

## Some Questions & Answers

Question: When someone says "I'm too busy with my current projects to take on another project" what is the correct way to send them more info? I've been using, well can you help me out by taking a look at this DVD, filling out a short survey, and giving it back to me...but that usually results in "here's the survey and DVD"

Answer: I go a different route. It is called the "Passive Player". I tell them that I know they are too busy to do this, and that is why I brought it to them. Tell them you do not need their time, just some of their assets as a center of influence. If they will just take the time (An hour or so), to list out some motivated folks that they think would be good in business, you will do it for them. You will contact those folks, show the business and start building it for them. The ones that say no will be customers. Tell them that they can have an additional stream of revenue, with very little effort on their part. Let them know you will be respectful and honor folks and their time, as you are very serious about this business, but do not need to talk anyone in to it.

Remember, though we all look for big time builders, they will be rare. Most folks will just put a few, and that is very few hours in to this, introduce a few folks and see what happens. Our success can be built on JUST THAT!

Question: Whenever I do something, I want to devote all of my resources to it and rise to the top, and with my current situation (job, family, etc.) I just don't think I can devote the amount of time and effort as I would like to.---This is the sentiment of another guy who declined the business this week.

To me, this just sounds like a "perfectionist" flaw--that they're afraid of starting unless they can devote all the time in the world to it-- I don't know how to respond to that.

Answer: Refer to the answer above. Tell them it is about Multiple Streams of Income. Remind them that all wealthy folks leverage Multiple Streams of Income. However, they do not try to trade their time for every dollar!!!

Question: Basic Comp Plan Question: So, we get paid to infinite levels with electricity customers. Let's say someone is a national consultant and earns an additional \$2/customer. 1 customer comes in on the 1000th level. Wouldn't that mean that the company is paying \$2 upline to 1000 positions===\$2000--which is way more than a standard bill?

Assuming for even 6 levels, the payout is 8.50--then we tack on infinite levels of .25, .5 1, or 2...and the number adds up really quickly. Over time, how does Ambient sustain this type of payout from the customer bills? Perhaps I'm misunderstanding.

Answer: Very good question, and frequently misunderstood. That is why the presentation says "Up to XXX". The 6 Level is fixed, and paid to all that eventually qualify by having 20 personal customers. Right now, the company is graciously waiving that requirement to give us time to get the customers. But we do not want to forget about it. It is very fair. Everyone does a little, so no one has to do a lot. (Our competition requires that and personally sponsor 2 and grow a team of 12. A lot will never make that!)

Leadership Bonuses, and Leadership Residual Bonuses are only paid to one person. The computer looks upline from the customer and pays the first RC .25, the first SC .50, the first EC.75 and the first NC .50. Frequently, one person is occupying several of these positions. It is a picture in time coding. In other words, each one is coded at the moment they come in, based on everyone's rank at that moment. Then, the coding never changes. If you are the SC when they come in, you will always get the SC Pay!

This is called a Unilevel Coding Program. I believe it is the most fair system out there. It is the perfect Apprentice Plan. As a new Consultant, you need a lot of help, so more money flows to your upline. As you mature and promote, you start earning more of those bonuses, as you are more knowledgeable and doing more of it yourself. It is the perfect recognition of Leadership.