

# Accountability Teams

Accountability Teams A Commitment to Success By Steve Thompson

All successful business people have a system! Success in our business requires that the system be simple, duplicable, pragmatic and consistent. The Ambit Energy Team provides the most successful method of business presentation to a prospect. This system is to put large numbers of people in front of the Ambit Energy Business Presentation, on a consistent basis!

- Prepare a written list of prospects. Do not limit or edit your list or you will limit your success. Our task is to offer the opportunity to everyone, and help them make their own decision!
- Write one prospect's name, telephone number, and other pertinent information at the top of an index card (i.e.: name, number, address, occupation, reasons they need opportunity, and etc.)
- File all index cards in alphabetical section, (stored for prioritizing).
- Using the prioritization system of your choice, place two cards, from alpha section in each of the calendar day sections. (Use more than two if you want to contact more than the minimum.) You must sample these prospects, at least 3 days in advance of contact date.
- Each day, contact the two prospects in today's section. Try to set an appointment to take the prospect to a Ambit Energy Business Presentation.
- If the prospect says yes, make note of the conversation and place it in the appropriate date slot so you can reconfirm the appointment on that day.
- If the prospect says no (not now), ask if you can check back next week, or in a few weeks (Or Months). Make a note of your conversation, on the card, and file it in the appropriate daily or monthly slot.
- Each day, send an email message to your 2 or 3 teammates (utilizing a distribution list), reporting on the results of your contacts and the names of who you are to contact tomorrow.
- Weekly, have a conference call with your teammates, (utilizing three way calling), and discuss the week's results (i.e.: appointments made, new distributors, objections and etc.)

It is very important that you keep your system up to date and that you make your contacts. If you have a schedule conflict, be sure to make up those contacts you miss so that no one misses out on the Ambit Energy Opportunity and you don't miss being there when your Success Ship Sets Sail!