



# How You Earn

Congratulations on becoming an Independent Ambit Energy Consultant!

Building a business with Ambit requires long-term commitment to personal and team goals. The amount of effort you put into your business directly correlates to your level of success. By working hard, staying focused over time and actively pursuing Ambit-sponsored training opportunities, you can improve your abilities, develop new skills and increase your chances of attaining your goals.

Another key to success with Ambit is understanding our compensation plan and how it rewards your commitment and effort. With Ambit there are three ways to build your business:

- 1 Bonus Income
- 2 Leadership Income
- 3 Recurring Income

Throughout this document, you will see both the term bonuses and income when we refer to the different ways you can earn with Ambit. “Bonuses” are one-time payments based on the work you do, while “Income” refers to monthly recurring payments based on the monthly bill payments of Customers in your business. Let’s take a deeper dive into each of these earning opportunities.

## 1. Bonus Income Basics

To determine your bonus levels, Ambit uses a simple product point system. When you help potential Customers select a plan that best meets their needs, you’re awarded points based on the product they select. All products are categorized as Basic, Standard or Preferred. Depending on the market, you have the opportunity to offer Customers electricity, gas, community solar and rooftop solar products. Each product type is worth a specific point value.

PRODUCT POINTS				
Product Type	TEXAS	MWNE	Community Solar	Gas/Rooftop Solar
Preferred	4	3	2	1
Standard	3	2	2	1
Basic	2	1	2	1

## Jump Start Bonuses (JSB)

Jump Start Bonuses are designed to help you power up your business and earn back your initial investment as quickly as possible. You're rewarded for referring a few Customers within your first 28 days. Remember, bonuses are determined by points and points are determined by plan type. If you become your own personal Customer, that counts toward your Jump Start points total. Customers must be in a pending or energized status to trigger these bonuses.

JS QUALIFYING POINTS AND BONUSES   Time Frame: 28 Days			
	JS1	JS2	JS3
Total Points	8	12	16
JS Bonus	\$150	\$75	\$75
<b>Total</b>	<b>\$150</b>	<b>\$225</b>	<b>\$300</b>

Note: As you can see, by just referring a few personal Customers, you can earn \$300 – more than tripling your initial investment! In some areas, Customers are able to get Ambit service for electric, gas and solar service at the same location. Each service type counts as a separate Customer. Pending is defined as a Customer who has selected Ambit service, successfully completed verification and Ambit has received an order acceptance from the utility provider. Energized is defined as a Customer who is actively using Ambit service. All Gas customers are paid as Basic.

TEXAS CUSTOMERS NEEDED			
Product Type	JS1	JS2	JS3
Preferred	2	3	4
Standard	3	4	6
Basic	4	6	8

MWNE CUSTOMERS NEEDED			
Product Type	JS1	JS2	JS3
Preferred	3	4	6
Standard	4	6	8
Basic	8	12	16

## Customer Acquisition Bonuses (CAB)

So, what happens when you pass your four week window and no longer qualify for JS Bonuses? You start earning Customer Acquisition Bonuses! These reward you for your continuing efforts to personally refer Customers to Ambit. You earn a CAB every time a personally sponsored Customer goes pending or energized.

CUSTOMER ACQUISITION BONUS (CAB)			
Market	Basic	Standard	Preferred
Texas	\$50	\$75	\$100
MWNE	\$25	\$50	\$75

COMMUNITY SOLAR (CAB)	
Market	Standard
IL / NY	\$100
DC/MA/MD/ME/RI	\$200

\*Excludes Jump Start triggering Customers and requalifying Customers for TLB eligibility. Pending is defined as a Customer who has selected Ambit service, successfully completed verification and Ambit has received an order acceptance from the utility provider. Energized is defined as a Customer who is actively using Ambit service. All Gas customers are paid as Basic.

## Rank Promotion Bonuses (RPB)

As you build a team, you will have the opportunity to promote to higher Leadership levels within your organization (and earn higher bonuses). It's simple. When you work hard and promote and help others promote, you deserve a reward. That's why Ambit pays out Rank Promotion Bonuses (RPB) when an MC moves up to RC, and again when an RC moves up to SC, EC and NC.

RANK PROMOTION BONUS	
Rank	New Rank Bonus
RC	\$250
SC	\$500
EC	\$1,000
NC	\$2,000

## 2. Leadership Income Basics

Leadership Income rewards you for building a team and promoting to high leadership levels within your organization. It also helps you promote and reach higher income levels.

### Team Builder Bonuses (TBB)

Team Builder Bonuses reward you for helping new MCs trigger their Jump Start Bonus. When you help your newly sponsored Consultant gather the number of Customer points to earn their Jump Start Bonus, you also receive a Team Builder Bonus.

TEAM BUILDER BONUSES			
Type	TB 1	TB 2	TB 3
Team Builder	\$100	\$50	\$50

### Power Builder Bonuses (PBB)

Power Builder Bonuses lets you double your Team Builder Bonuses during your first 28 days as an Ambit Consultant.

