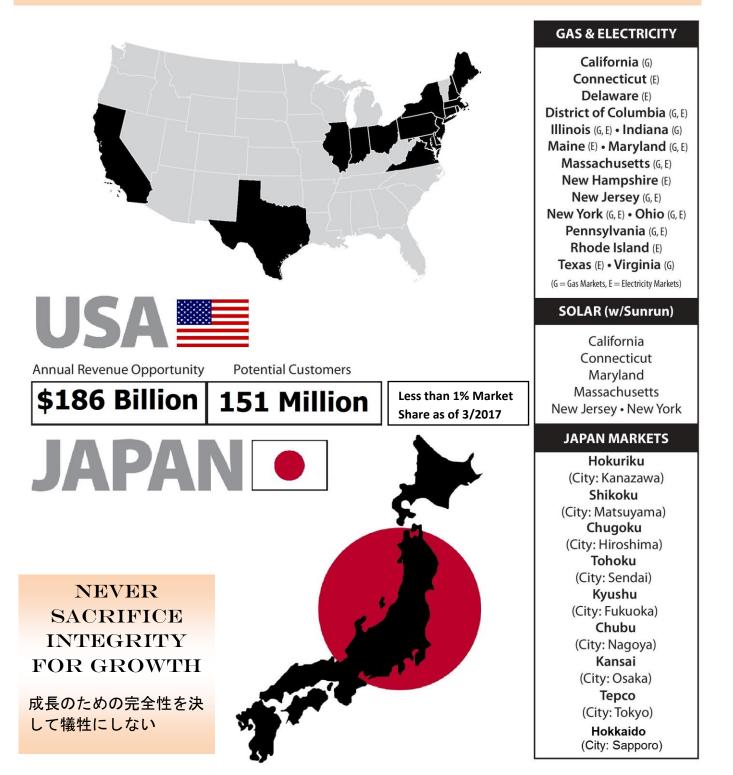


OUR MISSION STATEMENT: To be the Finest & Most Respected Retail Energy Provider



TEN GREAT YEARS OF AWARDS & MILESTONES

\$1.4 Billion

Reached \$1 million in revenue in our first year and passed \$1 billion dollars in annual revenue in less than seven years (2013) \$1.58 \$1.48

\$664M 12

\$1.28 \$930m 13

A+ Rating

The Better Business Bureau continues to rate Ambit with A+

2006

One Million

Ambit surpassed one million active residential customers in December 2012 and provides free energy to thousands

1000 000

Solar En

CA, CT, MA,

MD, NJ & NY

with Sunrus

No.1

2016

Inc. 500 #1

\$415m

\$1M \$44M \$197M 109

Named the fastest-growing privately-held company in 2010

16 States + DC and expanding! ELECTRICITY & NATURAL

#13

Named the 13th largest direct selling company in the world (largest direct seller of energy) (Rising from #31 in 2011 to #13 in 2016!)

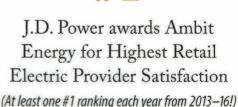




(AND WE ARE JUST GETTING STARTED!)

2016 DSN North America 50







Jere and Chris set a goal for Ambit to become

the Finest, Most-Respected retail energy provider in the country."

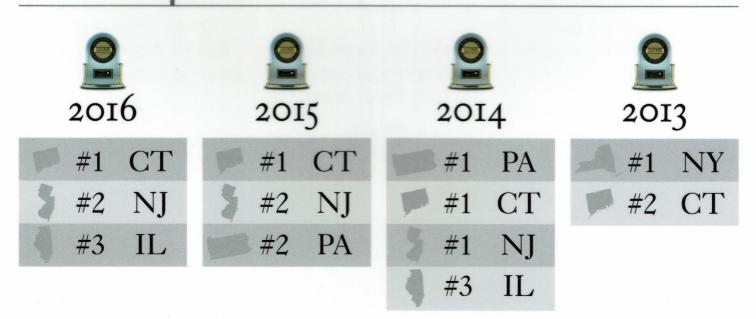
A Successful Repetition



J.D. Power awards Ambit Energy for highest retail electric provider satisfaction!



