second video

Ask: Do you see why I got excited about recovering some of my monthly utility bill? (pause)


If they show interest, invite them to see the video on your energy 526 site

If they do not, say OK and ask them who they know that might

Daily Method of Operation Tracker

Name: _____ Date: _____ My Why: _____

MARKETS

ACTIVITIES	 EC Factory	Family and Friends	K-PhD	Classmates	Co-Workers Past & Present	Organizations/ Church	Sports/ Hobbies	Facebook/ LinkedIn	Referrals	Phonebook Memory Jogger	Places you do business with	Cold Market	Charity Volunteer/ Work	Other	Totals
	Invitations														
	Follow-ups														
	People Added to list														
	BP's Scheduled														
	3-Way Calls Done														
	Downline Calls														
	Mentor Contacts														
	Conference Calls														
	Personal Development														mins

Complete this daily & use hash marks (###) to track your progress

Calls I am making today

Minimum Recommendation of 2-2-2

Name	Phone #	Activity	Time	Notes
			AM/PM	
			AM/PM	
			AM/PM	
			AM/PM	
			AM/PM	
			AM/PM	
			AM/PM	
			AM/PM	

Remember, we get paid to do two simple things:

Gather a handful of loyal customers, People we already know, love & trust
and help them do the same thing

Senior Consultant, Mike Robinson can be reached at 203-650-0492 or at Mrob2278@Gmail.com

