

# Getting Paid



## Your Future as a Consultant

There are two types of Ambit Independent Consultants: Marketing Consultants and Affiliate Partners.

### → Marketing Consultants

Marketing Consultants (MCs) are Independent Consultants who enroll in the Ambit Support and Services Program. The one-time cost of the Program is \$429 with no annual renewal fee.

Marketing Consultants receive the following services:

- ▶ **Marketing Consultant Business Builder kit.**
- ▶ **Access to Power Zone**, the company's online back-office management tool, with real-time business monitoring/reporting tools.
- ▶ **Access to the company's Consultant Support Group** via 1-877-302-6248.

### → Affiliate Partners

As an Ambit Consultant, you can help organizations with their fund-raising efforts by sponsoring them as Ambit Affiliate Partners. An Ambit Affiliate Partner can earn generous commissions by gathering customers to use Ambit Energy service. They get their own Affiliate Power Zone back office, access to Ambit Energy Consultant Support and

the ability to use any of our professionally produced sales support materials. As the Sponsor, you earn Customer Residual Income and Customer Residual Bonus income for every customer your Affiliate enrolls.

The Affiliate Partner Program is for:

- ▶ Schools
- ▶ Faith-based organizations
- ▶ Sports teams, bands and other extracurricular groups
- ▶ Civic organizations
- ▶ Homeowner associations
- ▶ Apartment complexes and housing groups
- ▶ Foundations

Not-for-profit organizations should review with their financial advisors regarding income-tax implications.



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## Leadership Positions

Ambit Energy wants you to succeed and to become a leader. The Ambit Compensation Plan rewards you for building your organization by gathering new customers and new Consultants and helping those Consultants build their own teams. Leadership Bonuses are paid to those who reach Leadership Positions. The bonuses increase in size as you are promoted to higher Leadership Positions. And the bonuses are paid on every qualifying new customer and new Marketing Consultant entering your organization through unlimited levels (not just six levels).

Ambit Energy will help you track your progress every step of the way to a Leadership Position. We will always let you know what you have to do to reach your next position.

With determination and effort, you can create a path to reach the following Leadership Positions:

▶ **Regional Consultant (RC)**

- Personally enroll a total of five pending or energized customer points.
- Personally sponsor two Marketing Consultants.
- Develop an initial team of six Marketing Consultants.

▶ **Senior Consultant (SC)**

- Achieve Regional Consultant status.
- Personally enroll a total of ten pending or energized customer points.
- As an RC, personally sponsor two Marketing Consultants.
- Develop a Regional Consultant team of 18 Marketing Consultants.

▶ **Executive Consultant (EC)**

- Achieve Senior Consultant status.
- Personally enroll a total of 15 pending or energized customer points.
- As an SC, develop five Senior Consultants in your Senior Consultant Organization.

▶ **National Consultant (NC)**

- Achieve Executive Consultant status.
- Personally enroll a total of 20 pending or energized customer points.
- As an EC, develop five Executive Consultants in your Executive Consultant Organization.



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## Customers and Compensation

All compensation in the Ambit Compensation Plan is directly tied to your success in enrolling new energy customers and to the help you provide new Consultants you sponsor with enrolling their own energy customers. As a new Consultant, you can count on help from your Sponsor and your upline leadership team in building your new Ambit business. As with any new business venture, however, your success will greatly depend on the amount of effort you are willing to devote to reach your personal goals and on the people you choose to work with.

### Multiple ways to earn

The Ambit Compensation Plan provides you with tremendous incentives to get started quickly and to build for the long-term.

→ **Immediate Income**

- ▶ **Jump Start Bonuses** are paid to you for your initial customer-gathering efforts.
- ▶ **Team Builder Bonuses** are paid to you for helping your Personally Sponsored Consultants gather customers.

### → Leadership Income

- ▶ **Consultant Leadership Bonuses (CLB)** are paid to those in Leadership Positions to unlimited levels as new Marketing Consultants enter their leadership organization and obtain four customer points (five customers in New York) in their first four weeks.
- ▶ **Customer Residual Bonuses (CRB)** are paid to those in Leadership Positions for active customers within their designated leadership organizations to unlimited levels.

### → Residual Income

- ▶ **Customer Residual Income (CRI)** is paid monthly on active customers in your team through six levels when they pay their bill.



