

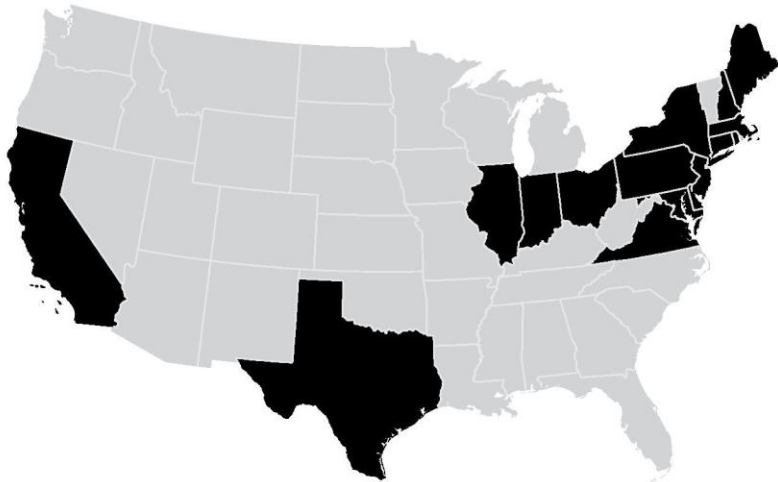


**WELCOME TO THE TEAM!**

# FAST TRACK



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



### GAS & ELECTRICITY

- California (G)
  - Connecticut (E)
  - Delaware (E)
  - District of Columbia (G, E)
  - Illinois (G, E) • Indiana (G)
  - Maine (E) • Maryland (G, E)
  - Massachusetts (G, E)
  - New Hampshire (E)
  - New Jersey (G, E)
  - New York (G, E) • Ohio (G, E)
  - Pennsylvania (G, E)
  - Rhode Island (E)
  - Texas (E) • Virginia (G)
- (G = Gas Markets, E = Electricity Markets)

### SOLAR (w/Sunrun)

- California
- Connecticut
- Maryland
- Massachusetts
- New Jersey • New York

### JAPAN MARKETS

- Hokuriku**  
(City: Kanazawa)
- Shikoku**  
(City: Matsuyama)
- Chugoku**  
(City: Hiroshima)
- Tohoku**  
(City: Sendai)
- Kyushu**  
(City: Fukuoka)
- Chubu**  
(City: Nagoya)
- Kansai**  
(City: Osaka)
- Tepco**  
(City: Tokyo)
- Hokkaido**  
(City: Sapporo)

## USA

Annual Revenue Opportunity      Potential Customers

**\$186 Billion**      **151 Million**

Less than 1% Market Share as of 3/2017

## JAPAN



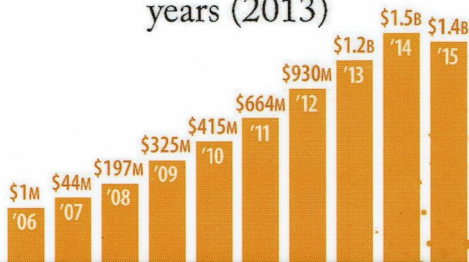
**NEVER  
SACRIFICE  
INTEGRITY  
FOR GROWTH**

成長のための完全性を決して犠牲にしない

# 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)



## A+ Rating

The Better Business Bureau continues to rate Ambit with A+



## One Million

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



## Inc. 500 #1

Named the fastest-growing privately-held company in 2010

# 2006 X 2016



## 16 States + DC

and expanding!



ELECTRICITY & NATURAL GAS

## Solar Energy

with Sunrun

CA, CT, MA, MD, NJ & NY



## #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!)



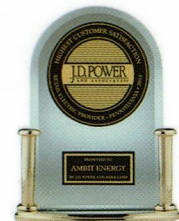
## #8

Ranked 8th largest direct selling company on the 2016 DSN North America 50



## #1

J.D. Power awards Ambit Energy for Highest Retail Electric Provider Satisfaction (At least one #1 ranking each year from 2013-16!)



(AND WE ARE JUST GETTING STARTED!)

