

## Sponsoring a New Consultant

*The sponsor should complete this with the new consultant when they are enrolled or within 24 hours.*

### GET THEM PLUGGED IN

- Introduce the new consultant to your upline Regional, Senior **AND** Executive Consultants.
- Make sure they have the phone numbers of their upline RC, SC and EC plugged into their phone.
- Schedule the Game Plan Interview with them and your upline Regional **OR** Senior Consultant.
- Make sure they know how to make a 3 way call on their cell phone because they'll be using this often.
- Help them get signed up for the text distribution located on <http://www.thenewplana.com/mc-training/>. When they opt in they need to accept the permission text from their phone for it to work.
- If they are on Facebook, get them plugged into the team page, <https://www.facebook.com/groups/ambitpowergroup/>
- Log into [www.topambitleaders.com](http://www.topambitleaders.com) and help them subscribe to the newsletter. (right hand side of site)
- Help them switch their own service if they live in a service territory.
- Make sure they know where their local business presentations are and get them plugged in. Call your upline Senior Consultant if you are not sure where the presentations are or who the host is.

### SHOW THEM THEIR POWERZONE

- Make sure they memorize their C number and password.
- Show them how to log into Powerzone, show them where Ambit University is.
- Help them link their customer account number to their consultant account to get free energy.
- Help them get signed up for direct deposit.
- Make sure they have a short and simple webhandle – preferably their last name or some variation of that. For Ashley Johnson use [johnson](#) or [ajohnson](#) or [ashleyj](#). This simplifies it for the prospects.

### SET THEM UP FOR SUCCESS

- Make sure they buy at least 3 magazines to use for building their business. Explain to them they need to put an address label on all their magazines. Do not staple cards to magazines, you can tape a card but a label works better and looks more professional.
- Show them where the First 10 Steps document is on <http://www.thenewplana.com/mc-training/> and give them a copy if you're doing this in person.  
The quicker they do the steps, the faster they will get plugged in and making money.

We recommend that they get a copy of the **GoPro, 7 Steps to Becoming a Network Marketing Professional** by Eric Worre as soon as possible. Reading the Introduction, Chapter 1 and Chapter 2 will help their mindset. If you don't have one to give them or if they really don't like reading they can order the Book or the Audio Book from [www.amazon.com](http://www.amazon.com).

## Game Plan Interview

New MC: \_\_\_\_\_

Turn cell phones on silent.

### PART ONE

1) Congratulations and welcome to the team!

2) WHY are you building this business?

Short term \_\_\_\_\_

Long term \_\_\_\_\_

3) How much money per month would make this worth your time? \$ \_\_\_\_\_

4) Approximately how many hours are you committing each week to develop that kind of income? \_\_\_\_\_

5) How many months would you work those kinds of hours in order to develop that kind of income? \_\_\_\_\_

### PART TWO – Set Expectations

“If you succeed in this business, it’s going to be you who creates that success, not me. And, if you fail in this business, it’s going to be you who creates that failure, not me. YOU are going to be the difference between success or failure. I’m here to guide you every step of the way, but I can’t do it for you. I’m here to work **with** you, but not **for** you. My job is to teach you how to create duplication and have freedom. The goal is to help you become independent as quickly as possible. Do you agree that’s a good goal?”

“There will certainly be ups and downs as you build your business. There will be good times and bad times. I’ll know you’re in one of the bad times when you’re not calling me, you’re not showing up for meetings, you’re not on the calls, I start hearing excuses – that sort of thing. When that happens with you, and it happens with everyone, how do you want me to handle that?”

\_\_\_\_\_ Do you want me to leave you alone OR

\_\_\_\_\_ Do you want me to be persistent and remind you why you made this decision in the first place?”

### PART THREE – Getting Started Checklist

- Make sure they have completed “Sponsoring a New Consultant” with their sponsor.
- Make sure they have at least 3 Success From Home magazines.
- Ask if they have any questions regarding Powerzone or anything else.
- Make sure they understand how to promote to Regional Consultant. (Use Promoting to RC Worksheet)
- Ask what step they are on in “The First 10 Steps” document. If not completed, ask when they will complete it. The quicker they complete it, the faster they will make money.
- Help them expand their Written List to *at least* 100 names. Use the memory jogger.
- Go over the invitation process with them. Make sure they are comfortable inviting people to TAKE A LOOK at the business, not join the business.

## **PART FOUR – Help them get results quickly**

Help them get their first customer or consultant.

## **PART FIVE – Homework Assignment**

- Within the next 24 hours, schedule a Home or Small Group Presentation within the next 2 weeks.
- Schedule your “work hours” in your calendar.
- Have 5-10 people look at the presentation over the next 7 days and get coaching daily. You will be inviting at least 2-4 people a day to look at the presentation to accomplish this.

## **PART SIX – Register for Events**

These are our four pillar events

1. Simulcast in January in multiple cities [www.events.ambitenergy.com](http://www.events.ambitenergy.com)
2. PowerTrip in April in Dallas, TX [www.ambitpowertrip.com](http://www.ambitpowertrip.com)
3. Ambition Labor Day Weekend in Dallas, TX [www.events.ambitenergy.com](http://www.events.ambitenergy.com)
4. PowerTrip in November in Dallas, TX [www.ambitpowertrip.com](http://www.ambitpowertrip.com)

Our business is built from event to event and it starts with attending weekly business presentations and attending smaller training events in town and out of town. If you and your team are growing then in order to keep new team members engaged and in front of the right people then attending events is a must. There will be times that it simply doesn't work but just remember that if you have more people at an event than the last one you are making more money and promoting through the compensation plan.

Start Date: \_\_\_\_\_

Target Promotion Date: \_\_\_\_\_

# Promoting to Regional Consultant

## 5 - 2 - 6

### 5 Personal Customer Points

1. Website
2. Website
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_

### Texas

- |         |   |          |
|---------|---|----------|
| 1 point | } | \$100    |
| 1 point |   |          |
| 1 point |   |          |
| 1 point |   |          |
| 1 point | } | \$ _____ |
| 1 point |   |          |

### Non-Texas

- |         |   |          |
|---------|---|----------|
| 1 point | } | \$100    |
| 1 point |   |          |
| 1 point |   |          |
| 1 point |   |          |
| 1 point | } | \$ _____ |
| 1 point |   |          |

### 2 Personal Consultants

1. \_\_\_\_\_
2. \_\_\_\_\_

### Texas

- |                       |
|-----------------------|
| + 4 points = \$100    |
| + 2 points = \$ _____ |
| + 4 points = \$100    |
| + 2 points = \$ _____ |

### Non-Texas

- |                       |
|-----------------------|
| + 5 points = \$100    |
| + 2 points = \$ _____ |
| + 5 points = \$100    |
| + 2 points = \$ _____ |

### 6 Total Consultants on Your Team

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_