POWER BUILDER BONUSES			
Type	PB 1	PB 2	PB 3
Power Builder (First 28 Days)	\$200	\$100	\$100

\*Includes TBB bonuses

### Team Leadership Bonuses (TLB)

As you build a team, you will have the opportunity to promote to higher Leadership levels within your organization (and earn higher bonuses). Ambit has four leadership promotion ranks.

#### Regional Consultant (RC)

- Personally refer a total of five pending or energized Customers
- Personally sponsor two Consultants
- Develop an initial team of six Consultants

#### Senior Consultant (SC)

- Personally refer a total of ten pending or energized Customers
- As an RC, personally sponsor two Consultants
- Develop a Regional Consultant team of 18 Consultants

#### Executive Consultant (EC)

- Personally refer a total of 15 pending or energized Customers
- As an SC, develop five SCs in your SC organization

#### National Consultant (NC)

- Personally refer a total of 20 pending or energized Customers
- As an EC, develop five ECs in your EC organization

#### Fast Track Requirements

Ambit honors Consultants who promote exceptionally quickly with recognition as Fast-Track Consultants.

The requirements for recognition are: Marketing Consultant to Regional Consultant: 30 days from enrollment date.

Regional Consultant to Senior Consultant: 90 days from RC promotion date.

Senior Consultant to Executive Consultant: 540 days from SC promotion date.

When a new MC enters your leadership organization and achieves their Jump Start bonus, you earn a Team Leadership Bonus. Your bonus is based on your level. The Leadership Bonuses below are paid in addition to any Team Builder Bonuses.

TEAM LEADERSHIP BONUSES				TOTAL CUSTOMERS TO QUALIFY
Type	TLB1	TLB2	TLB3	
Regional Consultant	\$60	\$30	\$30	5
Senior Consultant	\$80	\$40	\$40	10
Executive Consultant	\$80	\$40	\$40	15
National Consultant	\$30	\$15	\$15	20
<b>Total</b>	<b>\$250</b>	<b>\$375</b>	<b>\$500</b>	

*Note: You must have the minimum Customer requirements for your leadership position at the time verification is run at 11:59 p.m. CT Friday. If not, your TLB will be placed in a holding status for three additional verification periods to allow you to re-qualify. After three consecutive periods of being unable to meet these requirements, all TLB in hold status will be purged. You will not accumulate future TLB until these are met.*

### 3. Recurring Income Basics

One of the best things about Ambit is that it lets you build a recurring income stream that pays you month after month, based on the amount of energy your Customers use. Here are three ways you can benefit from Ambit’s recurring income.

#### Personal Customer Recurring Income (CRI)

Another great thing about the Ambit compensation plan is that you also earn monthly income on each of your personal Customers every time they pay their bills. The amount paid per Customer varies based on the market, product type and the amount of energy used by the Customer.

TEXAS	LEVELS	BAND 1			BAND 2			BAND 3			REQUIREMENTS
	Product Type	Basic	Standard	Preferred	Basic	Standard	Preferred	Basic	Standard	Preferred	Rank
	kWh/Mo	500-2500			2501-4000			4001+			
	You	\$0.75	\$1.00	\$1.25	\$1.00	\$1.50	\$2.00	\$2.00	\$3.00	\$4.00	MC

MWNE	LEVELS	BAND 1			BAND 2			BAND 3			REQUIREMENTS
	Product Type	Basic	Standard	Preferred	Basic	Standard	Preferred	Basic	Standard	Preferred	Rank
	kWh/Mo	200-1500			1501-2500			2500+			
	Therms	25-250			251-500			501+			
	You	\$0.50	\$0.75	\$1.00	\$0.75	\$1.00	\$1.25	\$1.00	\$1.25	\$1.50	MC

Note: PCRI is only applicable to electric and gas Customers.

#### Team Customer Recurring Bonuses (TCRB)

Unlike the previous way you earn, the eighth and final way you earn does not stop at the 6th level within your organization. Once you promote to Regional Consultant and beyond, you will earn monthly income on all Energized Customers greater or equal to Band 1 in your coded organization to unlimited levels. Payments increase as you promote.

TEXAS		
LEADERSHIP LEVEL	BONUS PER LEVEL	TOTAL BONUS
MC	\$0	\$0
RC	\$.50	\$.50
SC	\$.50	\$1.00
EC	\$.50	\$1.50
NC	\$.50	\$2.00
<b>Total</b>	<b>\$2.00</b>	

MWNE		
LEADERSHIP LEVEL	BONUS PER LEVEL	TOTAL BONUS
MC	\$0	\$0
RC	\$.25	\$.25
SC	\$.25	\$.50
EC	\$.25	\$.75
NC	\$.25	\$1.00
<b>Total</b>	<b>\$1.00</b>	

Note: You must have the minimum Customer requirements for your leadership position at the time verification is run on the last day of each month at 11:59 p.m. CT. If not, your TCRB will be held for an additional month to allow you to re-qualify. If you fail to qualify after the second month, the TCRB at that former level will be purged and won't be paid. You will not accumulate future TCRB for those levels until your minimum Customer requirements are met.