FAST TRACK TO RC BY COMPLETING 5-2-6 WITHIN 30 DAYS OF STARTING

REGIONAL CONSULTANT

1 WEBSITE

2 WEBSITE

BECOME YOUR OWN 1ST CUSTOMER

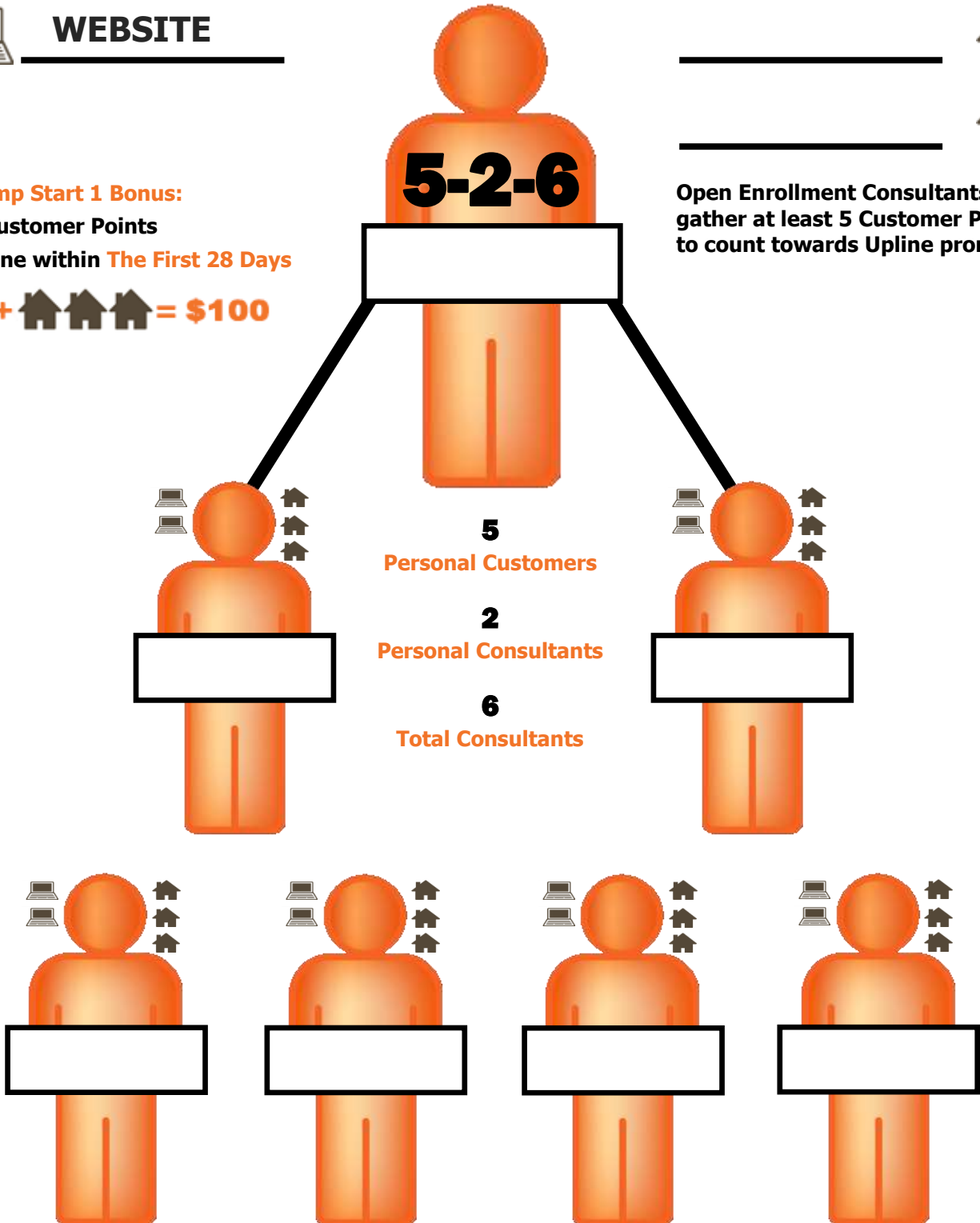
3

4

5

Trigger Jump Start 1 Bonus:
 Gather 5 Customer Points
 Must be done within **The First 28 Days**
 🖥️🖥️ + 🏠🏠🏠 = \$100

Open Enrollment Consultants must gather at least 5 Customer Points* to count towards Upline promotions





MEMORY JOGGER

As you begin building your list, it's important to think of everyone you know without pre-judging or pre-qualifying. Don't worry if you've forgotten their last name or don't remember their phone number. Simply write down as much information as you can. Later, we'll use List Builder on PowerZone to utilize some of our sorting and sifting strategies.

For now, we've formulated some questions and a list of possible occupations to help jog your memory:

Who is the most successful person you know?

Who do you know that drives a Mercedes?

Who was your best friend in high school?

Who was your best friend in college?

Who was the best man at your wedding?

Who is your best friend now?

Who is your best friend at work?

Who do you know that's sharp at work?

Who is your neighbor?

Who do you play sports or recreational activities with?

Who do you vacation with?

Who is your brother, sister, brother-in-law, sister-in-law?

Who are your cousins?

Who are your children's friends' parents?

Who do you know from the PTA?

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Who do you know from church?

Who do you know from business organizations or civic groups?

Who is your doctor?

Who is your attorney?

Who is your insurance agent?

Who is the realtor who sold you your house?

If your children are adults, who are your children's sharpest friends?

Who do you know that earns over \$100,000 per year?

Who do you know that's always looking to get ahead in life?

Who do you know that is discontent with their occupation, profession or business?

Who do you know that isn't getting paid what they're worth?

LIST OF OCCUPATIONS

Who do you know that is a(n):

A

Accountant
Actor
Actuary
Administrator
Aerospace engineer
Agent
Agrarian
Agronomist
Air traffic controller
Airman
Alchemist
Ambassador
Anesthesiologist

Analyst
Animal trainer
Antique dealer
Arbitrator
Archbishop
Archer
Archaeologist
Architect
Archivist
Art director
Artist
Assessor
Astrologer
Astronaut
Astronomer
Astrophysicist
Athlete

Attorney at law
Auditor
Author
Aviator

B

Background artist
Bacteriologist
Bailiff
Baker
Banker
Barber
Barrista
Bartender
Beautician
Beekeeper
Biologist