Ambit Energy, a leading national retail energy provider based in Dallas, has been recognized by J.D. Power as "highest in residential customer satisfaction with retail electric service." Over the past four years, Ambit Energy is proud to be ranked at or near the top in the following states: *Connecticut, Illinois, New Jersey, New York* and *Pennsylvania.* "Ambit Energy is honored to be recognized by J.D. Power and this award reflects our team's dedication of being the most respected retail energy provider," said Jere Thompson Jr., Ambit Energy co-founder and chief executive officer. "This award demonstrates our efforts to provide our customers with the best possible customer service and is a product of the entire Ambit Energy team."



Dos and Don'ts

A Few Helpful Instructions for New Ambit Consultants

What to DO

Do treat this as a real franchise-type business.

Treat your Ambit business like you invested \$1,000,000 instead of the small initial investment you made to start Ambit and your business will be very successful.

Do get trained.

Visit *AmbitU.AmbitEnergy.com, ECFactoryNation.com* and *TopAmbitLeaders.com* and spend some time getting trained. You have access to a wealth of knowledge 24/7 through audio and video trainings.

Do activity that gets you paid.

Remember, we get paid to do two simple things: 1) Gather a handful of loyal customers and 2) Help business partners do the same thing. Spend your time doing these two things and limit the "busy" things that don't put money in your pocket.

Do make a huge list.

Use the included Memory Jogger and write down as many people as you can think of. Don't pre-judge! The bigger the list, the bigger the return will be.

Do get on the EC Factory conference call.

Stay up-to-date by joining the EC Factory Team Call every Sunday night at 8:30 EST (call 515-739-1010 and enter PIN: 857617#). This is your lifeline to the team.

Do attend the live events.

Whenever possible, attend the live events. There are training rallies, presentations and launches throughout the year. Most importantly, you want to make sure you get to Ambition and Simulcast each year.

Do stay in contact with your business partners.

On a daily basis, keep in contact with those you are working with. Keep everyone involved and moving forward and don't leave anyone behind!

Do use the three-way call.

One of the most powerful validation tools we have is the three-way call. After a potential consultant has seen the presentation and shown some interest, use your upline to answer their questions!

Do stay plugged in.

Stay plugged into the system! It will keep your head in the game.

What NOT to DO

Don't talk to people until you get trained!

You shouldn't talk to any potential customers or consultants until you get trained. Would you open a fast-food franchise and start serving sandwiches without ever getting trained and learning their success system? Of course not, so treat your Ambit business the same way. Be sure to plug into the EC Factory System and attend the online webinars at *AmbitTraining.net*.

Don't try to explain the Ambit business.

As Ambit's #1 Income Earner NC Brian McClure teaches, "Don't collapse the invitation

into the presentation." Your only job is to invite people to take a look. Use your *Energy526.com* or *WhyAmbitWorks.com* websites, the *Success From Home* magazine and DVD, two-onone and/or

presentations, live or online weekly business presentations, or any of the other methods to present the business. Keep your invitation brief and to the point ... don't "puke" Ambit up on someone. Once someone agrees to take a look, then be quiet! Stay out of the "Valley of Death." Remember, you can't talk a "No" into a "Yes," but you can talk a "Yes" into a "No."

Don't use impersonal invitations.

Never send out mass emails or text messages to your potential customers or potential consultants. This business needs to be built on personal relationships.

Don't ever quit!

You have started an incredible energy business and the only way you will fail is to quit. Many people will see an opportunity, some of them will actually step into it, but few will stick with it until they accomplish their goal. Simply put, just don't quit!

