

New Consultant Fast Track Pack



AMBIT ENERGY 

**TO BECOME THE
FINEST & MOST
RESPECTED
RETAIL ENERGY
PROVIDER IN THE
COUNTRY**

**NEVER
SACRIFICE
INTEGRITY
FOR GROWTH**

- 1) GATHER A HANDFUL OF LOYAL CUSTOMERS**
- 2) HELP OTHERS DO THE SAME**

Dos and Don'ts

FOR NEW AMBIT CONSULTANTS

Much of your success will depend on what you do and don't do as you begin your business.

What to DO

Do treat this as a real franchise-type business.

Treat your Ambit business like you invested \$429,000 instead of \$429 and your business will be very successful.

Do get trained.

Visit TheECfactory.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 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 (call 212.990.8000 and enter 3333#). This is your lifeline to the team.

Do attend the live events.

Whenever possible, attend the live events. There are training rallies, simulcasts and launches throughout the year. Most importantly, you want to make sure you get down to Dallas to experience Ambition — it will change your business!

Do stay in contact with your business partners.

On a daily basis, keep in contact with those you are working with. Make sure you are talking to your team on a regular basis. 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 someone else to answer their questions! (Use the list to the right.)

Do plug in.

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

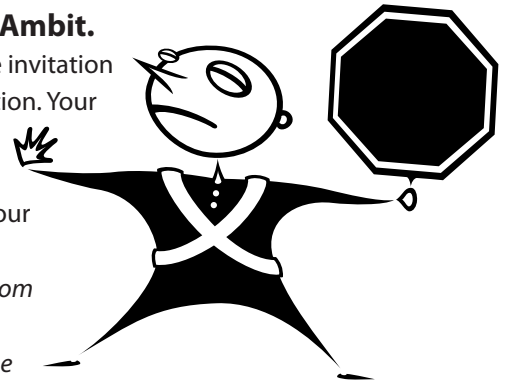
What NOT to DO

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 Subway or McDonald's 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 explain Ambit.

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 Web sites, the *Success From Home* magazine and DVD, two-on-one presentations, or 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! 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 consultants. This business needs to be primarily 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. Don't quit!

FAST TRACK TO SUCCESS

Congratulations on becoming the newest Ambit Energy Independent Consultant! You have started the journey. With hard work, consistent effort, determination and a willingness to learn, you can achieve financial freedom. Please know that we are here to help you at any time as you begin to build your Ambit business. Your success is our success. We are committed to helping you achieve your goals.

This packet was designed to help you get started. If you follow the steps outlined below, and use the tools available to you, you will create positive forward momentum on your very first day!

Some Important Things to Remember: Business presentations are held in all of our markets and they are a tool you should definitely use. You can find business presentation locations in your PowerZone under the [Presentations](#) tab. **Always** check your email, as many local meetings are not listed.

Phone numbers: Consultant Support (877) 302-6248, Customer Third-Party Verification (866) 942-6248.

YOUR BUSINESS

Sponsor: _____	Phone: _____
Upline Leader (RC): _____	Phone: _____
Upline Leader (SC): _____	Phone: _____
Upline Leader (EC): _____	Phone: _____
Upline Leader (NC): _____	Phone: _____

GETTING STARTED

Complete the sign-up process with your sponsor/leader. Be sure you understand the process, as this is the same process you will follow to begin building your business.

Know your websites:

www._____.energy526.com	Consultant Enrollment/Presentation site
www._____.whyambitworks.com	Consultant Enrollment/Presentation site
www._____.joinambit.com	Customer Enrollment site
www._____.theambitstory.com	Company Overview site
www.ECFactoryNation.com	NC Ray Montie's Team Website
www.TopAmbitLeaders.com	NC Brian McClure's Team Website
www.PSi2MBA.com	5-Minute Overview (Team PSi)
www.TeamPSiOverview.com	15-minute In-depth Overview (Team PSi)
www.GetaPSi.com	Documents, Audio/Video Downloads (Team PSi)

**** TEAM PSi Rapid Overview Call (518) 556-1385 ****

PowerZone Website: To login, go www.ambitenergy.com (or any of your websites above) and click on [Consultant Login](#) on top left OR type in the address bar: <https://secure.ambitenergy.com/powerzone>

Consultant ID: _____ Password: _____

10 Steps to Starting Your Business Right

Here are 10 Steps that will help you get off to the fastest start possible in your new business. Go as fast as you can, check them off as you go, and call/text/email your sponsor to let them know your progress.

STEP 1: Log on to PowerZone. Go to Ambit University tab, then Training Center. Watch all the videos under U100, U200, and U300. Especially pay attention to The Invitation, #205, by Ray Montie.