Jere and Chris set a goal for Ambit to become

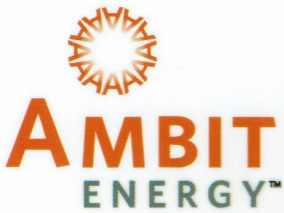
# “the Finest, Most-Respected retail energy provider in the country.”



# 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.”



2016

	#1	CT
	#2	NJ
	#3	IL



2015

	#1	CT
	#2	NJ
	#2	PA



2014

	#1	PA
	#1	CT
	#1	NJ
	#3	IL



2013

	#1	NY
	#2	CT

# 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](http://AmbitU.AmbitEnergy.com), [ECFactoryNation.com](http://ECFactoryNation.com) and [TopAmbitLeaders.com](http://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](http://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](http://Energy526.com) or [WhyAmbitWorks.com](http://WhyAmbitWorks.com) websites, the *Success From Home* magazine and DVD, two-on-one and/or

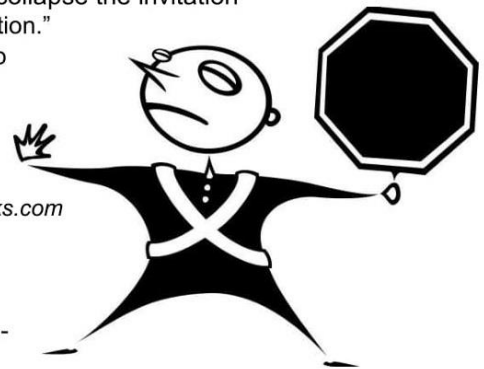
presentations, live or online weekly business presentations, or any of the other methods to present the business. Keep your invitation brief and to the point ... don't "puke" Ambit up on someone. Once someone agrees to take a look, then be quiet! Stay out of the "Valley of Death." Remember, you can't 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	(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	(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:

www._____.joinambit.com	Customer Signup Site (fill in your web handle)
www._____.energy526.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.

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# 1) GET PAID!



- Become your own 1st customer** at [www.\(your handle\).joinambit.com](http://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:**

**+ FREE ENERGY  
for 15 Referrals!**

Customer Points	JumpStart Bonus	Timeframe	Promotional Bonus
5	\$100	4 weeks	\$ _____ / _____ Pts
10	\$100	8 weeks	
15	\$50	8 weeks	
20, 25 & 30	\$50 each	12 weeks	

# 2) GET PLUGGED IN!

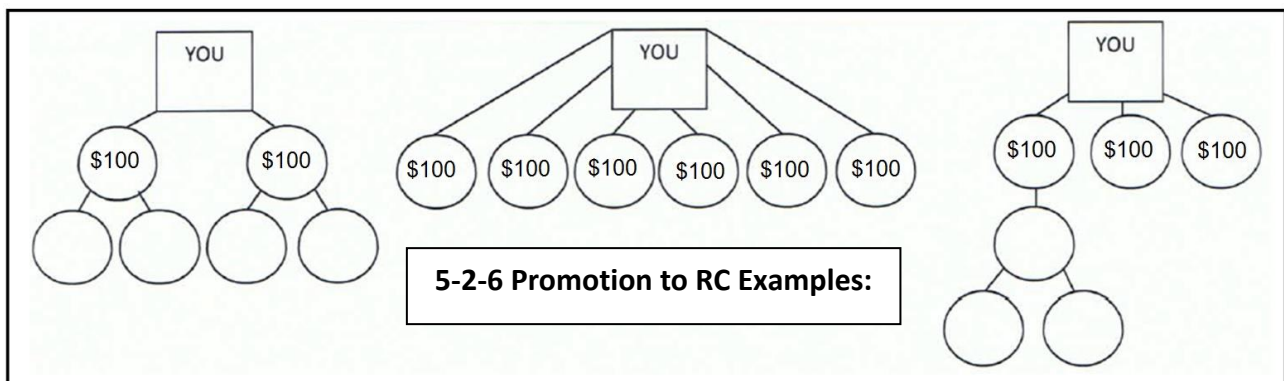


- Build Your Prospect List** of 100+ names using Memory Jogger
- PowerZone/AmbitU Training:** JumpStart + Ambit U200 videos (Master U205 “Invitation” by Ray Montie)
- Schedule in Your Calendar** the next local meeting and conference calls/webinars
- Download the Ambit Energy App** to your phone & **Set 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...”
- Watch “Home Meetings”** video by Michelle Carey at TopAmbitLeaders.com
- Schedule your In-Home** Presentation/Grand Opening within 3-10 days to accelerate your results