IMPORTANT INFORMATION

YOUR CONSULTANT ID: PASSWORD:						
PHONE NUMBERS:						
Ambit Consultant Support Customer Third-Party Verification (TPV) Ambit Customer Service (for customers)	(877) 302-6248 (866) 942-6248 (877) 282-6248					
Sunday 8:30PM (EST) EC Factory Team Call	(515) 739-1010, pin 857617#					
Sunday 10PM (EST) Nat'l Business Builders	Call (712) 432-7570, pin 84877#					
Tuesday 9:30PM EST Customer Gathering	Call (641) 715-3645, pin 643011#					
WEBSITES:						
wwwjoinambit.com	Customer Signup Site (fill in your web handle)					
wwwenergy526.com	Presentation/Consultant Enrollment					
powerzone.ambitenergy.com	PowerZone (Back Office)					
AmbitU.ambitenergy.com	Ambit University					
AmbitTraining.net	EC Factory Webinars (incl. 6-Step Training Sun @ 7pm EST					
ECFactoryNation.com	NC RAY Montie's Team Website					
TopAmbitLeaders.com	NC Brian McClure's Team Website					
TeamPSi.biz	Team PSi Documents, Facts & Research, Audio, Video					
Psi2MBA.com & TeamPSiOverview.com	5-min Fast & 15-min Detailed Energy Gold Rush Videos					
Join these Facebook Groups:	Team PSi & EC Factory					

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.

1) GET PAID!

- Become your own 1st customer at www.(your handle).joinambit.com
- □ Identify 5-10 people who will do you a favor & be your customer right away
- Get US & Japan Certified on PowerZone & Watch Ambit U212 "Getting Paid" Video by Ray Montie
- Customer Script: "Jim, I need a favor. [What is it?] If I can save you a little bit of money, and it won't cost you anything, but it would be really important to me (WHY) would you be willing to help me out on something? [Wait for a YES] Go grab your utility bill. I'll lower your bill & it will help me out. Thanks!"

_					
	JumpStart Bonuses:	Customer Points	JumpStart Bonus	Timeframe	Promotional Bonus
		5	\$100	4 weeks	\$ / <u>Pts</u>
	+ FREE ENERGY	10	\$100	8 weeks	
		15	\$50	8 weeks]
	for 15 Referrals!	20, 25 & 30	\$50 each	12 weeks]

2) GET PLUGGED IN!

- Build Your Prospect List of 100+ names using Memory Jogger
- DeverZone/AmbitU Training: JumpStart + Ambit U200 videos (Master U205 "Invitation" by Ray Montie)
- □ Schedule in Your Calendar the next local meeting and conference calls/webinars
- Download the Ambit Energy App to your phone & Set up Text/Email Alerts (PowerZone>Profile)

3) GET PROMOTED!

□ Go 5-2-6! Speed is the strategy! (5 customer points + 2 Frontline MCs + 6 Total MCs) Do this by showing the plan rapidly to others on your prospect list

Invitation: "Mary, I need to run something past you..." (need 20 min. ASAP, offer a couple days/times)
 "Mike, I need your opinion/input on something..."

YOU

□ Watch "Home Meetings" video by Michelle Carey at TopAmbitLeaders.com

YOU

□ Schedule your In-Home Presentation/Grand Opening within 3-10 days to accelerate your results









YOU

WE MAKE MONEY 2 WAYS: 1) Gather a Handful of Loyal Customers. 2) Help Others Do the Same.

"Helping Others Do the Same" will set you free. The gateway skill is the INVITATION. Keep it brief. The PURPOSE of the INVITATION is to get them to TAKE A LOOK. DO NOT try to explain the business. The less you say, the more you make!

EXAMPLES OF INVITATIONS & KEY LINES:

Dana, glad I caught you really quick. I'm in a hurry right now...I need to get your opinion on something/run something by you...can I come by for a few minutes?

George, I need to run an idea past you. Can't explain it over the phone. What's better for you: 30 minutes and a cup of coffee, or 15 minutes of uninterrupted time on the phone & Internet so I can walk you through something online?

Scott, this is probably not for you, because you're already successful and I know you're busy. But, as my friend, I'd like to share with you what I'm doing in case you might know someone I should meet.

Angela, not sure you're going to be interested (or qualified) to do what I'm doing, but there's a chance that it might work out. If you're willing to let me buy you a cup of coffee, I'd be willing to carve out 30 min. to bring you up to speed.