STEP 2: Go to topambitleaders.com and click on the Training tab, then click on Gathering Loyal Customers. Watch the videos. Watch everything you can on this site, especially “System 16” by Brian McClure and “Home Meetings” by Michelle Carey.

STEP 3: Write down your “WHY”. This will be the driving force behind your new business. Share this “why” with your sponsor and your Senior Consultant and Executive Consultant.

STEP 4: Put your written list on paper. This is the most valuable asset you have in your new business. Write everyone down, do not pre-judge. Include everyone in your phone, on Facebook, LinkedIn, etc. Use the Memory Jogger. The more people you have on this list, the more money you will make.

STEP 5: Save these numbers on your phone: Consultant Support (877) 302-6248
3rd Party Verification (866) 942-6248

STEP 6: Save the following websites favorites in your web browser for easy access:
PowerZone – (your virtual back office) www.AmbitEnergy.com – Click on Consultant Login.
www.your_handle.energy526.com - Consultant presentation video/Consultant Signup Site #1
www.your_handle.JoinAmbit.com - Customer Signup Site

STEP 7: Become your own first customer on your JoinAmbit website. Think of some people, like an elderly grandparent, who you know will not do this business. Ask them to do you a favor and be your customer. Then, get right to the invitation and invite people to see this business. As you show the plan (STP) to people using your websites, the DVD/magazine, weekly BP or home meetings, you will gather more customers. You want to get 3-5 customers in the first week by doing this. This will put your first check in your hands and your belief will skyrocket! Connect with your sponsor to get this done!

STEP 8: Get plugged into the system! It is critical that you get on the weekly conference calls, customer gathering calls, and webinars to get educated and motivated. Check your email for live webinar schedules. Enter these numbers into your phone and set phone alarms to remind you of these calls.

* *EC Factory Team Call w.NC Ray Montie:* (212) 990-8000, pin 3333#, Sundays at 8:30pm EST

* *National Call with NC Brian McClure:* (712) 432-7570, pin 84877#, Sundays at 10pm EST

* *EC Factory Customer Gathering Call:* (559) 546-1880, pin 643011#, Tuesdays at 9:30pm EST

Read “GO PRO” book by Eric Worre. Subscribe to his daily email at www.NetworkMarketingPro.com

STEP 9: Show this business to the people that you wrote down on your list. The money you make is in direct proportion to the number of times that you/your team show the plan each week. Show the DVD to at least 1 new person every day using the system. Personally attend and/or bring a guest to a local business presentation at least once a week in order to stay on track when you STP!

STEP 10: Call/text your sponsor, SC or EC every day. Keep adding to your written list and keep showing the plan. :-)

Define your WHY

Why are you doing this business? Knowing, understanding and being able to share your WHY will help you build your business.

- Sharing your WHY with potential customers will help them understand how important it is to you that they become your customer.
- Sharing your WHY with potential consultants will help you connect to what their WHY might be. It makes it personal.
- Share your WHY with everyone you talk to about this opportunity.
- Do not skip this step. Your WHY is what will get you through the slumps that come with building any business. It will be your reason to stay committed to what you have started today.
- Your WHY:

With your sponsor's help, enroll customers

- Make a list of 10 people that would do you a favor (no questions asked!).
- Focus on your relationship with these people not the facts and figures.
- Do not try to sell the service based on price or perks. Ask them for a favor.

CUSTOMER GATHERING

1- Contact

- Call prospective customer.
- "_____, I need your help and it's really important to me, do you have just a couple of minutes?"
- "If it wouldn't cost you anything, wouldn't cause you any inconvenience and would actually save you some money, would you do me a favor?"

2- Presenting the Service

- "I've started my own business because (insert your WHY here). I'm working with Ambit Energy helping people like you save money on their energy bills."
- "There is no cost to become a customer, your savings is guaranteed in writing, there is no contract to sign, no interruption in service...in fact, the only thing that changes is that you will be paying less for your energy."
- "Would you help me out by becoming my customer?"
- If yes, follow the process you completed when enrolling yourself. You do not need to go into any more detail about rates, travel rewards, referral program, etc. Move right into the sign up process.
- If no, ask why and go on to step three.

3- The 3-Way Call

- "I thought you'd probably have some questions. Hold on a minute, I can get the answer to that question right away." Immediately bring in your upline support system to help you close. You do not need to ask to do the three way call...take charge and just do it.

1. Fill in the names exactly as they appear on each separate utility bill. If customer has both electricity and natural gas on one utility bill, that is considered one customer or household.
2. Put a checkmark in the box next to your customer's name once they have been pre-verified.

JUMP START GOALS

JUMP START 1

Complete by date: 4 wks.

