

Jump Start FAQs

Q: What are Jump Start Bonuses?

A: Jump Start (JS) Bonuses are an incentive for referring Customers to Ambit Energy in the first 28 days after your start date. Payouts occur at three different levels: JS1 pays out \$150, JS2 pays out \$75 and JS3 pays out \$75. Hit all three, and you'll earn a total of \$300.

Q: How do I earn Jump Start Bonuses?

A: You earn JS Bonuses for referring Customers to Ambit. For every Customer, you receive points based on the type of plan the Customer selects and the market. At 8 Customer points, you qualify for JS1. To reach JS2, you need 12 Customer points and 16 to reach JS3.

Q: How do I determine my Customer points?

A: You can check out the **Product Guide** to learn more.

Q: Can I mix and match Customer points across plans and markets?

A: Yes. Let's look at a couple examples. Say Consultant A has one Customer on a Preferred plan in the MWNE (3 points), one Customer on a Standard plan in Texas (3 points) and one Community Solar Customer (2 points). That's a total of 8 points, so once all those Customers go pending or energized, Consultant A triggers a JS1 Bonus.

Now, Consultant B has three Texas Customers energized on Standard plans. That's 9 points, so Consultant B triggers their JS1. And that 1 extra point also counts toward the 12 needed to qualify for JS2.

Q: Can I earn multiple Customer points from the same Customer?

A: If you sell a Customer gas, electric and solar at the same location, each service type counts as a separate Customer. For example, if you sold a Texas Customer a Standard Plan and Sunrun, you'd earn 3 points for the plan, plus 1 point for solar for a total of 4 points. You're halfway to qualifying for JS1 with a single Customer!

Q: Do I get Customer Points for enrolling myself as an Ambit Customer?

A: Yes. Your points are calculated in the same way as any other Customer. For example, if you're in a MWNE/California market and enroll yourself on a Preferred Energy plan (3 points), natural gas (1 point) and Community Solar (2 points) you've got 6 points – you're almost there!

Q: When do JS Bonuses trigger?

A: As soon as your Customers go pending or energized.

Jump Start FAQs for Consultants

Q: What if I don't trigger JS Bonuses? Do I lose all my points and bonuses?

A: Don't worry. If you don't qualify for JS Bonuses in the first four weeks, you qualify for Customer Acquisition Bonuses (CAB), which are also based on the plan type and market. And, of course, you'll also earn Personal Customer Recurring Income (PCRI) for as long as your Customers are with Ambit. You're also eligible for leadership and Rank Promotion bonuses as you grow your business.

Q: Do Customer Points determine my CAB or PCRI?

A: No. Customer Points are only used to determine your JS Bonuses. CABs and PCRI pay a flat rate based on market/product type, and total monthly energy usage (Band Level).

Q: What about Customers that I bring in after my first 28 days?

A: As an MC, Any Customers you bring in after your JS period expires qualify for Customer Acquisition Bonuses. Once you promote, you will need to maintain the total points required for your leadership rank to earn the Customer Acquisition Bonus.

For example, as an RC you must maintain five Customers to qualify. If you only have four Customers and enroll a new Customer, you won't receive the Customer Acquisition Bonus. However, any additional Customers would then pay the bonus. You'll also receive Personal Customer Recurring Income every time your Customers pay their bills.

Q: Where can I learn more about the Compensation Plan and Bonuses?

A: We recommend checking out the How You Earn video and document also available on Ambit University. If you still have questions, talk to your sponsoring Consultant.