Matt, do you know anyone in Japan? Do you know anyone who might know anyone in Japan? Anyone who visited Japan? Worked in Japan? Was Stationed in Japan? Might speak Japanese or is of Japanese descent?

Barbara, in how many of these 16 States + Washington, D.C. do you know at least one person? (Fast Track Cover Page)

Dana, what are you doing Thurs night? [Nothing.] Great, I need to run something past you...

Jay, remember when you were saying (there must be a better way, your why, etc.)...Well, it looks like I may have found a way for you to do/get that. What does your schedule look like this week?

Jeff, I'm getting ready to do an important presentation and I need a guinea pig. Would you meet up with me this week so I can practice my presentation? [Yes] Great! Maybe you can critique me or give me some pointers to make it better.

Ray, I know it's probably crazy, me calling you out of the blue like this, and I'm looking forward to catching up. This is a shot in the dark, but the reason for my call is...

Tiffany, I'm not going to be disappointed it's not for you. But, I'll be very disappointed if you don't at least take a look.

IN-HOME MEETING: Richard, I need to ask you a favor. I'm having a Grand Opening for my business and I'm having a very successful friend over on Tues at 7pm to give an overview. Not selling anything, leave your checkbook at home. The favor is this: Would you come over to my house and fill a seat in my living room to make me look good in front of my friend?

Richard, what are you doing Tues night? [Nothing] Great! My friend, Ray Montie is coming over. He's been very successful (can elaborate here) and I'm working on something with him. I want you to meet him and hear his story.

FACEBOOK/LINKEDIN: Personal message only. "Hi Kathy, Hope you're great! Have a quick question to ask you that can't be handled via social media. My cell number is ______, feel free to call me. Or, shoot me your number and I'll coordinate a time to talk for a minute." Once you have their number, make a proper invitation.

YOUR FORMULA FOR FREEDOM



----- In 2-5 years ----



PROSPECT LIST

- ✓ Minimum 100-200 Names w/ phone #'s at all times
- ✓ Use Memory Jogger at www.TheECfactory.com or in Fast Track Pack

DAILY:

- ✓ Review your "Why" & Your Goals
- ✓ 15 Minutes in a Personal Development Book
- ✓ 30 Minutes of Personal Development Audio
- ✓ Add at least 1 prospect to your List
- ✓ Invite at least 1 person to take a look
- ✓ Follow-Up with at least 1 Person
- ✓ Show the Plan (STP): Success Mag, 1-on-1, 2-on-1, DVD, Website, In-Home, BP, Webinar

WEEKLY:

- Customer Gathering Call and/or Webinar Tues @ 9:30PM EST (641) 715-3645, pin 643011#
 Replays 24/7 on www.TheECfactory.com > Calls > Customer Gathering Calls
- 6-Step Business Building Training LIVE @ www.AmbitTraining.net
 Sun 7PM EST w/ Ray Montie + other days/times (check your emails)
- EC Factory Team Call w/ NC Ray Montie Sunday 8:30 PM EST (515) 739-1010, pin 857617#
 Replay links sent out via email
- National Call w/ NC Brian McClure Sunday 10PM EST (712) 432-7570, pin 84877#
 Replays 24/7 on www.TopAmbitLeaders.com >Training>Business Builder Call
- Attend a Local Business Presentation

QUARTERLY:

✓ Regional 1-Day Training Events

YEARLY:

- ✓ SIMULCAST Regional 1-Day Event
- ✓ AMBITION National Convention







Who Do You Know?

Making and Maintaining a Names List

The most important thing you can do for your business is make a list. Initially, dedicate some time exclusively to making a written list of everyone you know — everywhere. Include current acquaintances as well as those from years ago. Married people should "brainstorm" together in making their list. Think of ambitious people you know who might want to improve their financial status or want more time with their family and friends. **Do not pre-judge anyone!** The biggest error you can make is thinking "They won't need the money," "They are too busy," or "They wouldn't be good at this."

Categories

Since your mind stores names by categories, systematically start your list the same way. Always carry your list with you so you can add a name when a person comes to mind. Your list will **never be complete** since you will always be adding to it!