Reach a total of 5 customers (4 in Texas):

1	(Website)	
2	(Website)	
3	(Yourself)	
4		
5		

\$100 JS 1

\$100 total

JUMP START 4

Complete by date: 12 wks.

Reach a total of 20 customers:

16		
17		
18	(Free Energy)	
19		
20		

\$50 JS 4

\$300 total

JUMP START 2

Complete by date: 8 wks.

Reach a total of 10 customers:

6		
7		
8		
9		
10		

\$100 JS 2

\$200 total

JUMP START 5

Complete by date: 12 wks.

Reach a total of 25 customers:

21		
22		
23		
24		
25		

\$50 JS 5

\$350 total

JUMP START 3

Complete by date: 8 wks.

Reach a total of 15 customers:

11		
12		
13		
14		
15		

\$50 JS 3

\$250 total

JUMP START 6

Complete by date: 12 wks.

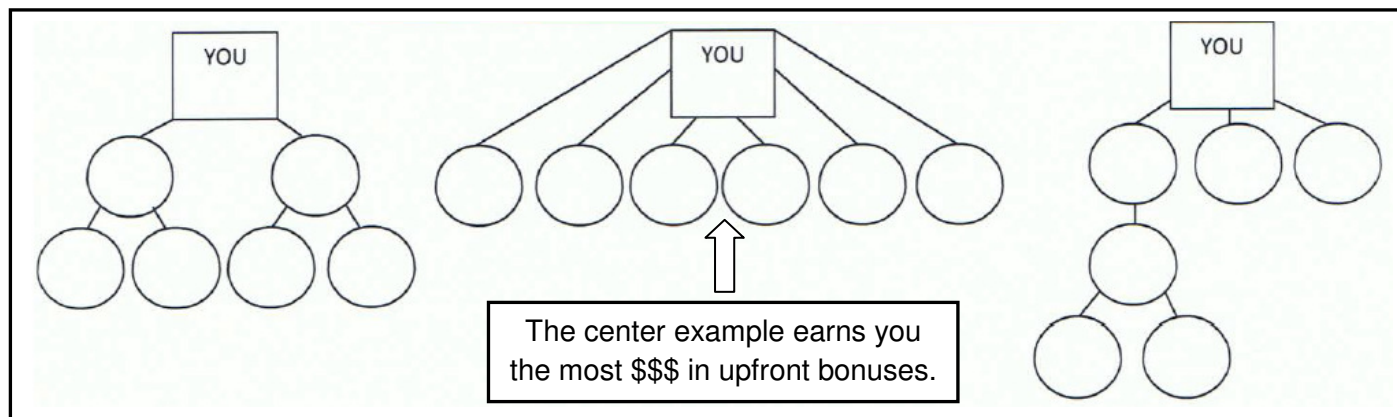
Reach a total of 30 customers:

26		
27		
28		
29		
30		

\$50 JS 6

\$400 total

5-2-6 PROMOTION TO REGIONAL CONSULTANT (RC) EXAMPLES



**** The DNA of our business is building Regional Consultants (5-2-6) ****

5 = Five Total Customer Points: *Your website counts as 2 customer points. Sign up yourself and 2 more customers and you will complete this step. NOTE: You can earn more & get Free Energy by getting 15-30 customer points.*

2 = Two Personally-Sponsored Consultants: *You must personally sponsor a minimum of 2 consultants to get promoted to the next position "Regional Consultant" a.k.a. RC. Once you have 2 personally sponsored, you have completed this step.*

6 = Six Total Consultants on Your Team: *You need a total of 6 consultants on your team to be promoted to RC. These 6 include anyone you have personally sponsored. Once you reach 6, you have completed this step.*

5 Customer Points:

- | | |
|-------------------|----------|
| 1) <u>WEBSITE</u> | 4) _____ |
| 2) <u>WEBSITE</u> | 5) _____ |
| 3) _____ | |

2 Personally-Sponsored Consultants:

- | | |
|----------|----------|
| 1) _____ | 2) _____ |
|----------|----------|

6 Total Consultants on Your Team:

- | | |
|---------------------|----------|
| 1) _____ (Personal) | 4) _____ |
| 2) _____ (Personal) | 5) _____ |
| 3) _____ | 6) _____ |

HINT: Go 526 three more times, you'll be SC, and you will have earned \$2,200 to \$3,700.

