

Ambit Business Presentation Meeting

Room Set Up - 30 minutes before presentation. Important to set all AV Equipment, Computer, Seating and Registration Table before general consultants and guests arrive. This should be done by a Set Up Committee, with the room closed if possible.

There should be two colors of name tags. One for Guests and another for Consultants. This is important so that no speaker ever ask how many guests are in the room. It should be obvious by the sign in, and the name tags (Red for Guests!)

Music, Video and Projected Displays should be playing as guests arrive.

Start Time – Presentation should start no more than 5 minutes after the designated time. (7:30 Presentation starts at 7:35). This honors the scheduled time, while allowing for minor delays.

While the Presentation can be done by one Successful Consultant, it is best shared by several, so as to maximize the probability that the audience relates to a speaker.

Introduction (Speaker #1)

Ask the audience to turn off cell phones, please refrain from speaking or asking questions until the end. 30 Second introduction of themselves, express excitement for what you are about to see, and edify and introduce the first presenter. Total time – 2 Minutes. This is a very important role, as it sets the mood for the presentation.

Each time a new speaker approaches the front, it is important to applaud, and as prior speaker, make physical contact with the next speaker (Either handshake or hug as appropriate).

Part One (1st Presenter) – Company, Industry and Service

1 minute about yourself and why you are in the business. Do not sell or recommend, just what you see the business doing for you in the future! Total presentation time should be approximately 10 minutes.

It is very important that this speaker only delivers the information in the presentation, with out any stories, interpretations or additional information. Do not attempt to close the audience, simply deliver the information. Edify and introduce the next presenter, paying particular attention to telling the audience that the next speaker is very successful and well qualified to share the opportunity with you!

Part Two (2nd Presenter) – The Opportunity

1 minute about yourself and why you are in Ambit. Again, it is not this speaker's job to sell or make recommendations, only to tell what the speaker thinks the business will do for them.

Total presentation time is 10 to 12 minutes, depending on testimonials.

Testimonials:

After explaining the RC Position, this speaker may introduce one or two RC's in the audience for a brief 1 minute testimonial, telling the audience their name, occupation, how long they have been in Ambit and what they see Ambit allowing in their future. Do not sell; just share your excitement and actual results. 2nd Presenter should then begin to clap to encourage applause.

If time allows, 2nd Presenter may introduce one or all of the SC's in the audience by asking them to stand. Encourage applause for their success, and if appropriate ask one SC to give a 1 minute testimonial as shown above.

2nd Presenter then edifies and introduces the final speaker (Never say closer). As this speaker approaches the front, the previous presenter should applaud, and encourage the same from the audience. The Consultants in the audience should stand as they applaud to encourage respect and believability.

Part Three (3rd Presenter) – Wrap Up – Call to Action – Close (10 to 15 Minutes)

Frequently this is done by the 2nd Presenter, but is at its best when done by a 3rd, that has had huge success in Ambit, and is well trained at the Call to Action. Much of the success depends on this portion of the presentation.

Because of the importance of this portion, it is important that certain bullet points be covered by the speaker, so that there is the highest level of consistency and probability of all of the guests in attendance joining the business. This speaker is making the sale, and the recommendation to join now! This speaker should be sincere, show conviction and commitment, use a bit of clean humor if appropriate and bring the presentation to a peak.

Thank the audience again for their careful attention to the previous speakers, and ask for applause for the previous speakers, calling them by name.

1 or 2 minutes about themselves, their success in the industry and why they are in Ambit.

Suggested bullet points:

Remind the Audience that they have just seen all of the information necessary to make a wise decision to join Ambit.

Recap that Ambit has:

Top Executive Team with very strong financial backing.

Top Field Leaders, with years of experience and success.

The Right Timing – Deregulation is only going to happen one time, and it is happening right now. Our company, Ambit Energy is uniquely positioned to take advantage of Deregulation. We are in the right place, at the right time!

Four Reasons you can be Successful in Ambit:

Service, not a Product! – It is Electricity! Everyone already uses it, and we save them money. We don't have to buy a bunch of stuff and try to sell it, we just save people money on what they can't live without!

The Power of Part Time – Owning a business is the American Dream. Unfortunately most folks can never afford to start a business, as they have jobs to support their family. With Ambit, they can keep their jobs and start their business on a very part time basis. 4 or 5 hours a week, could allow someone to build an income of \$500 to \$1000 a month. Over time, the income from your part time business could exceed your full time job. That could mean Financial Freedom for you and your family.

Compensation Plan – Ambit has the most powerful compensation plan in the industry. When Mathematics meets duplication, like in Ambit, huge income can be earned. You get paid not just for what you do, but on the efforts of the folks that come after you in the business. Anyone can build a significant residual income with Ambit Energy. Some will earn a fortune!

Power of the Team – Everyone in Ambit Energy works together the common goal of Financial Freedom. We all work together to achieve our success. If we each just do a little, no one has to do a lot. Together, Everyone Achieves More!

Now (Show Last Slide) –

Get with the person that invited you, and join Ambit Energy Right Now!

Get your own Personal Website, become your own first customer and start your business today.

Set your goals and make a plan for success with Ambit!

Go out and enroll a friend or neighbor on the service, and start building your Team, and your Success!

5 – 2- 6 A simple formula for success!

We will now be passing out applications, so that you may launch your business right away. If you have any questions, the leaders in the room are here to help you.

Thanks for listening. Welcome to the Team and good luck in Your Business.

This is also the time for announcements of upcoming events.

Option – We will have a 5 minute break so you can get your applications filled out, and then we will have a 15 minute Jump Start School, to help you get off to a great start!