Occupations

One of the easiest ways to think of names is by occupation. You can refer to the *Yellow Pages* business section to help jog your memory even further.

One Hundred Names

If you first list does not contain at least 100 names, you are pre-judging and should consult your sponsor for help with other techniques. Keep your list handy at all times as your first list will grow rapidly for several days as you see or recall other people. This list becomes your starting point for both building an organization and customer base, and will continue to grow as you meet new people.



Memory Joggers

People You Know Who ...

- · Are very ambitious
- Want to make money
- Want to have more time • with their family
- Are stymied in a familyowned business
- Are looking for more opportunity
- Were passed up for a • recent promotion
- Are forced to travel a • areat deal
- Want to be in their own business
- Are still in search of the right career
- Are forced to seek better employment
- Are in a job beneath their capabilities
- Are unhappy with their current job situation
- Are in management positions
- Are looking for a more • secure financial future

Who Is Your ...

- Accountant/CPA
- Architect
- Attorney/Lawyer
- Banker
- Builder
- Chiropractor Delivery Persons (FedEx, U.S. Mail,
- *Newspaper*, UPS, etc.) Dentist
- Financial Planner
- Insurance Agent
- (Auto, Business, Health/Life, Home and Liability)
- Mentor
- Minister/Chaplain
- Rabbi/Priest
- Mortgage Broker
- Pharmacist
- Physician (Family, Personal, Gynecologist, Obstetrician, Optometrist, Orthodontist and Pediatrician)
- Stock/Bond Broker
- Veterinarian

Who Sold You Your ...

Categories

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Address book

Christmas list

Hanukkah list

Organizations

Professionals

Work associates

(past/present)

and college)

Relatives

Teams

Clubs

Broker

•

• Buver

•

•

•

•

Bus Driver

Building Inspector

Bulldozer Operator

Butcher/Meat Cutter

Business Owner

Cable Repair

Carpenter

Cashier

Caterer

Chauffeur

Candy Salesman

Cement Mason

Carpet/Tile Installer

10

Friends (past/present)

Church acquaintances

Year books (high school

Out of state contacts

International contacts

Neighbors (past/present)

- Air Conditioner
- Airplane
- Alarm System
- Automobile
- Bicvcle
- Boat
 - Camper
 - **Cellular Phone**
 - Computer
 - Fence
 - Floor Covering .
 - Glasses/Contacts
 - **Hobby Supplies**
 - Home Furnishings
- House
- Jewelrv
- **Kitchen Appliances** •
- Luggage
- Motor Home
- Motorcycle
- Musical Instruments
- Office Equipment
- Office Supplies
- Pager
- Pets •
- Sports Equipment
- Suits, Ties, Shoes, etc.
- TV/Stereo
- Vacuum Cleaner

- People You Know ...
 - Actor/Actress
 - Actuary
 - Administrator
 - Advertising •
 - Aerobics/Fitness Instructor •
 - **Aerospace Engineer** •
 - Agent •
 - Air Traffic Controller
 - Aircraft Mechanic •
 - Anesthesiologist •
 - Anthropologist • •
 - Antique Dealer
 - Apartment Landlord •
 - Appliance Repair Man •
 - Appraiser

- Architectural Drafter
- Armed Forces Friends
- Art Instructor
- Artist (Commercial/ Fine Art)
- Astronomer
- Auctioneer
- Audiologist
- Auditor
- Author
- Automobile Assembler
- Automobile Body Repairer
- Automobile Painter
- Baby-sitters (and Parents) .
- Baker