**Do the 3 steps listed on this page, help others do the same, and you will reach your goals and dreams.**

**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.

**TEXT METHOD:** YOU: Coffee? ----- > YOUR FRIEND: Sure, when?

YOU: Mon @ 2 or Thur @ 4 at Dunkin ----- > YOUR FRIEND: Thurs @ 4 works

YOU: Great! See you then. I need your opinion on something. It’s important.

**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](http://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](http://www.TheECfactory.com) > Calls > Customer Gathering Calls
- ✓ **6-Step Business Building Training – LIVE @ [www.AmbitTraining.net](http://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](http://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 your 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 family-owned business
- Are looking for more opportunity
- Were passed up for a recent promotion
- Are forced to travel a great 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 . . .

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

## Categories

- Address book
- Christmas list
- Hanukkah list
- Friends (past/present)
- Neighbors (past/present)
- Relatives
- Church acquaintances
- Organizations
- Teams
- Clubs
- Professionals
- Work associates (past/present)
- Year books (high school and college)
- Out of state contacts
- International contacts

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## People You Know . . .

- |  |   |   |   |
|--|---|---|---|
| <ul style="list-style-type: none"> <li>• Actor/Actress</li> <li>• Actuary</li> <li>• Administrator</li> <li>• Advertising</li> <li>• Aerobics/Fitness Instructor</li> <li>• Aerospace Engineer</li> <li>• Agent</li> <li>• Air Traffic Controller</li> <li>• Aircraft Mechanic</li> <li>• Anesthesiologist</li> <li>• Anthropologist</li> <li>• Antique Dealer</li> <li>• Apartment Landlord</li> <li>• Appliance Repair Man</li> <li>• Appraiser</li> </ul> | <ul style="list-style-type: none"> <li>• Architectural Drafter</li> <li>• Armed Forces Friends</li> <li>• Art Instructor</li> <li>• Artist (Commercial/<br/>Fine Art)</li> <li>• Astronomer</li> <li>• Auctioneer</li> <li>• Audiologist</li> <li>• Auditor</li> <li>• Author</li> <li>• Automobile Assembler</li> <li>• Automobile Body Repairer</li> <li>• Automobile Painter</li> <li>• Baby-sitters (and Parents)</li> <li>• Baker</li> </ul> | <ul style="list-style-type: none"> <li>• Bank Cashier/Teller</li> <li>• Barber</li> <li>• Bartender</li> <li>• Baseball Umpire</li> <li>• Beautician</li> <li>• Best Man/Ushers</li> <li>• Biologist</li> <li>• Biomedical Tech</li> <li>• Boilermaker</li> <li>• Book Binder</li> <li>• Bookkeeper</li> <li>• Bookstore</li> <li>• Brewery Rep</li> <li>• Brick Mason</li> <li>• Broadcasting</li> </ul> | <ul style="list-style-type: none"> <li>• Broker</li> <li>• Building Inspector</li> <li>• Bulldozer Operator</li> <li>• Bus Driver</li> <li>• Business Owner</li> <li>• Butcher/Meat Cutter</li> <li>• Buyer</li> <li>• Cable Repair</li> <li>• Candy Salesman</li> <li>• Carpenter</li> <li>• Carpet/Tile Installer</li> <li>• Cashier</li> <li>• Caterer</li> <li>• Cement Mason</li> <li>• Chauffeur</li> </ul> |
|--|---|---|---|

