



Business Presentation Script

Midwest / Northeast / California



SLIDE 1

Hello, my name is _____. I want to thank you for joining us. We are excited to talk to you about Ambit Energy, the Opportunity we provide and what it could mean for you.



SLIDE 2

With Ambit, you have the chance to grow your own business by working with a proven leader in the energy field. As you can see, Ambit grew from a 1-million-dollar company to a 1-billion-dollar company in just seven years. Not only that, thousands of Ambit Independent Consultants were able to grow their business along with us by providing electricity, a service everyone you know already uses.



SLIDE 3

Our people-driven business model has earned us recognition for excellence and success from leading publications and organizations for both Customer service and business integrity. It's a simple truth – the more our Consultants succeed, the more we succeed as a company.



SLIDE 4

You see, Ambit is a company made of up of thousands of entrepreneurs, all dedicated to being part of the finest, most-respected energy retailer in America. By sharing that commitment, our Consultants have helped Ambit grow and build their own businesses. Ambit has now reached over 1 billion dollars in annual revenue and adds over 150 thousand new Customers a year. And as of today, we've paid our Consultants more than \$875MM in commissions on these new and existing Customers. All to people just like you.

AMBITENERGY

The Opportunity is Wide Open.

- Over 60 markets around the country
- Operating in 14 States and the District of Columbia
CA, DC, DE, IL, IN, MA, MD, ME, NH, NJ, OH, PA, RI, TX & VA
- Millions of potential Customers
- Billions of potential dollars in revenue
- Ambit's current market share is less than 3%

SLIDE 5

Even better, the Opportunity continues to grow. Ambit Energy is active in more than 60 markets from coast to coast. That means there are millions of potential Customers and billions of dollars in sales out there. In fact, Ambit has less than three percent of the market share in the areas we serve. That's great news if you're looking to earn extra money on the side.

The Evolving Economy

Currently **43%** of Americans have a job outside of primary work.
Source: Bankrate Survey

By 2027 **86.5** million Americans will work a side gig.
Source: Forbes

SLIDE 6

And if you're that person, the timing couldn't be better, because the side-gig economy continues to grow. More than 43 percent of Americans have a part-time job outside of their main work. And Forbes estimates that by 2027, more than 86 million Americans will work a side gig. And you can take advantage of this trend by encouraging others to set up their own Ambit business.

Other Side Gig Examples

GRUBHUB Uber airbnb Etsy Vrbo
lyft instacart DOORDASH ebay fiverr.

SLIDE 7

Of course, there are a lot of other side-gig opportunities out there. And they do offer some advantages to the traditional 9 to 5 jobs. Almost all of them offer you flexible hours, extra income and the chance to be your own boss.

The Disadvantages

GRUBHUB Uber airbnb Etsy Vrbo
lyft instacart DOORDASH ebay fiverr.

- Schedule time around others
- Work peak hours
- Work in isolation
- Share personal property
- Invoicing, Delivery, Billing

SLIDE 8

But they also have some serious limitations. You still have to schedule around other people's demands and peak hours. Share your home or car with strangers. Work in isolation. And deliver products, prepare invoices and manage inventory. So your parttime gig becomes another full-time job.

Ambit's Way of Owning a Business

- Referring a service; no inventory required
- Necessity everyone uses
- Work on your own time
- Committed team to help you
- Recurring monthly income opportunity
- Low initial investment

SLIDE 9

That's where Ambit's advantages really kick in. You're referring a service everyone needs, without managing inventory. You really can set your own hours, from a few minutes a day to many hours a week. You have the backing of the largest direct seller of energy in America and you can build a recurring monthly income over time. Think about that. With those other companies we just mentioned, you get paid once when you provide a service. With Ambit, you will soon see how you can create an income stream that comes to you month after month when your energy Customers pay their bills. We handle all the billing and pay you directly. And Ambit requires only a minimal investment to get started.

Double, Triple or Quadruple Your Investment In Your First 45 Days or Less.

AMBITENERGY

\$75 Investment No Annual Renewal

\$150 Double

\$225 Triple

\$300 Quadruple

Your First 45 Days or Less

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The foundation of the Ambit business is built on the principle of being able to double, triple or even quadruple your initial \$75 investment in 45 days or less. There aren't many side gigs that can offer you that kind of return in such a short amount of time. And Ambit provides the tools to help you get there.

