

HIGHER EDUCATION FOR AMBIT ENERGY CONSULTANTS FROM AMBIT UNIVERSITY

# INTENSIFIED TRAINING

T H E F U N D A M E N T A L S

**My “why.”**

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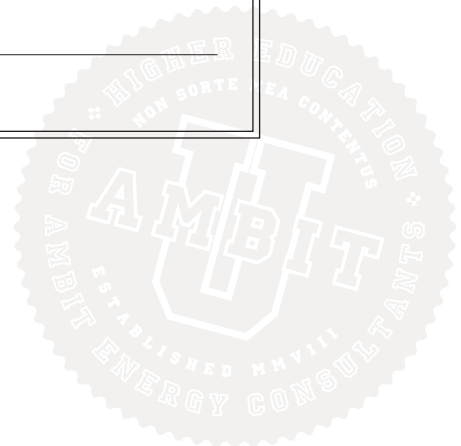
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## Add up your current monthly bills.

Bill	Amount
Car Payment	
Housing, food and living expenses	
Utilities	
Insurance	
Medical expenses	
Credit card minimum payments	
<b>Total</b>	<b>\$</b>

## Determine your additional monthly income.

Additional Expense	Amount
Pay off current credit card debt	
Vacation	
New car	
House of your dreams	
Savings/retirement	
Charitable giving	
Children's current and future education	
Other	
<b>Total</b>	<b>\$</b>

## Calculate your Financial Freedom Number.



<b>Current Monthly Bills</b>	<b>\$</b>
<b>+ Additional Monthly Income Needed</b>	<b>\$</b>
<b>= Financial Freedom Number</b>	<b>\$</b>

# List Builder

## Building Your Prospect List

As you start building your list it is important to brainstorm everyone you know without pre-judging or pre-qualifying at this point. Simply write down the name of everyone you know and afterwards fill in their phone number. We will later use our sorting and sifting strategies with HotSystem to qualify your people.

Below is a list of occupations to help jog

your memory on everyone you know. Don't worry if you forgot their last name or don't have everyone's phone number. You can always find them somehow and you'd be surprised how many times you'll write someone's name down that you haven't seen in awhile and all of the sudden run into them somewhere. So let's get started with some questions to prime your mental pump before we go to the occupations list:

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Who is the most successful person you know?

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Who do you know that drives a Mercedes?

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Who was your best friend in high school?

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Who was your best friend in college?

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Who was the best man at your wedding?

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Who is your best friend now?

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Who is your best friend at work?

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Who do you know that's sharp at work?

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Who is your neighbor?

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Who do you play sports or recreational activities with?

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Who do you vacation with?

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Who is your brother, sister, brother-in-law, sister-in-law?

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Who are your cousins?

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Who are your children's friends' parents?

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Who do you know from the PTA?

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Who do you know from church?

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Who do you know from business organizations or civic groups?

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Who is your doctor?

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CONTINUED

Who is your attorney?

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Who is your insurance agent?

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Who is the realtor who sold you your house?

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If your children are adults, who are your children's sharpest friends?

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Who do you know that earns over \$100,000 per year?

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Who do you know that's always looking to get ahead in life?

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Who do you know that is discontent with their occupation, profession or business?

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Who do you know that isn't getting paid what they're worth?

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## List of Occupations

### Who do you know that is a(n):

#### A

Accountant  
Actor  
Actuary  
Administrator  
Aerospace engineer  
Agent  
Agrarian  
Agronomist  
Air traffic controller  
Airman  
Alchemist  
Ambassador  
Anesthesiologist  
Analyst  
Animal trainer  
Antique dealer  
Arbitrator  
Archbishop  
Archer  
Archaeologist  
Architect  
Archivist  
Art director

Artist  
Assessor  
Astrologer  
Astronaut  
Astronomer  
Astrophysicist  
Athlete  
Attorney at law  
Auditor  
Author  
Aviator

#### B

Background artist  
Bacteriologist  
Bailliff  
Baker  
Banker  
Barber  
Barrista  
Bartender  
Beautician  
Beekeeper  
Biologist  
Bishop  
Blacksmith  
Boatman

Bodyguard  
Bondbroker  
Bookbinder  
Bookkeeper  
Bookseller  
Brewer  
Bricklayer  
Broker  
Builder  
Bureaucrat  
Bus Driver  
Business analyst  
Business owner  
Butcher  
Butler

#### C

Cab driver  
Cabinet-maker  
Caddy  
Calligrapher  
Cameraman  
Captain  
Cardinal  
Cardiologist  
Carpenter  
Cashier