- 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
- 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
- Historian
- Homemaker
- Hospital Employee
- Hotel Manager/Worker
- Hunting, Camping, Fishing
- Illusionist
- Importer/Exporter
- Industrial Designer
- Industrial Engineer/Instructor
- Insurance Adjuster
- Interior Decorator/Designer
- Interpreter/Translator
- Investigator
- Iron Worker
- Judge
- Lab Technician
- Labor Relations
- Land Surveyor/Planner
- Laundry
- Lawn Service
- Leasing Agent
- Legal Field
- Librarian
- Lifeguard/Swim Instructor
- Limo Service
- Lithographer
- Loan Officer
- Locksmith
- Lumberjack
- Machinery Operator
- Machinist
- Maid
- Maid of Honor/Bridesmaids
- Management Consultant
- Manufacturer
- Market Researcher
- Marketing
- Martial Arts Instructor
- Mechanic
- Mechanical Engineer
- Media Field
- Medical Field
- Messenger/Service
- Meteorologist
- Motel Owner/Manager
- Mover
- Moving Van Operator
- Museum Curator/Worker
- Music Teacher
- Musician
- Nail Technician
- Newspaper Pressman
- Night School
- Notary Public
- Nuclear Engineer
- Nurse
- Occupational Therapist
- Office Machine Repairman
- Office Manager
- Painter
- Parents'/Children's Friends
- Parts Manager/Personnel
- Pest Control
- Petroleum Engineer
- Photographer
- Physical Therapist
- Pilot/Flight Attendant
- Pipe Fitter
- Plant Foreman
- Plumber
- Podiatrist
- Policeman/Chief
- Postal Employee
- Printer
- Production Manager
- Professional Athlete
- Psychiatrist
- Psychologist
- PTA President/Members
- Public Relations
- Purchasing Agent
- Race Car Driver
- Rancher
- Receptionist
- Recruiter
- Rent-A-Car Representative
- Repairman
- Reporter
- Research Analyst
- Respiratory Therapist
- Restaurant Owner
- Retailer
- Retirees (Past and Future)
- Roofer
- Salesperson
- Sanitation Worker
- School Board
- Scout Leader
- Seamstress/Tailor
- Secretary
- Service Provider
- Shoe Repairman
- Singer
- Social Worker
- Sociologist
- Sorority Sisters
- Speech Therapist
- Statistician
- Steam Fitter
- Steelworker
- Store Clerks/Managers
- Student/College MBA
- Surgeon
- Surveyor
- Talent Agent/Tax Professional
- Teacher (Children's)
- Technician
- Telemarketing Rep
- Telephone Lineman
- Telephone Operator
- Temporary Service
- Tennis Instructor
- Therapist
- Tool and Die Maker
- Training
- Transportation
- Travel Agent
- Tree Service
- Truck Driver
- Tutor
- TV/Appliance Repair
- TV/Radio Announcer
- TV/Radio Producer
- Underwriter
- Upholster
- Vendor
- Waitress/Waiter
- Warehouse Manager
- Welder
- Wholesaler
- Window Cleaner
- Writer/Journalist
- Zoologist