Business Building Tools

- MyAmit App
- Personal Website
- PowerZone
- AmbitU Training
- \$29.95/month
- First Month Free

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These powerful business-building tools include the MyAmit App, loaded with training, videos and tools to help you refer Customers. You also get PowerZone – your back-office tool to help you track your earnings, along with a personal website to help you refer Customers. These tools cost \$29.95 a month, but your first month is absolutely free!

AMBITENERGY

We Do Two Simple Things

Refer Customers to Ambit

Build a Team Who Refer Customers to Ambit

SLIDE 12

And Ambit keeps it simple. You can earn income by referring Customers to Ambit or building a team of entrepreneurs like you who refer Customers to Ambit. Best of all, you're not limited to choosing one track or the other. You can progress along either one or both at your own pace.

Referring Customers

Ambit offers Customers a wide range of plans that meet specific needs. Each plan is categorized as Preferred, Standard or Basic and worth a specific point value:

Midwest/Northeast/California Customers

Preferred	🏠 = 3 pts
Standard	🏠 = 2 pts
Basic	🏠 = 1 pts

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Let's start with a simple idea. Ambit offers our Customers a wide variety of plans, each designed to meet specific needs. Each plan is categorized as Preferred, Standard or Basic and worth a specific point value towards determining your bonuses and other compensation. You get four points for each Preferred Customer you refer, three for each Standard and two for each Basic.

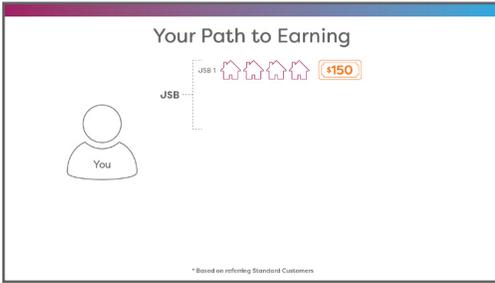
Jump Start Bonuses

Double, Triple or Quadruple Your Investment in 45 Days or Less

8 JUMP START 1 \$150	12 JUMP START 2 \$75	16 JUMP START 3 \$75
Preferred 🏠🏠🏠🏠	OR	Preferred 🏠🏠
Standard 🏠🏠🏠	OR	Standard 🏠🏠
Basic 🏠🏠🏠🏠	OR	Basic 🏠🏠🏠

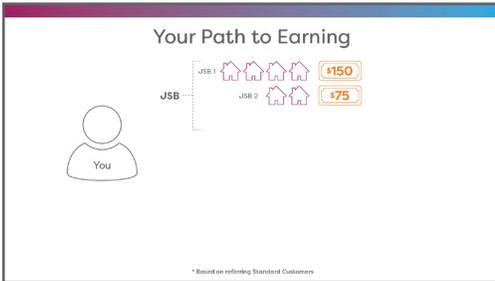
SLIDE 14

Let's start with the first bonuses you can earn right out of the gate – Jump Start Bonuses. With Jump Start Bonuses you can double, triple, or even quadruple your initial \$75 investment. Again, depending on the plan type, you can refer 3 to 8 Customers and earn a 150-dollar Jump Start 1 Bonus. You just doubled your investment! Just one to four more Customers and you'll earn a 75-dollar Jump Start 2 Bonus. And finally, just two to four more Customers and you get a 75-dollar Jump Start 3 bonus. Earn all three bonuses, and you've made \$300 in your first 45 days, or sooner.



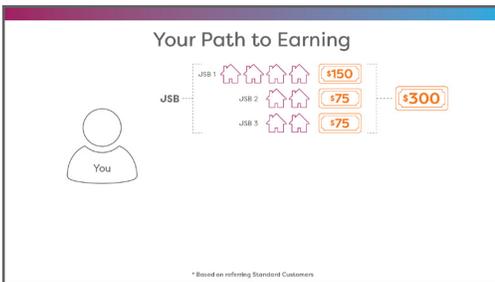
SLIDE 15

Now, let me show you an example of how referring Customers can earn you bonuses, and more. In this example, we're going to focus on referring Standard Customers only, so depending on your effort the numbers could go slightly up or down. The first four Customers you refer earn you the \$150 Jump Start 1 Bonus.



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Two more Customer earns you another \$75.



