

Ambit Energy

**POWER
TRIP
2008**

TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**

The Invitation

- **This is an incredible opportunity, you're not trying to convince or sell them anything.**
- **Tell them what excites you about this business**
- **Speak in terms of "What's in it for them".**
- **Control the conversation by being the one asking the questions.**
- **Look for people who are open-minded, motivated, busy, people-people.**
- **Be a sorter, not a seller.**

Ambit Energy

**POWER
TRIP
2008**

TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**

The Invitation

- **Don't try to explain over the phone, your goal is to just set an appointment.**
- **Don't say, "I've gotten involved in something"**
- **Don't be afraid to say, "I don't know, but I know someone who would."**
- **Don't spend more than 5 - 7 minutes on the phone during an invitation.**

.....Massive Action = Massive Success....

Ambit Energy

**POWER
TRIP
2008**

TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**

Contacting: Rejection

**The first time you
get a no from
anyone you must
contact your upline
R.C. or S.C.**

Ambit Energy

**POWER
TRIP
2008**

TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**

The Invitation

- **The invite is just that: an invitation. If you feel like you are bugging, begging or selling than you are doing it wrong! The purpose of the invite is merely to get permission for the next step.**

Your #1 most important task out of the gate is to expose Ambit to EVERYBODY on your list with a simple, painless, yet powerful invitation. The goal here is to plant a lot of seeds.

- **You would be amazed at how refreshed people are when you cut to the chase.**

Ambit Energy

**POWER
TRIP
2008**



TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**

The Invitation

Introduction: “Hey Bob, let me ask you Three Questions!”

- **1 - How many people do you know who use electricity?”**
- **2 - Would they rather pay more, or less?**
- **3 - If I can show you a company that will pay you for showing people how to pay less, would you take 15 minutes to watch an online video, and let me know if it makes sense to you?**

Ambit Energy

**POWER
TRIP
2008**



TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**

Tips for Inviting

- **To be successful at inviting does not mean that you conduct a business presentation on the phone.**
- **Two important elements that should come across in your message are genuine enthusiasm and personal conviction.**

Ambit Energy

**POWER
TRIP
2008**



TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**

Tips for Inviting

- **You are not the opportunity**
- **Inviting is a daily scheduled**
- **Your message needs to be consistent**
- **Inviting is not presenting**
- **Never give information without getting it!**

Ambit Energy

**POWER
TRIP
2008**

TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**

Four C's of Inviting

- **1. Compliment**
- **2. Curiosity**
- **3. Control**
- **4. Commit, Commit, Commit!**

Ambit Energy

**POWER
TRIP
2008**

TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**

Overcoming Objections & Closing

Ask the prospect what else they saw that they liked!

Listen to what they say, as it will let you know what they want!

Give the prospect time to formulate their ideas and express their Positive Thoughts!

Again, agree with prospect and restate how your business will meet their stated desires!

Ambit Energy

**POWER
TRIP
2008**

TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**

Overcoming Objections & Closing

Restate, briefly, their statements and tell them that you really look forward to helping them work toward their goals. Ask,

“If we can make this work for you, are you ready to get started?”

If they offer another objection, listen and then ask,

“If you and I can find the answer to _____, are you ready to give this a try, together?”

At this point it is time to complete the paperwork, but with out pressure!

Ambit Energy

**POWER
TRIP
2008**

TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**

Overcoming Objections & Closing

Asking positive questions brings positive results!

You must listen to your prospect if you are going to solve their needs!

People like to belong and they need to be wanted! If you are sincere in your desire to help them, they will be more likely to join!

Ambit Energy

**POWER
TRIP
2008**

TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**

Overcoming Objections & Closing

Ask the prospect to tell you what they like best in the Business Presentation!

Listen for their answer, as they will open the window of opportunity!

Agree with what the prospect says and restate it in a positive statement about your business!

Ambit Energy

**POWER
TRIP
2008**

TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**

Overcoming Objections & Closing

Remember to center on:

We! Us! You! Together!

What you want is a TEAM member and a partner.

