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Executive Consultant Justin Title Builds Business For Everyone Else.

“Even though I’ve reached the EC level, I still haven’t reached my goals,” says EC Justin Title, a native of Canada who now resides in Dallas, Texas. “The best thing for me is knowing that my promotion was the result of helping other people achieve their goals.”

Justin remembers the words of NC Ronny Kirkland, “Focus yourself on other people’s success.” Taking this advice to heart, Justin is proud of the success of his Senior Consultants “Coach” Joe Dean, Bob Jackson, Otis and Judy Tucker, Jeff and Sharon Green, and Ronnie Hammond, along with thousands of other Consultants in his organization who are building their own successful Ambit businesses.

How Justin joined Ambit

“I was [NC] Steve Thompson’s sponsor in Excel and a Top 100 money earner in that business. I was the first person Steve called about Ambit when he joined. He wanted me to come to Dallas to meet [Co-founders] Jere Thompson and Chris Chambless,” Justin recalls. But although he’d had great success both in the field and on the corporate side of network marketing, at the time Justin wasn’t interested in joining another network marketing business. He kept saying “no” to Steve for about six months. Besides, he thought, the Austin area is not deregulated. Customers in Austin are part of an electricity co-op who can’t use Ambit Energy.

Back then, Justin was getting ready to start his own car business, not a network marketing endeavor. Around that same time, his reputation as a successful network marketer had led him into consulting with a company about changing its business model to network marketing. In this capacity, he was flying to Vancouver one night, about to land at 11:30 p.m., when he looked out the window and saw a massive sea of lights, all powered by electricity.

“Wait a minute,” he thought. “I’m on my way to tell a company that network marketing is a great business model. I’m also about to go into business for myself. And I’m looking at an entire ocean of lights. It came to me, ‘why don’t I start my own network marketing business with Ambit selling electricity!’” Around 12:30 a.m. Vancouver time (2:30 a.m. in Austin), Justin called Steve and said, “Okay, I’ll look at Ambit.”

What he saw impressed him. Just as at Excel, he appreciates that the service Ambit Energy offers is



EC Justin Title says he's in Ambit "for the financial freedom, the time freedom, and ultimately to provide a vehicle for others to do the same."

something everyone uses all the time. He also finds extremely valuable “the online functionality that Jere Thompson and the team have built. You can see virtually in real time when a new customer is pending and energized. At Excel, we did it all with paper.”

What works

“You can get people in Ambit, but you don’t really succeed until Ambit is in you,” he says tapping his heart twice with his palm. “You have to stay plugged in. You can build up your belief by going to events on a weekly basis.” Justin has been presenting the Ambit Opportunity on a weekly basis since August of 2007. Most often now, you can catch him with his team at a presentation in the Dallas area.

Big events such as Ambition and other gatherings are very important to attend. “Big events generate excitement that lasts for months,” Justin says. “Sure it *is* what you hear, but it’s more about what you *feel!* It’s not the same to get an email from the home office about the announcements as it is to hear Chris Chambless announce it in person. Or to be a part of the buzz in the room when someone wins a car. Your belief level increases.”

Justin says belief is important because when you’re talking to a prospect there are two sales occurring: (1) the Ambit Consultant is saying Ambit is good, and (2) the prospect is saying Ambit is not good. Whoever is the better salesperson will win!!! Attendance at big events helps build up your belief system and increases your ability to overcome the sale coming the other way.

The more people you have on your team at a big event, the better, Justin feels. “No matter who you have at the event, you’ll always think, ‘Gosh, I wish Suzy could have heard that,’ or ‘I wish Bob was here.’”

The love of his life, Sherri, is an integral part of where Justin is today. “It’s going to be a very *loong* day at the beach if your significant other is not on board,” Justin says. “Sherri was my first customer. She lived in Dallas so I asked her to help me out with my new business by becoming a customer. She’s a smart lady, so she figured out she could make money, too, and joined the business. I didn’t push it on her! But she’s been an essential part of my success.”

Ambit is part of him now

“The difference between the corporate world and network marketing is in a corporate job your work and your personal life are separate. In Ambit there is no ‘off button.’ I’m here 24/7 doing more for other people than I’m doing for myself. I’m 150% committed!” Justin says. It’s readily apparent. Justin typically has his cellphone stuck to his ear, helping Consultants bring new people in, and keeping folks informed of even the smallest details that can make a difference between enjoying success now or success later. Today as we prepared for the interview, Justin was helping a Consultant learn how to use PowerLine voice messaging to his best advantage. Next he was talking to a Consultant about getting a new customer enrolled. This is obviously a man with heavy Ambit experience.

“This is something I will always have. It’s part of me. Ambit is a lifestyle that I just do as I go,” Justin reflects. “I tell people if you have a full-time job, you don’t need to set aside time to ‘do Ambit.’ Just do it as you go.”

Advice for new Consultants

“You have to be bad at this before you can be good. You have to be good before you can be great! Kids learn to crawl before they can walk. They learn to walk before they can run. In Ambit there’s two things we do: sponsor Consultants and gather customers. The rest is time. We’re here to build a business over time. You have to commit to be here through all the ups and downs and all the challenges. See the job through.”

“My decision two years ago to join Ambit affected the lives of thousands of others. I’m committed to making life better for all of them.”

Stay Energized, Justin!