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

Aaron	Brent	Dennis	Gail	Jeremy	Lillie	Norma	Simon
Abby	Bret	Derek	Gary	Jerome	Linda	Norman	Simone
Abraham	Brian	Dexter	Gene	Jessie	Lisa	Olga	Sonya
Adam	Bruce	Diana	George	Jessica	Lloyd	Oscar	Sophia
Addison	Bruno	Diane	Georgina	Jill	Lois	Otis	Stan
Adrian	Buddy	Dick	Gerald	Jo	Lola	Otto	Stella
Alan	Calvin	Dirk	Gerry	Joan	Loren	Owen	Stephanie
Albert	Carl	Dolores	Gilbert	Jody	Lorna	Pamela	Stephen
Alden	Carla	Dominic	Ginger	Joe	Louis	Parker	Steve
Alexander	Carlos	Don	Gladys	Joel	Louise	Pat	Susan
Alfred	Carlyle	Donald	Glenn	John	Lowell	Patricia	Sylvia
Alice	Carmen	Donna	Gloria	Jolene	Luanne	Paul	Talia
Alicia	Carol	Doreen	Gordon	Joseph	Lucy	Paula	Tamara
Allison	Carrie	Dorothy	Grace	Joshua	Luke	Peggy	Tammy
Alvin	Carter	Doug	Grant	Joy	Lydia	Penny	Tanya
Amelia	Carry	Doyle	Greg	Joyce	Lyle	Peter	Tatiana
Amos	Catherine	Duane	Greta	Judith	Lynne	Phil	Ted
Amy	Cecil	Dwight	Gus	Judy	Mack	Pierre	Teresa
Andre	Cecilia	Earl	Gwen	Julia	May	Rachel	Terry
Andrea	Charlene	Ed	Hal	Julian	Marcia	Ralph	Therese
Andrew	Charles	Edgar	Harold	June	Marcus	Ramon	Thomas
Andy	Charlotte	Edith	Harry	Justin	Margot	Ramona	Tim
Angela	Cheryl	Edmund	Harvey	Karen	Marianne	Randolph	Tina
Anita	Chester	Edna	Hazel	Karl	Marie	Randy	Toby
Ann	Chris	Edward	Heidi	Kate	Marilyn	Ray	Todd
Annette	Christine	Eileen	Helen	Kathy	Mario	Raymond	Tom
Anthony	Cindy	Elaine	Henry	Kay	Mark	Rebecca	Tony
April	Claire	Eleanor	Herbert	Keith	Marla	Regina	Tracy
Archie	Clara	Elizabeth	Herman	Kelly	Marsha	Renee	Trent
Arlene	Clarence	Ellen	Homer	Ken	Marta	Rhoda	Trudy
Arnold	Clarice	Elliot	Hope	Kent	Martha	Rhiannon	Valerie
Arthur	Clark	Elmer	Howard	Kerry	Mary	Richard	Van
Audrey	Claude	Elsie	Ian	Kevin	Marylou	Rita	Vanessa
Austin	Claudia	Elton	Ida	Kirk	Matthew	Robert	Vera
Barbara	Clay	Emily	Ilene	Kristen	Maureen	Rodney	Verne
Barney	Clem	Emma	Irene	Kurt	Max	Ron	Veronica
Barry	Clifford	Emmett	Irma	Lance	Merrill	Roseanne	Victor
Bart	Clint	Eric	Irving	Lane	Melvin	Roy	Victoria
Becky	Clyde	Erma	Irwin	Larry	Michael	Royce	Violet
Ben	Colin	Ernest	Isaac	Laura	Mike	Russell	Virgil
Benjamin	Colleen	Ernie	Jack	Laurie	Mildred	Ruth	Virginia
Bennett	Connie	Erwin	Jacob	Leah	Millie	Sally	Wade
Bernard	Craig	Estelle	Jake	Leanne	Mitchell	Sam	Walter
Bernice	Cynthia	Esther	James	Lee	Murray	Sandy	Wanda
Bernie	Daisy	Eugene	Jan	Leila	Nancy	Sarah	Ward
Bert	Dan	Eunice	Jane	Lena	Natalie	Scott	Wayne
Beth	Darla	Eva	Janet	Leo	Nathan	Sean	Wendy
Beverly	Darlene	Evan	Janice	Leon	Ned	Shari	Wilbur
Bill	Darrell	Evelyn	Jared	Leona	Neil	Sharlene	William
Blaine	Dave	Faith	Jason	Leonard	Nellie	Sharon	Wilma
Blair	Dawn	Faye	Jay	Leroy	Nick	Sheila	Yale
Blanche	Dean	Frances	Jean	Leslie	Nina	Shelley	Yolanda
Bobby	Deborah	Frank	Jeffrey	Lester	Noel	Sherry	Yvonne
Bonnie	Dena	Fred	Jennie	Lewis	Nolan	Shirley	Zane
Brenda	Denise	Freda	Jennifer	Lillian	Noreen	Sidney	Zelda

Name/Number	E	R	I	C	Total
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**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

**E**ntrepreneurial (Drive, Spirit, Attitude)  
**R**esources (Time & Money)  
**I**nfluence (Circle of Influence)  
**C**ity (Within 60 miles? 1 if yes, 0 if no)

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

Rate your contacts against yourself: (1=