Cellist  
Censor  
Chamberlain  
Chancellor  
Chaplain  
Cheesemaker  
Chemical engineer  
Chemist  
Chief of Police  
Chimney Sweep  
Chiroprapist  
Chiropractor  
Choreographer  
Civil engineer  
Clarinetist  
Cleaning staff  
Clergyman  
Clerk  
Clockmaker  
Clothier  
Clown  
Coach  
Coast Guard  
Cobbler  
Comedian  
Composer  
Computer engineer

**I N T E N S I F I E D   T R A I N I N G**

Computer programmer  
 Conductor  
 Confectioner  
 Constable  
 Construction worker  
 Consul  
 Consultant  
 Controller  
 Copyist  
 Cook  
 Coppersmith  
 Copywriter  
 Coroner  
 Corporate executive  
 Corporate librarian  
 Correspondent  
 Cosmetologist  
 Courier  
 Cowboy  
 Crafter  
 Creative Director  
 Culinary cooker  
 Curator  
 Courier  
 Custodian  
 Customs officer

**D**

Dancer  
 Dentist  
 Deputy (law enforcement)  
 Designer  
 Detective  
 Dietician  
 Diplomat  
 Disc jockey  
 Dishwasher  
 Dispatcher  
 Distiller  
 Diver  
 Dock laborer  
 Documentalist  
 Dogcatcher  
 Doorman  
 Dramatist  
 Draper  
 Dressmaker  
 Dressman  
 Driver  
 Drummer  
 Drywall  
 Dyer

**E**

Economist  
 Editor  
 Educator

Electrical engineer  
 Electrician  
 Elevator  
 Embalmer  
 Embroiderer  
 Embryologist  
 Engine-driver  
 Engine fitter  
 Engineer  
 Engraver  
 Entertainer  
 Entomologist  
 Entrepreneur  
 Environmental scientist  
 Ergonomist  
 Evangelist  
 Examiner  
 Executive  
 Executor  
 Exotic dancer  
 Explorer  
 Estate Agent  
 Exterminator  
 Extra

**F**

Fabricshearer  
 Factory worker  
 Farmer  
 Fashion designer  
 Feltmaker  
 Fence  
 Ferryman  
 Financial Analyst  
 Financial Planner  
 Financier  
 Firefighter  
 Fisherman  
 Flautist  
 Flight attendant  
 Flight engineer  
 Flight technician  
 Flight instructor  
 Floor manager  
 Florist  
 Flutist  
 Forester  
 Fortune Teller  
 Fowler  
 Fruiterer  
 Furrier

**G**

Game show host  
 Garbage collector  
 Gardener  
 Gatekeeper

Gemcutter  
 Genealogist  
 General  
 Geographer  
 Geologist  
 Geometer  
 Geophysicist  
 Government agent  
 Governor  
 Graduate student  
 Grammarian  
 Graphic designer  
 Gravedigger  
 Grocer  
 Guard  
 Guide  
 Guitarist  
 Gunsmith  
 Gynecologist

**H**

Hairdresser  
 Historian  
 Host or Hostess  
 Hotelier  
 House painter  
 Hunter  
 Hydraulic engineer  
 Hypnotist

**I**

Illuminator  
 Illusionist  
 Illustrator  
 Importer  
 Industrial designer  
 Industrial engineer  
 Industrialist  
 Information Technician  
 Inker  
 Innkeeper  
 Instrument maker  
 Instructor  
 Insurer  
 Intelligence officer  
 Interior designer  
 Internist  
 Interpreter  
 Interrogator  
 Inventor  
 Investment analyst  
 Investment banker  
 Investment broker

**J**

Jailer  
 Jeweler

Jockey  
 Journalist  
 Judge  
 Juggler  
 Jurist

**K**

Knifegrinder  
 Knifemith

**L**

Laboratory worker  
 Landlord or Landlady  
 Lanternmaker  
 Laundress  
 Law enforcement agent  
 Lawyer  
 Leadworker  
 Leatherer  
 Lecturer  
 Lens grinder  
 Librarian  
 Lifeguard  
 Lighthouse-keeper  
 Lighting technician  
 Linesman  
 Linguist  
 Linkman  
 Loan officer  
 Locksmith  
 Lumberjack  
 Lyricist

**M**

Magician  
 Magistrate  
 Mailman  
 Make-up artist  
 Manager  
 Manicurist  
 Manual therapist  
 Manufacturer  
 Marbler  
 Marine  
 Marketer  
 Market gardener  
 Marksman  
 Marshal  
 Martial artist  
 Mason  
 Masseur or Masseuse  
 Materials engineer  
 Mathematician  
 Mayor  
 Mechanic  
 Mechanical engineer  
 Mediator