Bank Cashier/Teller

Best Man/Ushers

Biomedical Tech

Boilermaker

Book Binder

Bookkeeper

Brewery Rep

Bookstore

Brick Mason

Broadcasting

- Barber
- Bartender **Baseball Umpire** •

Beautician

Biologist

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- Chef/Cook
- Chemist
- Child Care Provider/Worker
- Chimney Sweep
- Choreographer
- Civil Engineer
- Claims Adjuster/Examiner
- Clerk
- Coach (Any Sport)
- Collectors (Coins, Cards, Stamps, etc.)
- College Professor
- Comptroller
- Computer Operator
- Computer Programmer
- Computer Systems Analyst
- Conservationist
- Construction Worker
- Consultant
- Contractor
- Controller
- Cook
- Copywriter
- Correction Officer
- Cosmetologist
- Counselor
- Court Reporter
- Crane Operator
- Credit/Collection
- Credit Union
- Custodian/Janitor
- Customs
- Cuts Grass
- Dairy Farmer
- Dancer/Dance Instructor
- Day Care
- Dealer (Art/Car)
- Dental Hygienist
- Dental Lab Technician
- Designer
- Diesel Mechanic
- Dietitian
- Dishwasher
- Disc Jockey
- Distributor
- Doctor/Physician
- Draftsman/CAD
- Dressmaker
- Drill Press Operator
- Driving Instructor
- Drywall Finisher
- Economist
- Editor
- Education Field
- Electrical Technician
- Electrical Engineer
- Electrician
- Emergency Medical Technician (EMT)
- Employment Agency

- Engineer
- Entertainment Field
- Estimator
- Exterminator
- Factory Worker
- Farmer
- Fashion Designer/Model

Lithographer

Loan Officer

Lumberjack

Machinery Operator

Management Consultant

Locksmith

Machinist

Maid of Honor/

Bridesmaids

Manufacturer

Marketing

Mechanic

Media Field

Medical Field

Meteorologist

Music Teacher

Nail Technician

Night School

Notary Public

Nuclear Engineer

Office Manager

Pest Control

Photographer

Plant Foreman

Policeman/Chief

Postal Employee

Production Manager

Professional Athlete

PTA President/Members

Pipe Fitter

Plumber

Podiatrist

Printer

Psychiatrist

Psychologist

Public Relations

Race Car Driver

Rancher

Receptionist

Purchasing Agent

Musician

Nurse

Painter

Mover

Market Researcher

Martial Arts Instructor

Mechanical Engineer

Messenger/Service

Motel Owner/Manager

Moving Van Operator

Newspaper Pressman

Occupational Therapist

Parents'/Children's Friends

Parts ManagerPersonnel

Petroleum Engineer

Physical Therapist

Pilot/Flight Attendant

Office Machine Repairman

Museum Curator/Worker

Maid

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Tutor

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Recruiter

Repairman

Research Analyst

Restaurant Owner

Sanitation Worker

Seamstress/Tailor

Service Provider

Shoe Repairman

Social Worker

Sorority Sisters

Speech Therapist

Store Clerks/Managers

Student/College MBA

Sociologist

Statistician

Steam Fitter

Steelworker

Surgeon

Surveyor

Talent AgentTax

Teacher (Children's)

Telemarketing Rep

Telephone Lineman

Telephone Operator

Temporary Service

Tool and Die Maker

TV/Appliance Repair

TV/Radio Announcer

TV/Radio Producer

Tennis Instructor

Transportation

Travel Agent

Tree Service

Truck Driver

Underwriter

Waitress/Waiter

Window Cleaner

Writer/Journalist

11

Warehouse Manager

Upholster

Vendor

Welder

Wholesaler

Zoologist

Professional

Technician

Therapist

Training

Respiratory Therapist

Retirees (Past and Future)

Reporter

Retailer

Roofer

Salesperson

School Board

Scout Leader

Secretary

Singer

Rent-A-Car Representative

- File Clerk
- Fireman/Chief
- Fisherman
- Florist
- Food Service
- Fork-lift Operator
- Foster Parents
- Fraternity Brothers
- Freight Forwarder
- Fund Raiser
- Funeral Director
- Furniture Upholsterer
- Garbage Collector
- Gardener
- Geologist
- Glass Repair
- Golf Course/Pro
- Government Employee
- Graphic Designer
- Grocer
- Guard
- Guidance Counselor
- Gunsmith
- Hairdresser/Hair Stylist
- Health Club
- High School Teacher
- High School lea
 Historian
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signer

Investigator

Iron Worker

Lab Technician

Labor Relations

Lawn Service

Leasing Agent

Legal Field

Limo Service

Librarian

Judge

Laundry

- Homemaker
- Hospital Employee
- Hotel Manager/WorkerHunting, Camping, Fishing
- Illusionist
- Importer/Exporter
- Industrial Designer
- Industrial EngineerInstruc-

Insurance Adjuster

Interior Decorator/De-

Interpreter/Translator

Land Surveyor/Planner

Lifeguard/Swim Instructor

Who Do You Know with the First Name of ...