Bishop
Blacksmith
Boatman
Bodyguard
Bondbroker
Bookbinder
Bookkeeper
Bookseller
Brewer
Bricklayer
Broker
Builder
Bureaucrat
Bus Driver
Business analyst
Business owner
Butcher

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Butler

C

Cab driver
Cabinet-maker
Caddy
Calligrapher
Cameraman
Captain
Cardinal
Cardiologist
Carpenter
Cashier
Cellist
Censor
Chamberlain
Chancellor
Chaplain
Cheesemaker
Chemical engineer
Chemist
Chief of Police
Chimney Sweep
Chiropodist
Chiropractor
Choreographer
Civil engineer
Clarinetist
Cleaning staff
Clergyman
Clerk
Clockmaker
Clothier
Clown
Coach
Coast Guard
Cobbler
Comedian
Composer
Computer engineer
Computer programmer
Conductor
Confectioner
Constable
Construction worker
Consul
Consultant
Controller

Copyist
Cook
Coppersmith
Copywriter
Coroner
Corporate executive
Corporate librarian
Correspondent
Cosmetologist
Courier
Cowboy
Crafter
Creative Director
Culinary cooker
Curator
Courier
Custodian
Customs officer

D

Dancer
Dentist
Deputy
(law enforcement)
Designer
Detective
Dietician
Diplomat
Disc jockey
Dishwasher
Dispatcher
Distiller
Diver
Dock laborer
Documentalist
Dogcatcher
Doorman
Dramatist
Draper
Dressmaker
Dressman
Driver
Drummer
Drywaller
Dyer

E

Economist

Editor
Educator
Electrical engineer
Electrician
Elevator
Embalmer
Embroiderer
Embryologist
Engine-driver
Engine fitter
Engineer
Engraver
Entertainer
Entomologist
Entrepreneur
Environmental scientist
Ergonomist
Evangelist
Examiner
Executive
Executor
Exotic dancer
Explorer
Estate Agent
Exterminator
Extra

F

Fabricshearer
Factory worker
Farmer
Fashion designer
Feltmaker
Fence
Ferryman
Financial Analyst
Financial Planner
Financier
Firefighter
Fisherman
Flautist
Flight attendant
Flight engineer
Flight technician
Flight instructor
Floor manager
Florist
Flutist

Forester
Fortune Teller
Fowler
Fruiterer
Furrier

G

Game show host
Garbage collector
Gardener
Gatekeeper
Gemcutter
Genealogist
General
Geographer
Geologist
Geometer
Geophysicist
Government agent
Governor
Graduate student
Grammarians
Graphic designer
Gravedigger
Grocer
Guard
Guide
Guitarist
Gunsmith
Gynecologist

H

Hairdresser
Historian
Host or Hostess
Hotelier
House painter
Hunter
Hydraulic engineer
Hypnotist

I

Illuminator
Illusionist
Illustrator
Importer
Industrial designer
Industrial engineer

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Industrialist
Information Technician
Inker
Innkeeper
Instrument maker
Instructor
Insurer
Intelligence officer
Interior designer
Internist
Interpreter
Interrogator
Inventor
Investment analyst
Investment banker
Investment broker

J

Jailer
Jeweler
Jockey
Journalist
Judge
Juggler
Jurist

K

Knifegrinder
Knifsmith

L

Laboratory worker
Landlord or Landlady
Lanternmaker
Laundress
Law enforcement agent
Lawyer
Leadworker
Leatherer
Lecturer
Lens grinder
Librarian
Lifeguard
Lighthouse-keeper
Lighting technician
Linesman
Linguist
Linkman