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## Immediate Income

**Jump Start** and **Team Builder Bonuses** are designed to reward new Consultants for taking action immediately. Ambit pays Jump Start Bonuses when you enroll new energy customers and Team Builder Bonuses when you help your personally sponsored Marketing Consultants do the same. Both bonuses are paid every Friday on accepted pending or energized energy customers.

### → Jump Start Bonuses

- ▶ **Jump Start 1.** Earn \$100 when you personally enroll your first four pending or energized customers within four weeks of your start date (five customers in New York).

You may be one of these customers, and you may substitute your Ambit personal website for two customers.

- ▶ **Jump Start 2.** Earn \$100 when you personally enroll an additional six pending or energized customers (five additional in New York) for a total of 10 pending or energized customers within eight weeks of your start date.
- ▶ **Jump Start 3.** Earn \$50 when you personally enroll an additional five pending or energized customers for a total of 15 pending or energized customers within eight weeks of your start date.
- ▶ **Jump Start 4.** Earn \$50 when you personally enroll an additional five pending or energized customers for a total of 20 pending or energized customers within 12 weeks of your start date.
- ▶ **Jump Start 5.** Earn \$50 when you personally enroll an additional five pending or energized customers for a total of 25 pending or energized customers within 12 weeks of your start date.
- ▶ **Jump Start 6.** Earn \$50 when you personally enroll an additional five pending or energized customers for a total of 30 pending or energized customers within 12 weeks of your start date.

**Note:** New York customers who use natural gas and electricity service are known as bundles. A customer is defined as one household, therefore, a customer (or household, regardless of bundle status) is considered one point for the purposes of Jump Start Bonuses.

## JUMP START BONUSES

JUMP START	YOU EARN	CUSTOMERS REQUIRED
1	<b>\$100</b>	4* customers in 4 weeks
2	<b>\$100</b>	+6* customers in 8 weeks / 10 total
3	<b>\$50</b>	+5 in 8 weeks 15 total
4	<b>\$50</b>	+5 in 12 weeks 20 total
5	<b>\$50</b>	+5 in 12 weeks 25 total
6	<b>\$50</b>	+5 in 12 weeks 30 total
<b>Total</b>	<b>\$400</b>	<b>30</b>

\*5 customers in New York state.

### → Team Builder Bonuses

Earn \$100 each time you personally sponsor a new Marketing Consultant and help them enroll their first four\* pending or energized customers within four weeks of their start date (five customers in New York). As with Jump Start Bonuses, a Marketing Consultant's Ambit personal website may be substituted for two customers.

## TEAM BUILDER BONUSES

BONUS TYPE	QUALIFICATION	AMOUNT
Team Builder	Sponsor a new MC who enrolls 4* customers in their first 4 weeks	<b>\$100</b>

\*5 customers in New York state.



## Leadership Income

The Ambit Compensation Plan allows you to earn Leadership Bonuses as your new business grows.

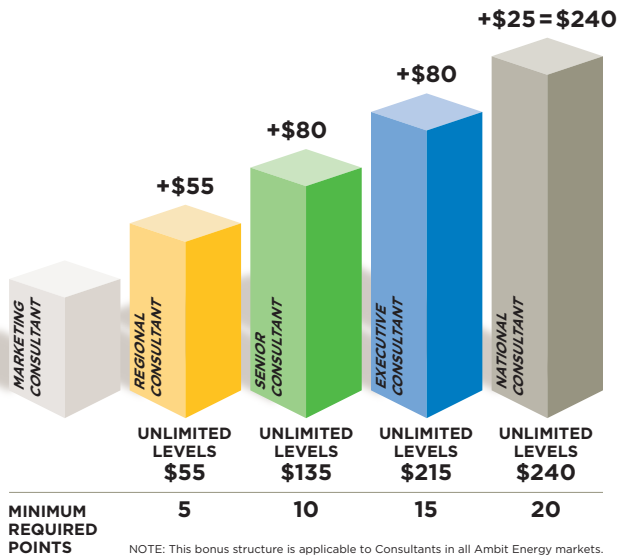
There are two types of Leadership Bonuses: **Consultant Leadership Bonuses (CLB)** and **Customer Residual Bonuses (CRB)**. Both bonuses are paid once you qualify in a Leadership Position and they get larger as you climb from one leadership level to the next.

