Ambit Energy
Jump Start Training
Get a jump on your Financial Freedom.
Seven Steps to Success

1. Your “Why”
2. The List
3. Brief Invitation
4. Avoid Death Valley
5. Present the Opportunity
6. Closing Call
7. Help New Consultants
1 Determine Your “Why.”

- New car or house
- Pay off debts
- Build savings
- Provide more to charity
- Financial freedom
- More time
Vision Board
Create Your Contact List.

- Friends and Family
- People from work
- Professional people
- Business people
Create Your Contact List.

- Don’t pre-judge
- List Builder - Power Zone
- Memory Jogger - Power Zone
- Prioritize your list
AMBIT ENERGY JUMP START TRAINING

Brief Invitation

- How many people do you know who use electricity or natural gas?
- Do you think that they would rather pay less or potentially get it for free?
- How would you like to earn a residual income and potentially thousands of dollars in bonuses by referring people to that program?
Avoid Death Valley.

- The LESS you say, the MORE you make
- Don’t confuse the invitation with the presentation
Could you have explained these?
Present the Opportunity.

- Local meetings
- *InBusiness* Magazine & DVD
- One-on-one or two-on-one presentation
- In-home presentation
- www.whyambitworks.com
5 Present the Opportunity.

- Your excitement, enthusiasm and commitment sell it.
Present the Opportunity.

- If at any time the prospect balks at being a Consultant, make them a customer.
6 Closing Call/3-Way Call

- Set up in advance with upline leader
- Build up leader to prospect
- Call them your “business partner,” not “upline”
Closing Call/3-Way Call

Let the leader talk.

- Credibility
- Timing
- Team
Closing Call/3-Way Call

Engage Prospect.

- “What did you like most about the Opportunity?”
- “What else did you like?”
Help Your New Consultants.

Get them paid.

- 5 Customer Points
  - “Do me a favor.”
  - Reinforce your “why.”
Help Your New Consultants.

Plug them in.

- Trainings
- Conference Calls
- PowerLine Voice Messaging System
- Ambition
  - www.ambition07.com
  - www.ambition08.com
  - www.ambition09.com
Welcome to the Team!