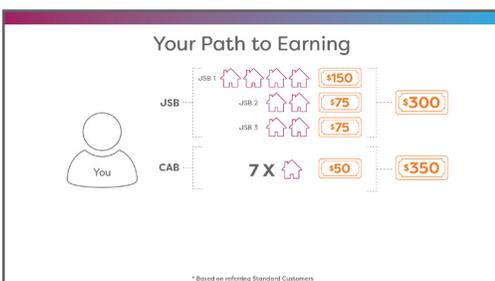
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Your next two Customers earns you another \$75 dollars and you've earned all your Jump Start Bonuses and quadrupled your initial investment!



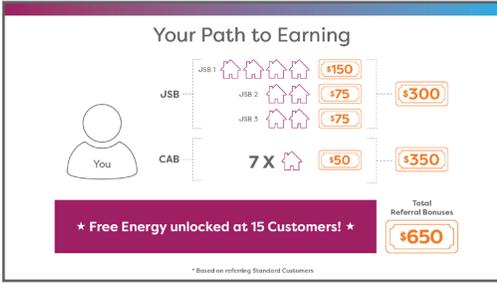
SLIDE 18

And the bonuses keep coming as you gather more Customers! Once you've earned your Jump Start Bonuses, you can earn Customer Acquisition Bonuses every time you refer a Customer who goes pending or energized. Again, these payouts are plan-based - 25 dollars for a Basic Customer, 50 dollars for a Standard and 75 dollars for a Preferred Customer. There's no time limit on adding Customers and no limit to how many CABs you can earn. Make it a goal to earn your Jump Start bonuses as soon as possible so you can start earning your Customer Acquisition Bonuses right away! And if something happens and you don't earn your Jump Start bonuses within 45 days, you will still earn CABs on every Customer you refer after your first 45 days.



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Let's go back to our example where we already earned all 3 Jump Start Bonuses. Now, every Customer after that earns us a Customer Acquisition Bonus. If we refer 7 more Standard Customers at \$50 each we make an additional \$350.



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And now, by referring just 15 standard Customers you've not only earned over \$600, but you've unlocked Free Energy!



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Free Energy is one of Ambit's most powerful and unique earning opportunities. Here's how it works. After referring 15 Customers, Ambit takes their average energy cost and gives that back to you every month. The higher your 15 Customer's average, the higher your energy bill credit.

Building a Team

Who Refer Customers to Ambit

Building a team and earning your first promotion provides four additional ways to earn bonuses and monthly recurring income with Ambit and grow your earning potential.

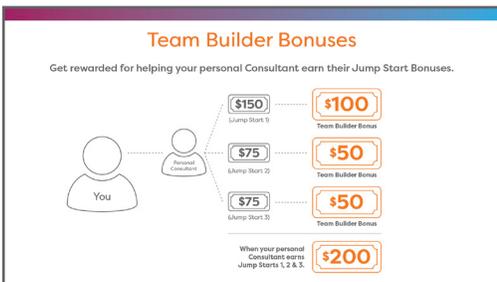
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Now that you've made over \$600 and started earning Free Energy, your friends and family will probably start to ask about your success. Which leads us to the other path – building a team who refer Customers to Ambit. We'll start by discussing bonuses, then how building a team who refer Customers just like you can lead to recurring monthly income.



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Team Builder Bonuses are just that – rewards for building your team and helping others refer Customers. Whenever one of your personal Consultants earns a Jump Start Bonus, you earn a TBB of 100 dollars when they hit Jump Start 1 and 50 dollars for JS2 and JS3.



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That's a total of \$200 if your Consultant hits all three Jump Starts in their first 45 days, or sooner.



SLIDE 25

And you can turn that \$200 Team Building Bonus into more by promoting. As you refer more Consultants, and they refer more Customers and Consultants, you'll move up from our first level, Marketing Consultant to potentially reach our highest level, National Consultant, and the bonuses begin to grow. Let me explain how this happens.

Team Leadership Bonuses

Get rewarded when a new Consultant in your organization earns their Jump Start Bonuses.

Regional Consultant (RC) You

Personal Consultant

Jump Start 1: \$150 (Personal Consultant), \$100 (Team Builder Bonus), \$60 (Leadership Bonus)

Jump Start 2: \$75 (Personal Consultant), \$50 (Team Builder Bonus), \$30 (Leadership Bonus)

Jump Start 3: \$75 (Personal Consultant), \$50 (Team Builder Bonus), \$30 (Leadership Bonus)

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Your level of promotion helps determine your Consultant Leadership Bonuses. For example, as a Regional Consultant you earn a Consultant Leadership Bonus of 60 dollars when your personal Consultant earns a JS1 Bonus and 30 dollars each for JS2 and JS3.