**I N T E N S I F I E D T R A I N I N G**

Medic  
Merchant  
Messenger  
Meteorologist  
Midwife  
Milkman or Milkmaid  
Miner  
Minister  
Mirrorer  
Missionary  
Model  
Moneychanger  
Moneylender  
Moonlighter  
Mortagager  
Mortician  
Music Director  
Musician

**N**

Nanny  
Navigator  
Netmaker  
Notary  
Numerologist  
Nun  
Nurse  
Nursemaid

**O**

Obstetrician  
Occupational Therapist  
Odontologist  
Operator  
Ophthalmologist  
Optician or Optometrist  
Organist  
Organizer  
Ornithologist  
Orthodontist  
Orthopaedist  
Otorhinolaryngologist

**P**

Painter  
Paramedic  
Parker  
Park ranger  
Party-leader  
Pasteler  
Pastor  
Patent attorney  
Patent clerk  
Pathologist  
Pawnbroker  
Peddler  
Pediatrician

Percussionist  
Pharmacist  
Philanthropist  
Philologist  
Philosopher  
Photographer  
Physician  
Physicist  
Physiologist  
Physiotherapist  
Pianist  
Piano tuner  
Pilot  
Plasterer  
Playwright  
Plumber  
Poet  
Police officer  
Police inspector  
Politician  
Political scientist  
Poll-taker  
Porter  
Potter  
Poulterer  
Preacher  
President  
Priest  
Principal  
Printer  
Private detective  
Proctologist  
Procurer  
Producer  
Professor  
Programmer  
Proofreader  
Psychologist  
Public relations officer  
Publicist  
Publisher

**Q**

Quartermaster

**R**

Rabbi  
Race driver  
Radiologist  
Ranchhand  
Real Estate Broker  
Real Estate Developer  
Receptionist  
Referee  
Registrar  
Remedial Teacher  
Reporter

Researcher  
Retailer  
Ropemaker  
Roofer  
Roughneck

**S**

Sailmaker  
Sailor  
Salesperson  
Saxophonist  
Scientist  
Scout  
Screenwriter  
Sculptor  
Seamstress  
Secretary general  
Secretary  
Security guard  
Senator  
Sexologist  
Sheriff  
Shoemaker  
Shrimper  
Singer  
Skinner  
Smelter  
Social worker  
Software engineer  
Soil scientist  
Soldier  
Solicitor  
Sound technician  
Sous chef  
Special agent  
Speech therapist  
Stage designer  
Stockbroker  
Street artist  
Street musician  
Street vendor  
Stuntman  
Surgeon  
Surveyor  
Swimmer  
Swimming coach  
Switchboard operator  
Swordsmith  
Systems designer  
Systems analyst

**T**

Tailor  
Tanner  
Tapestrymaker  
Tattoo Artist  
Taxidermist

Taxi driver  
Teacher  
Teaching assistant  
Technical engineer  
Technician  
Telephone operator  
Teller  
Test pilot  
Theater director  
Theologian  
Therapist  
Toolmake  
Toolpusher  
Trader  
Tradesman  
Train conductor  
Translator  
Trapper  
Treasurer  
Troubador  
Tuner  
Tutor

**U**

Umbrella repairer  
Urban planner  
Undertaker  
Upholder  
Upholsterer

**V**

Valet  
Ventriloquist  
Veterinarian  
Video Editor  
Violinist

**W**

Wagoner  
Waiter or waitress  
Watchman  
Weaponsmith  
Weaver  
Webmaster  
Welder  
Window dresser  
Wine connoisseur  
Woodcarver  
Woodcutter  
Writer

**X**

Xylophonist

**Z**

Zookeeper  
Zoologist

## Create your written prospect list and rank your prospects.

The P.R.I.M.E. System provides a list of criteria to help you rank your top prospects from the list you just developed.

**Proximity** (Do they live nearby?)

**Resources** (Do they have the time and money?)

**Influence** (Do they have a strong circle of influence)

**Motivation** (Are they motivated? Do they motivate others?)

**Entrepreneurial** (Do they have that special drive, spirit, and attitude?)

Rate your contacts in the following manner:

**1** = good, **2** = better, **3** = best

Simply add up the numbers for each person. The 10 people with the highest numbers are your Top 10 Prospects.

Prospect	P	R	I	M	E	Total
Mary R. Smith	3	1	2	3	1	10
John J. Jones	2	1	1	2	3	9

EXAMPLES