### **Consultant Leadership Bonuses (CLB)**

Earn Consultant Leadership Bonuses (CLB) when a new Marketing Consultant (MC) enters your leadership organization at any level and enrolls four pending or energized customer points within four weeks of their start date (five customers in New York State). CLB is paid weekly. Your leadership level and your number of pending or energized customer points will determine the amount of CLB you earn each week. The minimum requirements are verified each week (Friday at 11:59 p.m. CT) before CLB is calculated and paid.

If you do not have the required number of pending or energized customers for the leadership position you have achieved at the time verification is run, your CLB will be secured in holding status for three additional verification periods to allow you to re-qualify. If after three consecutive verification periods you still do not meet the minimum pending or energized customer requirements for your leadership position

## CONSULTANT LEADERSHIP BONUSES



all CLB in hold status will be purged and you will not earn or accumulate any future CLB for those levels until your minimum customer requirements are met.



## Residual Income: Texas

The most powerful component of the Ambit Compensation Plan is long-term **Customer Residual Income (CRI)**. Ambit pays commissions each month on customers through six levels of your sales organization. The number of your pending and energized customers determines the number of levels of downline customers for which you will be paid CRI. Ambit also pays more for customers who use more electricity.

**Customer Residual Income.** The number of your pending and energized customers determines the number of levels of downline customers for which you will be paid CRI.

For instance, you need to personally enroll 10 customers to qualify for CRI through four levels, and 20 customers to qualify through all six levels. The number of your customers is verified on the last day of each month (11:59 p.m. Central time). Please note, over the course of time, some customers will leave. Ambit Energy wants you to succeed and will help you while you replace these customers. If your previous customer count qualified you for a particular payout level and the latest count now falls short, your

#### CUSTOMER RESIDUAL INCOME: TEXAS

LEVELS	BAND RANGE	REQUIRED POINTS
<b>You</b>	\$0.50 - \$2.50	4
<b>1</b>	\$0.25 - \$1.50	4
<b>2</b>	\$0.50 - \$2.50	4
<b>3</b>	\$0.75 - \$3.50	4
<b>4</b>	\$1.00 - \$5.00	10
<b>5</b>	\$3.00 - \$15.00	15
<b>6</b>	\$3.00 - \$15.00	20

CRI for that level will be held for one month allowing you time to re-qualify. If after that second month you re-qualify, the held CRI will be paid. If you still do not qualify, all CRI being held at that former level will be purged and not paid. CRI will be paid on the 15th of each month for customers whose full payments were received during the prior month.

**Energy Usage Bands.** In addition to generous residual commissions, Ambit pays more for customers who use more electricity. That means that you earn more money for customers with larger monthly bills. This chart details Ambit's Usage Bands and the corresponding CRI paid.

#### CUSTOMER RESIDUAL INCOME: TEXAS

LEVELS	BAND 1	BAND 2	BAND 3	BAND 4	BAND 5
kWh/MO	500-2,500	2,501-4,000	4,001-6,000	6,001-8,000	8,001+
You	\$0.50	\$0.75	\$1.00	\$1.50	\$2.50
1	\$0.25	\$0.50	\$0.75	\$1.00	\$1.50
2	\$0.50	\$0.75	\$1.00	\$1.50	\$2.50
3	\$0.75	\$1.00	\$1.50	\$2.50	\$3.50
4	\$1.00	\$1.50	\$2.25	\$3.50	\$5.00
5	\$3.00	\$4.00	\$6.75	\$10.00	\$15.00
6	\$3.00	\$5.50	\$6.75	\$10.00	\$15.00
<b>TOTAL</b>	<b>\$9.00</b>	<b>\$14.00</b>	<b>\$20.00</b>	<b>\$30.00</b>	<b>\$45.00</b>



## Residual Income: New York

**Customer Residual Income.** The number of your pending and energized customers determines the number of levels of downline customers for which you will be paid CRI.

For instance, you need to personally enroll 10 customers to qualify for CRI through four levels, and 20 customers to qualify through all six levels. The number of your customers is verified on the last day of each month (11:59 p.m. Central time). Please note, over the course of time, some customers will leave. Ambit Energy wants you to succeed and will help you while you replace these customers. If your previous customer count qualified you for a particular payout level

### CUSTOMER RESIDUAL INCOME: NEW YORK

LEVELS	BAND RANGE	REQUIRED POINTS
<b>You</b>	\$0.05 - \$0.50	4
<b>1</b>	\$0.10 - \$0.75	4
<b>2</b>	\$0.15 - \$1.50	4
<b>3</b>	\$0.25 - \$2.00	4
<b>4</b>	\$0.50 - \$3.00	10
<b>5</b>	\$0.75 - \$4.00	15
<b>6</b>	\$1.50 - \$5.00	20

and the latest count now falls short, your CRI for that level will be held for one month allowing you time to re-qualify. If after that second month you re-qualify, the held CRI will be paid. If you still do not qualify, all CRI being held at that former level will be purged and not paid. CRI will be paid on the 15th of each month for customers whose full payments were received during the prior month.