Team Leadership Bonuses

Get rewarded when a new Consultant in your organization earns their Jump Start Bonuses.

Regional Consultant (RC) You

Personal Consultant

Personal Consultant

Jump Start 1: \$150 (Personal Consultant), \$100 (Team Builder Bonus), \$60 (Leadership Bonus)

Jump Start 2: \$75 (Personal Consultant), \$50 (Team Builder Bonus), \$30 (Leadership Bonus)

Jump Start 3: \$75 (Personal Consultant), \$50 (Team Builder Bonus), \$30 (Leadership Bonus)

When you're an RC and your personal Consultant earns Jump Starts 1, 2 & 3: \$200 (Team Builder Bonus), \$120 (Leadership Bonus)

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That's another 120 dollars in bonuses for personally sponsoring a Consultant who earns JS 1, 2 & 3. Combine that with your Team Builder Bonuses and you could be earning a total of 320 dollars in bonuses.

Team Leadership Bonuses

Get rewarded when a new Consultant in your organization earns their Jump Start Bonuses.

Regional Consultant (RC) You

Personal Consultant

Personal Consultant

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But you may be asking, what if my personally sponsored Consultant sponsors someone? Let's see how that works.

Team Leadership Bonuses

Get rewarded when a new Consultant in your organization earns their Jump Start Bonuses.

Regional Consultant (RC) You

Personal Consultant

Personal Consultant

Jump Start 1: \$150 (Personal Consultant)

Jump Start 2: \$75 (Personal Consultant)

Jump Start 3: \$75 (Personal Consultant)

Team Builder Bonus: \$200

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When someone on your team sponsors a new Consultant and they earn JS 1, 2 & 3, your personally sponsored Consultant will earn their \$200 Team Builder Bonus.

Team Leadership Bonuses

Get rewarded when a new Consultant in your organization earns their Jump Start Bonuses.

Regional Consultant (RC) You

Personal Consultant

Personal Consultant

Jump Start 1: \$150 (Personal Consultant), \$60 (Leadership Bonus)

Jump Start 2: \$75 (Personal Consultant), \$30 (Leadership Bonus)

Jump Start 3: \$75 (Personal Consultant), \$30 (Leadership Bonus)

When you're an RC, and anyone on your team earns Jump Starts 1, 2 & 3: \$200 (Team Builder Bonus), \$120 (Leadership Bonus)

SLIDE 30

And you will earn \$120.

Team Leadership Bonuses

Get rewarded when a new Consultant in your organization earns their Jump Start Bonuses.

Regional Consultant (RC) You

Personal Consultant

Personal Consultant

Personal Consultant

Jump Start 1: \$150 (Personal Consultant), \$60 (Leadership Bonus)

Jump Start 2: \$75 (Personal Consultant), \$30 (Leadership Bonus)

Jump Start 3: \$75 (Personal Consultant), \$30 (Leadership Bonus)

When you're an RC, and anyone on your team earns Jump Starts 1, 2 & 3: \$200 (Team Builder Bonus), \$120 (Leadership Bonus)

Unlimited Levels

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But here's the powerful part of Consultant Leadership Bonuses. They happen to unlimited levels! Anyone who comes into your organization and earns JS will trigger these bonuses.

Customer Recurring Income

Earn monthly income on each personal Customer and every other Customer in your organization up to six levels every time they pay their bill. The amount paid per Customer varies based on plan type and the amount of energy used by the Customer.

\$0.50 - \$1.50
Per month / Per Customer

kWh/Mo	Band 1 (200-800)	Band 2 (100-2000)	Band 3 (2000+)						
Plans	20-900	200-1000	900+						
Plan Type	Basic	Standard	Preferred	Basic	Standard	Preferred	Basic	Standard	Preferred
Per	\$0.50	\$0.75	\$1.00	\$0.75	\$1.00	\$1.25	\$1.00	\$1.25	\$1.50

SLIDE 32

This brings us to another way to earn. Customer Recurring Income. It, too, is based on plan type and usage, and this income is paid month after month. As you can see, you can earn from 50 cents up to a \$1.50 every time your referred Customers pay their bill. The more Customers you or your team refer, the more you'll earn every month.