AabnBreitDerikkGanJeromeLineNormanSinoneAbrhamBriatDerkeGencJessicaLipadOlgaSonyaAddamBruceDianaGeorgeJessicaLipydOscarSophiaAddianBruceDianaGeorginaJillLoisOtsStellaAdrianBuddyDickGeraldJoLolaOttoStellaAlbertCarlDoloresGilbertJodyLorenOwenStephenAlkeanderCarlDooloresGilbertJodyLorenPamelaStephenAlfredCarlosDonGildaysJoelLouisePartStasanAlfredCarlosDonealGioriaJoleneLucyPaulaTamaraAlliciaCarloDoreenGordonJosephLucyPaulaTamaraAlliciaCarleDoreenGordonJosephLucyPaulaTamaraAlliciaCarleDoreenGordonJoyLydiaPennyTanyaAmelaCarreDoreenGordonJudyMackPierreTamaraAlliciaCarleDoreenGordonJudyMackPierreTamaraAlliciaCarleDoreenGordonJudyMackPierreTamaraAlliciaCarleDoreenGordonJudyMackPierreTamaraAlliciaCarleDowen	Aaron	Brent	Dennis	Gail	loromy	Lillie	Norma	Simon
AbrainamBrianDexterGenceJessicaLiasOlgaSorphiaAddisonBrunoDianeGeorginaJillLoisOtisStanAdrianBuddyDickGerrgiJoaLolaOtisStalnAdrianCalvinDirkGerryJoanLorenOvenStellaAlbertCarlDoomincGilbertJodyLornaParkerStephanieAlbertCarlaDoomincGingerJoeLouisParkerStephanieAlteaCarlyDonalGioriaJoleneLouisParkerSusanAlteaCarrolDonaGoriaJosephLucyPaulaTamaraAllicaCarrolDorothyGraceJoshuaLukePeggyTamaraAllicaCarrolDongeGrataJudthLynnePhilTedAmeliaCarrolDougeGratJudyMakRachelTerryAndraCarrieDougeGrataJudthLynnePhilTedAndraCharleneEdHailSuladyMackRachelTerryAndraCharlesEdHaidJulanMarcusRamonThomasAndraCharlesEdHaidJulanMarcusRamonThomasAndraCharlesEdHaidJulanMarcusRamonTinaAndraCharlesEdHaidJulanMarc					Jeremy			
AddisonBruceDianeGeorginaJillLoisO'tarSophiaAddisonBrunoDianeGeorginaJillLoisO'tarStanAdrianBuddyDickGeraidJoLolaO'tarSteplanieAlanCalvinDirkGerayJoanLoranO'tarSteplanieAlbertCarlaDoloresGilbertJodyLoranParterStephenAldranCarlaDonnicGingerJoeLouisParterStephenAlfredCarlyleDonaldGlennJohnLowellParticaSylviaAlfredCarrineDonreenGordonJosephLucyPaulaTamaraAllicaCarrineDoreenGordonJosephLucyPaulaTamaraAllisonCarterDougGraceJodinuLukePegyTamyaAmeliaCarryDoyleGregJudyMackPiererTatasaAmosCatherineDuaneGractJudinMarcaRamonThomasAndreaCatherineDuaneFataJulianMarcaRamonThomasAndreaCharlesEdgarHaroldJulanMarcaRamonThomasAndreaCharlesEdgarHaroldJulanMarcaRamonThomasAndreaCharlesEdmandHarolJulianMarcaRamonThomasAndreaCharles				•				
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Prioritize your list using the E.R.I.C. System

Name/Number	Ε	R	I	С	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)