## Team Customer Recurring Income (TCRI)

These monthly commissions pay you for those energized Customers throughout six levels of your organization. Every time a Customer in your organization pays their electric or gas bill, you also earn. The amount paid per Customer varies based on the market, product type and the amount of energy used by the Customer. Also, you must meet the requirements of each level. For example, promoting to RC and maintaining five personal Customers enables you to receive TCRI on Level 4 of your Organization. Promoting to SC and personally referring 20 Customers qualifies you for all six levels.

TEXAS	LEVELS	BAND 1			BAND 2			BAND 3			REQUIREMENTS
	Product Type	Basic	Standard	Preferred	Basic	Standard	Preferred	Basic	Standard	Preferred	Cust/Rank
	kWh/Mo	500-2500			2501-4000			4001+			
	You	\$0.75	\$1.00	\$1.25	\$1.00	\$1.50	\$2.00	\$2.00	\$3.00	\$4.00	MC
1	\$0.75	\$1.00	\$1.25	\$1.00	\$1.50	\$2.00	\$2.00	\$3.00	\$4.00	5/MC	
2	\$0.75	\$1.00	\$1.25	\$1.00	\$1.50	\$2.00	\$2.00	\$3.00	\$4.00	5/MC	
3	\$0.75	\$1.00	\$1.25	\$1.00	\$1.50	\$2.00	\$2.00	\$3.00	\$4.00	5/MC	
4	\$0.75	\$1.00	\$1.25	\$1.00	\$1.50	\$2.00	\$2.00	\$3.00	\$4.00	5/RC	
5	\$0.75	\$1.00	\$1.25	\$1.00	\$1.50	\$2.00	\$2.00	\$3.00	\$4.00	10/SC	
6	\$0.75	\$1.00	\$1.25	\$1.00	\$1.50	\$2.00	\$2.00	\$3.00	\$4.00	20/SC	
<b>Total</b>	<b>\$4.50</b>	<b>\$7.00</b>	<b>\$8.75</b>	<b>\$7.00</b>	<b>\$10.50</b>	<b>\$14.00</b>	<b>\$14.00</b>	<b>\$21.00</b>	<b>\$28.00</b>		

MWNE	LEVELS	BAND 1			BAND 2			BAND 3			REQUIREMENTS
	Product Type	Basic	Standard	Preferred	Basic	Standard	Preferred	Basic	Standard	Preferred	Cust/Rank
	kWh/Mo	200-1500			1501-2500			2500+			
	Therms	25-250			251-500			501+			
You	\$0.50	\$0.75	\$1.00	\$0.75	\$1.00	\$1.25	\$1.00	\$1.25	\$1.50	MC	
1	\$0.50	\$0.75	\$1.00	\$0.75	\$1.00	\$1.25	\$1.00	\$1.25	\$1.50	5/MC	
2	\$0.50	\$0.75	\$1.00	\$0.75	\$1.00	\$1.25	\$1.00	\$1.25	\$1.50	5/MC	
3	\$0.50	\$0.75	\$1.00	\$0.75	\$1.00	\$1.25	\$1.00	\$1.25	\$1.50	5/MC	
4	\$0.50	\$0.75	\$1.00	\$0.75	\$1.00	\$1.25	\$1.00	\$1.25	\$1.50	5/RC	
5	\$0.50	\$0.75	\$1.00	\$0.75	\$1.00	\$1.25	\$1.00	\$1.25	\$1.50	10/SC	
6	\$0.50	\$0.75	\$1.00	\$0.75	\$1.00	\$1.25	\$1.00	\$1.25	\$1.50	20/SC	
<b>Total</b>	<b>\$3.50</b>	<b>\$5.25</b>	<b>\$7.00</b>	<b>\$5.25</b>	<b>\$7.00</b>	<b>\$8.75</b>	<b>\$7.00</b>	<b>\$8.75</b>	<b>\$10.50</b>		

Note: TCRI is only applicable to electric and gas Customers. Your number of pending and energized Customers and ranking will determine the number of levels of downline Customers for which you will be paid TCRI. For example, you need to personally enroll 5 Customers and rank as an RC to qualify for TCRI through four levels. Customer counts are verified on the last day of each month at 11:59 p.m. CT. If you qualified for a particular payout level but this count falls short, your TCRI will be held for an additional month to allow you to re-qualify. If you fail to qualify after the second month, the TCRI at that former level will be purged and won't be paid. You will not accumulate future TCRI for those levels until your minimum Customer requirements are met.

### Important Message Regarding Earnings

Ambit Energy makes no guarantees or promises of income or business. Anyone considering building a full-time or part-time Ambit business should have realistic expectations of their potential income. Learn more at [goambit.com/disclaimer](http://goambit.com/disclaimer).