\$1 Per Standard Customer \times **3** Customers Per Consultant

Levels	Consultants	Customers	Monthly
You	-	20	\$20
1	3	9	\$9
2	9	27	\$27
3	27	81	\$81
4	81	243	\$243
5	243	729	\$729
6	729	2,187	\$2,187
Total	1,092	3,296	\$3,296

Chart provided uses Base Typical structure for preferred Customers in MWNG CA Markets, and is for demonstration purposes only. THE EXAMPLE EARNING SCENARIO DOES NOT REFLECT EARNINGS OF AN AMBIT CONSULTANT. They illustrate potential earnings under month 12 membership opportunity. Ambit makes no guarantee of earnings, income, or business. Results are determined by Consultant, individual effort, and by market trends, geography, if any, from the Ambit Compensation Plan subject to selection, diligence, and best effort selling to consumers and leading others to do the same. Each Consultant's results will depend on their own skills, abilities, and personal efforts. To understand the typical earnings of Ambit Consultants, we urge you to visit gambit.com/ambit.

SLIDE 33

This example shows the power of referring preferred Customers which pays \$1.00 for every Customer who pays their bill month after month. If you sponsor 3 Consultants and they each refer just 3 preferred Customers, your monthly recurring income would be \$3,296.

\$1 Per Standard Customer \times **5** Customers Per Consultant

Levels	Consultants	Customers	Monthly
You	-	20	\$20
1	3	15	\$15
2	9	45	\$45
3	27	135	\$135
4	81	405	\$405
5	243	1,215	\$1,215
6	729	3,645	\$3,645
Total	1,092	5,480	\$5,480

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Now let's see what happens to that number if everyone on your team refers 5 Customers instead of 3. You're now earning over \$5,000 a month.

\$1 Per Standard Customer \times **7** Customers Per Consultant

Levels	Consultants	Customers	Monthly
You	-	20	\$20
1	3	21	\$21
2	9	63	\$63
3	27	189	\$189
4	81	567	\$567
5	243	1,701	\$1,701
6	729	5,103	\$5,103
Total	1,092	7,664	\$7,664

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And that total climbs as your team increases the number of Customers.

The Power of Unlimited

Once you promote to RC and beyond, you will also earn a monthly bonus from \$.25 to \$1.00 on each Customer based on your leadership level. **This is paid to unlimited levels.**

RC

\$.25

UP TO **\$.50**

EC

\$.75

UP TO **\$ 1.00**

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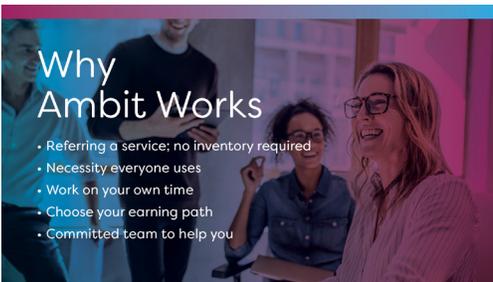
SLIDE 36

The final way to earn with Ambit is Team Customer Recurring Bonuses. These bonuses are based on your level and pay anywhere from 25 cents to \$1 per Customer in your organization. Just imagine the last chart if we added 25 cents up to 1 dollar per Customer. And the most powerful part about these bonuses is they go to unlimited levels.



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(With Guest Consultant Speaker) Now, I'd like to introduce an Ambit Consultant who's here to share his/her story and Ambit's impact on his/her life. (With Guest Corporate Speaker) And, as we mentioned earlier, Ambit has a strong support system in place to help all of us build our businesses. Please welcome (Introduce Speaker). (Personal Testimonial) Now, I'd like to take a break from this formal presentation and share my personal Ambit story with you.



SLIDE 38

Remember back to Ambit's way of owning a business. It is what truly differentiates Ambit from many other small businesses. You're referring a service everyone needs, no inventory required. You really can set your own hours, from a few minutes a day to many hours a week. You can choose your earning path and you have the backing of the largest direct seller of energy in America. We handle all the billing and pay you directly. And as you just hear you have the chance to establish a recurring monthly payment that comes month after month.



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I know why I started my Ambit Energy business. What is your "Why"? Are you looking for a side-gig to supplement your primary job. More time with your family? How about peace of mind? How would you like to live life on your terms? Join us today and become your own first Customer. We'd love to welcome you to the team and get you started on the right foot.



SLIDE 40

Time is the most precious commodity that we have, so thank you for taking your time to join us. Please help yourself to some refreshments we have provided for you, and make sure you connect with the person who shared this with you right away. We are so excited to meet you and welcome you to Ambit Energy!