**Energy Usage Bands.** In addition to generous residual commissions, Ambit pays more for customers who use more electricity or gas. That means that you earn more money for customers with larger monthly bills. The chart below details Ambit's Usage Bands and the corresponding CRI paid.

#### CUSTOMER RESIDUAL INCOME: NEW YORK

LEVELS	BAND 1	BAND 2	BAND 3	BAND 4	BAND 5
kWh/MO THERM/MO	200-1,000 50-250	1,001-2,500 251-500	2,501-4,000 501-750	4,001-5,500 751-1,000	5,501+ 1,001+
You	\$0.05	\$0.10	\$0.15	\$0.25	\$0.50
1	\$0.10	\$0.15	\$0.25	\$0.50	\$0.75
2	\$0.15	\$0.25	\$0.50	\$0.75	\$1.50
3	\$0.25	\$0.50	\$0.75	\$1.50	\$2.00
4	\$0.50	\$0.75	\$1.50	\$2.00	\$3.00
5	\$0.75	\$1.50	\$2.00	\$3.00	\$4.00
6	\$1.50	\$2.00	\$3.00	\$4.00	\$5.00
<b>TOTAL</b>	<b>\$3.30</b>	<b>\$5.25</b>	<b>\$8.15</b>	<b>\$12.00</b>	<b>\$16.75</b>



## Residual Income: Illinois

**Customer Residual Income.** The number of your pending and energized customers determines the number of levels of downline customers for which you will be paid CRI.

For instance, you need to personally enroll 10 customers to qualify for CRI through four levels, and 20 customers to qualify through all six levels. The number of your customers is verified on the last day of each month (11:59 p.m. Central time). Please note, over the course of time, some customers will leave. Ambit Energy wants you to succeed and will help you while you replace these customers. If your previous customer count qualified you for a particular payout level

### CUSTOMER RESIDUAL INCOME: ILLINOIS

LEVELS	BAND RANGE	REQUIRED POINTS
You	\$0.05 - \$0.50	4
1	\$0.10 - \$0.75	4
2	\$0.15 - \$1.50	4
3	\$0.25 - \$2.00	4
4	\$0.50 - \$3.00	10
5	\$0.75 - \$4.00	15
6	\$1.50 - \$5.00	20

and the latest count now falls short, your CRI for that level will be held for one month allowing you time to re-qualify. If after that second month you re-qualify, the held CRI will be paid. If you still do not qualify, all CRI being held at that former level will be purged and not paid. CRI will be paid on the 15th of each month for customers whose full payments were received during the prior month.

**Energy Usage Bands.** In addition to generous residual commissions, Ambit pays more for customers who use more gas. That means that you earn more money for customers with larger monthly bills. The chart below details Ambit's Usage Bands and the corresponding CRI paid.

#### CUSTOMER RESIDUAL INCOME: ILLINOIS

LEVELS	BAND 1	BAND 2	BAND 3	BAND 4	BAND 5
THERM/MO	OCT-APR: 50-250 MAY-SEP: 25-250	251-500	501-750	751-1,000	1,001+
You	\$0.05	\$0.10	\$0.15	\$0.25	\$0.50
1	\$0.10	\$0.15	\$0.25	\$0.50	\$0.75
2	\$0.15	\$0.25	\$0.50	\$0.75	\$1.50
3	\$0.25	\$0.50	\$0.75	\$1.50	\$2.00
4	\$0.50	\$0.75	\$1.50	\$2.00	\$3.00
5	\$0.75	\$1.50	\$2.00	\$3.00	\$4.00
6	\$1.50	\$2.00	\$3.00	\$4.00	\$5.00
<b>TOTAL</b>	<b>\$3.30</b>	<b>\$5.25</b>	<b>\$8.15</b>	<b>\$12.00</b>	<b>\$16.75</b>