How to Show the Plan Using Magazine & DVD

*** *In 8 Simple Steps* ***

- 1.** Set the tone. Make small talk. Talk about your reasons for doing this business and try to understand their “Why.” If you do this, and then go through the presentation, they will not be saying yes/no to Ambit, they will be saying yes/no to their “Why.” Ask them what they would *really* be doing if they no longer had to worry about time or money. When you are telling your own story, eliminate the common objections of too little time and not enough money. Example: “When I first saw this business, I thought I didn’t have the time or money to spend because _____. Then, I realized that “busy” was the new word for “broke.” And, Ambit has offered me a way out.”
- 2.** Make sure they understand that deregulation of energy is happening now. Compare it to telecom in the late 80s and 90’s. Tell them this is the largest industry to deregulate in U.S. history; larger than the railroads, banks, airlines, and telecom. Show them Success From Home Magazine. Tell them this is written about Ambit, not by Ambit.
- 3.** Point out Chris Chambliss and Jere Thompson, our two co-founders. Tell them our mission statement: To become the finest and most-respected retail energy provider in the country. Jere comes from a long line of success, as his family founded the Southland Corp (7-Eleven). Chris had experience during the deregulation of telecom with a company called Excel. That company went on to become the fastest company in history to ever reach a billion dollars, shattering Microsoft’s record. If you have a picture of yourself with Jere and Chris, show it. Together, Chris and Jere have grown Ambit Energy to become the #1 fastest-growing, privately held company, as ranked by Inc. 500, in 2010. Show the credibility pieces: Inc. 500, Better Business Bureau, JD Power, Wall St. Journal, DSN.
- 4.** Talk about some of the people you know in the magazine. Try to match up professions and backgrounds with your prospect. For example, if your prospect is a single mom, point out Laura Mohr. For a fireman, Kirk Horan, etc. Point out your leaders and if you have pictures with them, show them. Tell them that yellow jackets are \$1 Million earners and purple jackets are \$5 Million earners. Mention that there are a lot of people making life-changing income, in a relatively short period of time with Ambit Energy. Tell them again that Success From Home is written about Ambit, not by Ambit!
- 5.** “Now, here’s how it all works...” Play the DVD (without Intro) or other Video Presentation.
- 6.** After you play through the first 2 sections (Company & Business) show an example of a “before” and “after” utility bill to illustrate how we save people money. Show them the free website that all customers receive, and show an example of a bill with a Free Energy Credit applied (or a Free Energy Check).
- 7.** Play the “Getting Paid” part of the DVD/video. Stop when it gets to the 7-level payout (optional). Explain this payout and how it works. Mention that it works because all of the customers shown in this model have to pay electric/gas bills every month. Then say, “I’m going to show you one other way we get paid residual income, and show you the small investment to get this amazing business started.” After doing this, play through the quarters section and the rest of the video about getting started.
- 8.** Ask them what they liked best about the business. When they ask you a question, this is where you say, “I knew you would have questions. Let’s call (biz partner) and let her/him answer them.” Edify who you are calling. Get them on the phone, tell them about your prospect and then be quiet.

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
- ✓ Show the Plan (STP): 1-on-1, 2-on-1, DVD, Website, In-Home, BP, Flip Chart, Webinar



WEEKLY:

- ✓ **Customer Gathering Call and/or Webinar** - Tues @ 9:30PM EST - (559) 546-1880 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 - (212) 990-8000, pin 3333#
 - 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 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

People You Know . . .

- | | | | |
|-------------------------------|------------------------------------|-----------------------|-------------------------|
| • Actor/Actress | • Architectural Drafter | • Bank Cashier/Teller | • Broker |
| • Actuary | • Armed Forces Friends | • Barber | • Building Inspector |
| • Administrator | • Art Instructor | • Bartender | • Bulldozer Operator |
| • Advertising | • Artist (Commercial/
Fine Art) | • Baseball Umpire | • Bus Driver |
| • Aerobics/Fitness Instructor | • Astronomer | • Beautician | • Business Owner |
| • Aerospace Engineer | • Auctioneer | • Best Man/Ushers | • Butcher/Meat Cutter |
| • Agent | • Audiologist | • Biologist | • Buyer |
| • Air Traffic Controller | • Auditor | • Biomedical Tech | • Cable Repair |
| • Aircraft Mechanic | • Author | • Boilermaker | • Candy Salesman |
| • Anesthesiologist | • Automobile Assembler | • Book Binder | • Carpenter |
| • Anthropologist | • Automobile Body Repairer | • Bookkeeper | • Carpet/Tile Installer |
| • Antique Dealer | • Automobile Painter | • Bookstore | • Cashier |
| • Apartment Landlord | • Baby-sitters (and Parents) | • Brewery Rep | • Caterer |
| • Appliance Repair Man | • Baker | • Brick Mason | • Cement Mason |
| • Appraiser | | • Broadcasting | • Chauffeur |

- 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

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)