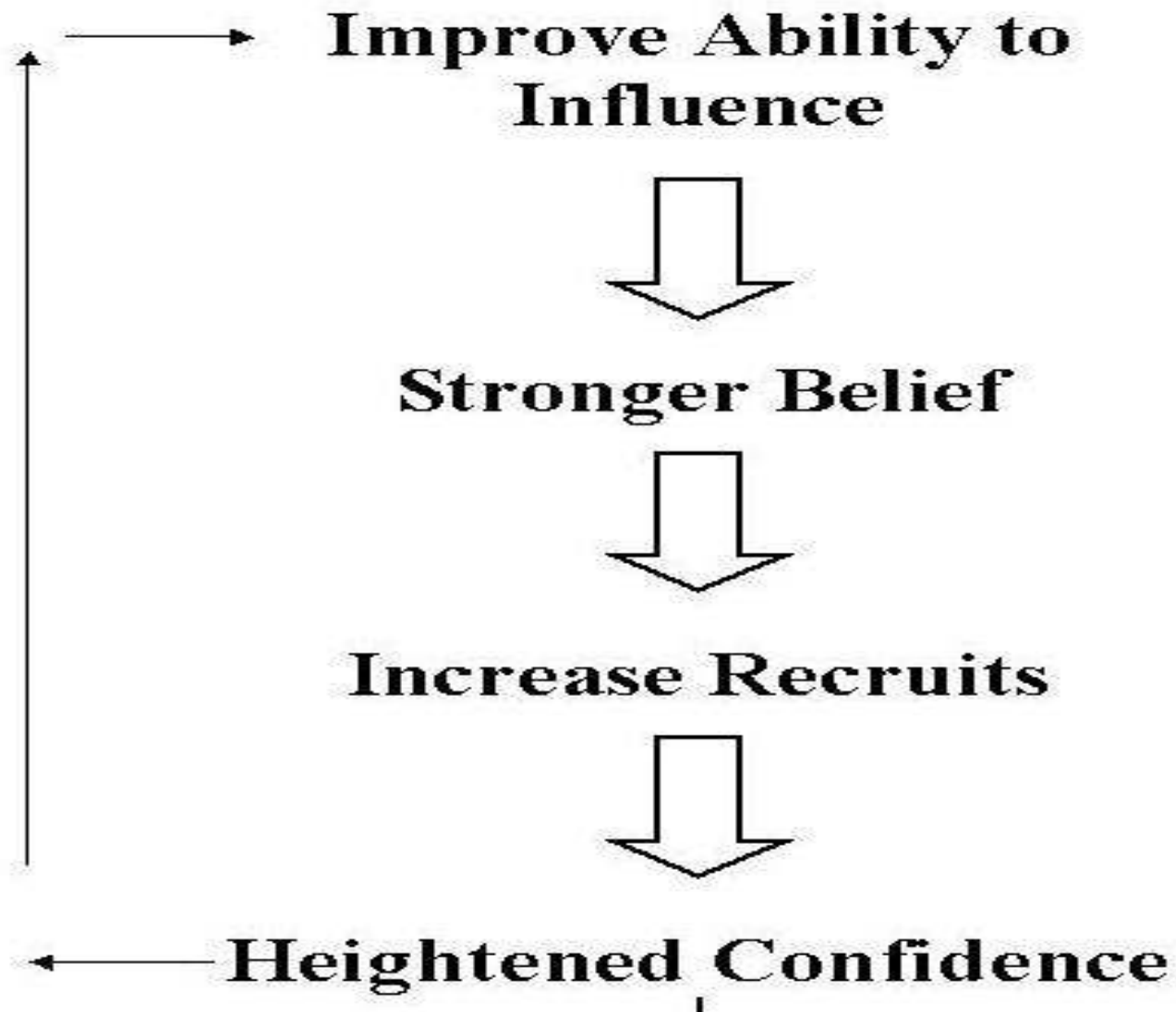
You are not selling. You are guiding people as they strive to improve their own lives, through their own desires and achievements!

Give them the Opportunity!

Ambit Energy

**POWER
TRIP
2008**

TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**



Ambit Energy

**POWER
TRIP
2008**

TAKE YOUR **BUSINESS** TO THE **NEXT LEVEL!**

Attitude

We cannot change our past...we cannot change the fact that people will act in a certain way.

We cannot change the inevitable.

The only thing we can do is play on the one string we have, and that is our attitude...

I am convinced that life is 10% what happens to me and 90% how I react to it.

And so it is with you...we are in charge of our Attitudes."

Attitude is more important than appearance, giftedness or skill.