Loan officer
Locksmith
Lumberjack
Lyricist

M

Magician
Magistrate
Mailman
Make-up artist
Manager
Manicurist
Manual therapist
Manufacturer
Marbler
Marine
Marketer
Market gardener
Marksman
Marshal
Martial artist
Mason
Masseur or Masseuse
Materials engineer
Mathematician
Mayor
Mechanic
Mechanical engineer
Mediator
Medic
Merchant
Messenger
Meteorologist
Midwife
Milkman or Milkmaid
Miner
Minister
Mirrorer
Missionary
Model
Moneychanger
Moneylender
Moonlighter
Mortgager
Mortician
Music Director
Musician

N

Nanny
Navigator
Netmaker
Notary
Numerologist
Nun
Nurse
Nursemaid

O

Obstetrician
Occupational Therapist
Odontologist
Operator
Ophthalmologist
Optician or Optometrist
Organist
Organizer
Ornithologist
Orthodontist
Orthopaedist
Otorhinolaryngologist

P

Painter
Paramedic
Parker
Park ranger
Party-leader
Pasteler
Pastor
Patent attorney
Patent clerk
Pathologist
Pawnbroker
Peddler
Pediatrician
Percussionist
Pharmacist
Philanthropist
Philologist
Philosopher
Photographer
Physician
Physicist
Physiologist
Physiotherapist

Pianist
Piano tuner
Pilot
Plasterer
Playwright
Plumber
Poet
Police officer
Police inspector
Politician
Political scientist
Poll-taker
Porter
Potter
Poulterer
Preacher
President
Priest
Principal
Printer
Private detective
Proctologist
Procurer
Producer
Professor
Programmer
Proofreader
Psychologist
Public relations officer
Publicist
Publisher

Q

Quartermaster

R

Rabbi
Race driver
Radiologist
Ranchhand
Real Estate Broker
Real Estate Developer
Receptionist
Referee
Registrar
Remedial Teacher
Reporter
Researcher

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Retailer
Ropemaker
Roofer
Roughneck

S

Sailmaker
Sailor
Salesperson
Saxophonist
Scientist
Scout
Screenwriter
Sculptor
Seamstress
Secretary general
Secretary
Security guard
Senator
Sexologist
Sheriff
Shoemaker
Shrimper
Singer
Skinner
Smelter
Social worker
Software engineer
Soil scientist

Soldier
Solicitor
Sound technician
Sous chef
Special agent
Speech therapist
Stage designer
Stockbroker
Street artist
Street musician
Street vendor
Stuntman
Surgeon
Surveyor
Swimmer
Swimming coach
Switchboard operator
Swordsmith
Systems designer
Systems analyst

T

Tailor
Tanner
Tapestrymaker
Tattoo Artist
Taxidermist
Taxi driver
Teacher

Teaching assistant
Technical engineer
Technician
Telephone operator
Teller
Test pilot
Theater director
Theologian
Therapist
Toolmake
Toolpusher
Trader
Tradesman
Train conductor
Translator
Trapper
Treasurer
Troubador
Tuner
Tutor

U

Umbrella repairer
Urban planner
Undertaker
Upholder
Upholsterer

V

Valet
Ventriloquist
Veterinarian
Video Editor
Violinist

W

Wagoner
Waiter or waitress
Watchman
Weaponsmith
Weaver
Webmaster
Welder
Window dresser
Wine connoisseur
Woodcarver
Woodcutter
Writer

X

Xylophonist

Z

Zookeeper
Zoologist

Name/Number	E	R	I	C	Total
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100					

Prioritize your list using the E.R.I.C. System

Name/Number	E	R	I	C	Total
Karen (highest priority type)	3	2	3	1	9
Bob (average priority type)	2	2	2	1	7
Chris (lower priority type)	1	1	2	0	4

Entrepreneurial (Drive, Spirit, Attitude)
Resources (Time & Money)
Influence (Circle of Influence)
City (Within 60 miles? 1 if yes, 0 if no)

Rate your contacts against yourself: (1=

less than you, 2 = same as you, 3 = more than you)

**"Your commitment will determine your outcome,
 your persistence will determine your income"**

Senior Consultant, Mike Robinson