## Residual Bonuses

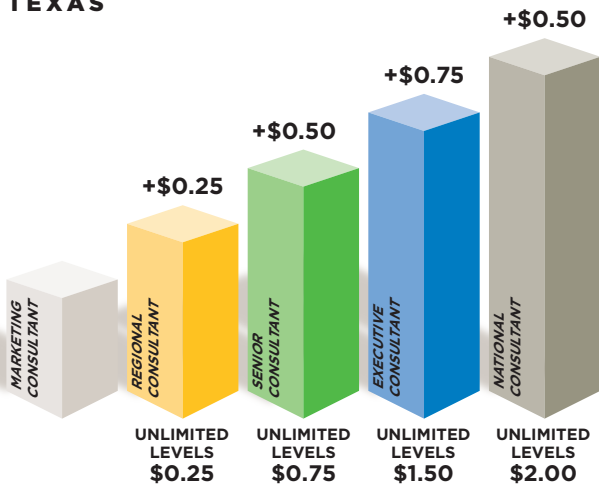
### Customer Residual Bonuses (CRB)

As new Consultants enter your leadership organization, you can also earn monthly bonuses on their energized customers. Customer Residual Bonuses (CRB) are paid monthly on all customers, Bands 1-5, who are in good standing, that any Consultant gathers in one of your leadership organizations on any level.

To qualify for CRB each month you must have maintained the minimum number of pending or energized customers for the leadership level you have achieved. The minimum requirements are verified on

### CUSTOMER RESIDUAL INCOME:

#### TEXAS

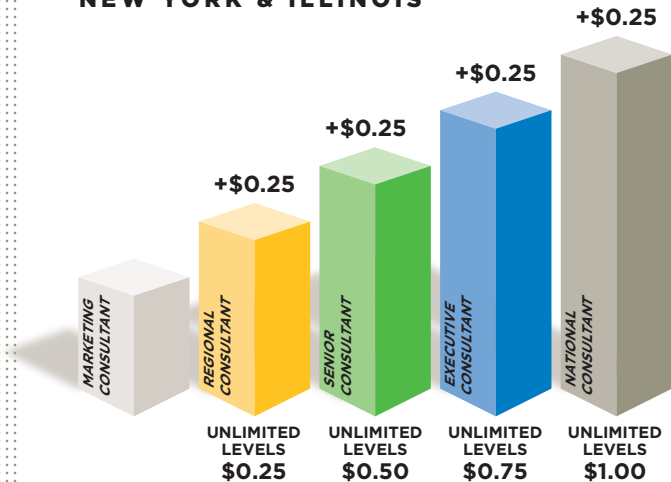


the last day of each month (11:59 p.m. CT) before commissions are calculated and paid on the 15th of the following month.

If you do not have the required number of pending or energized customers for the leadership position you have achieved at the time verification is run, your CRB will be held for one additional month to allow you to re-qualify. If after one month you still do not meet the minimum customer requirements for your leadership position, all CRB in hold status will be purged and you will not earn or accumulate any new CRB for those levels until your minimum customer requirements are met.

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### CUSTOMER RESIDUAL INCOME: NEW YORK & ILLINOIS





## Affiliate Partner Commissions

### TEXAS AFFILIATE COMMISSION PAYOUT

BAND	USAGE (kWh)	AFFILIATE PARTNER	AFFILIATE SPONSOR	5 LEVELS UP
1	500-2,500	\$4.00	\$1.00	\$0.25
2	2,501-4,000	\$6.00	\$2.00	\$0.25
3	4,001-6,000	\$9.00	\$3.00	\$0.25
4	6,001-8,000	\$12.00	\$4.00	\$0.25
5	8,001+	\$15.00	\$5.00	\$0.25

### NEW YORK AND ILLINOIS AFFILIATE COMMISSION PAYOUT

BAND	USAGE		AFFILIATE PARTNER	AFFILIATE SPONSOR	5 LEVELS UP
	(kWh)	(THERMS)			
1	200 - 1,000	50 - 250	\$2.00	\$0.25	\$0.10
2	1,001 - 2,500	251 - 500	\$3.50	\$0.50	\$0.10
3	2,501 - 4,000	501 - 750	\$5.00	\$1.00	\$0.10
4	4,001 - 5,500	751 - 1,000	\$7.50	\$2.00	\$0.10
5	5,501+	1,001+	\$9.00	\$3.00	\$0.10