

**BIMM**

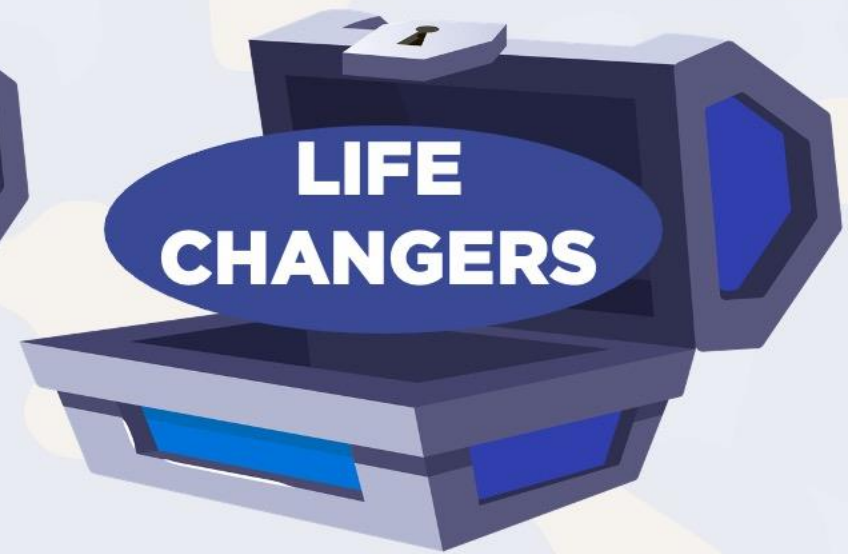
**BOOTCAMP**



TOTAL LIFE CHANGES<sup>®</sup>

**BELIEVE IN MORE  
IN 2024**

# INCOME PRODUCING ACTIVITIES



# TOP TEN RETAILERS 2023

**DIANA ELIZABETH AYALA**

**STORMY WELLINGTON**

**ROSE ALVARADO**

**KERSTING BERNAOLA**

**ADRIANA FORERO**

**MARCEL DIAZ**

**JAHAIRA ALLENDE**

**DELMY REYES**

**CANDIDA LANTIGUA**

**KIRSSIS TAVERAS**

# TOP TEN RETENTION 2023

**STORMY WELLINGTON**

**OMONI OBOLI**

**JAHAIRA ALLENDE**

**ROSE ALVARADO**

**MARCEL DIAZ**

**DENSI SANCHEZ**

**SHAKIRA GARCIA GUZMAN**

**BRAD AND TINA BICKETT**

**BLANCA FABIOLA CASTRO**

**ADRIANA FORERO**

# TOP TEN ENROLLERS 2023

**STORMY WELLINGTON**

**ROSE ALVARADO**

**NATALIE SMITH**

**OMONI OBOLI**

**LOUDIA MONEUS**

**JESSENIA CABRERA WACÓN**

**DIANA ELIZABETH AYALA**

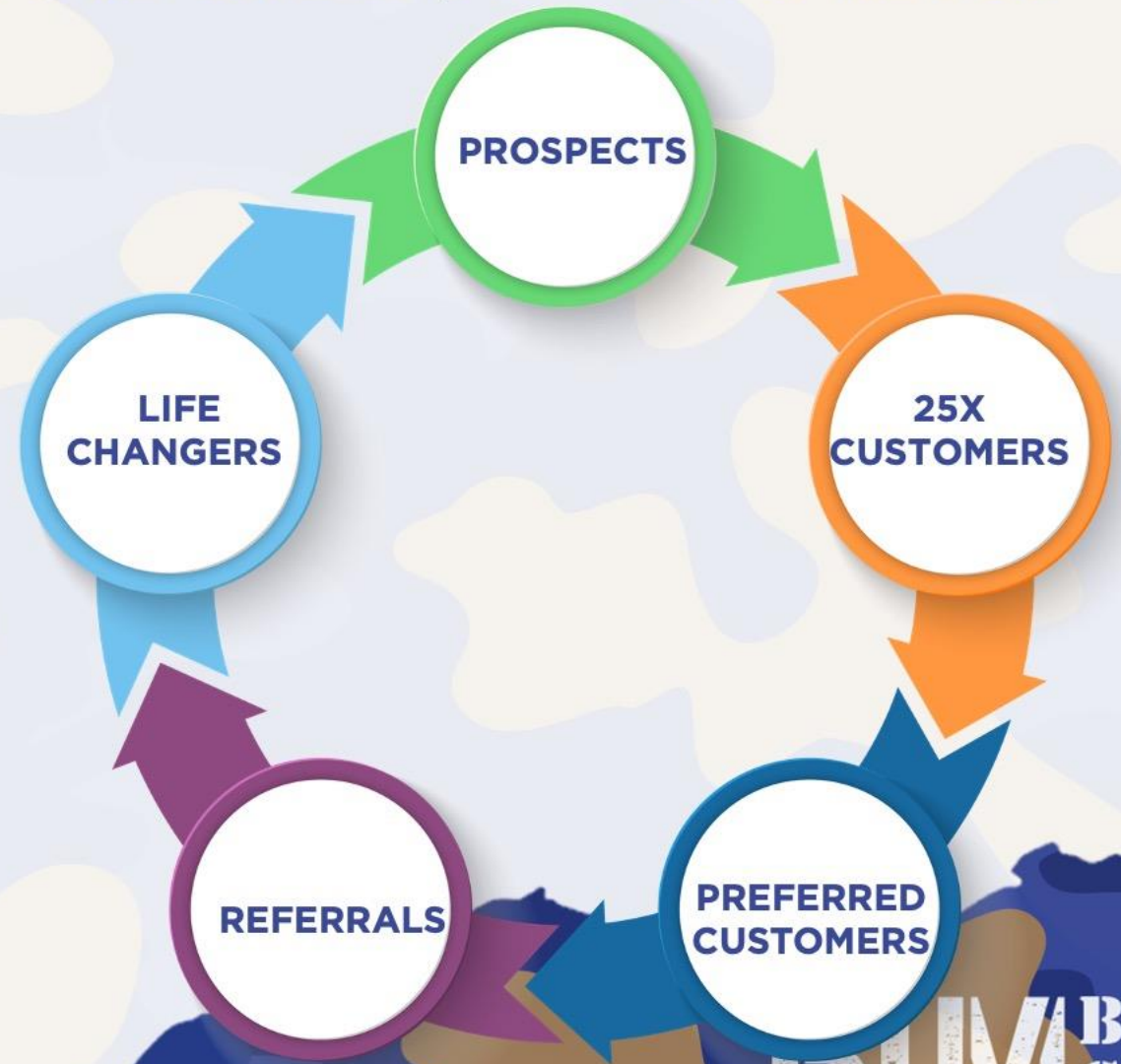
**VANESSA ACHILLE**

**SHEILA CHIPEPO**

**ANA VICTORIA CANTERA**

# BELIEVE IN THE 25X SYSTEM

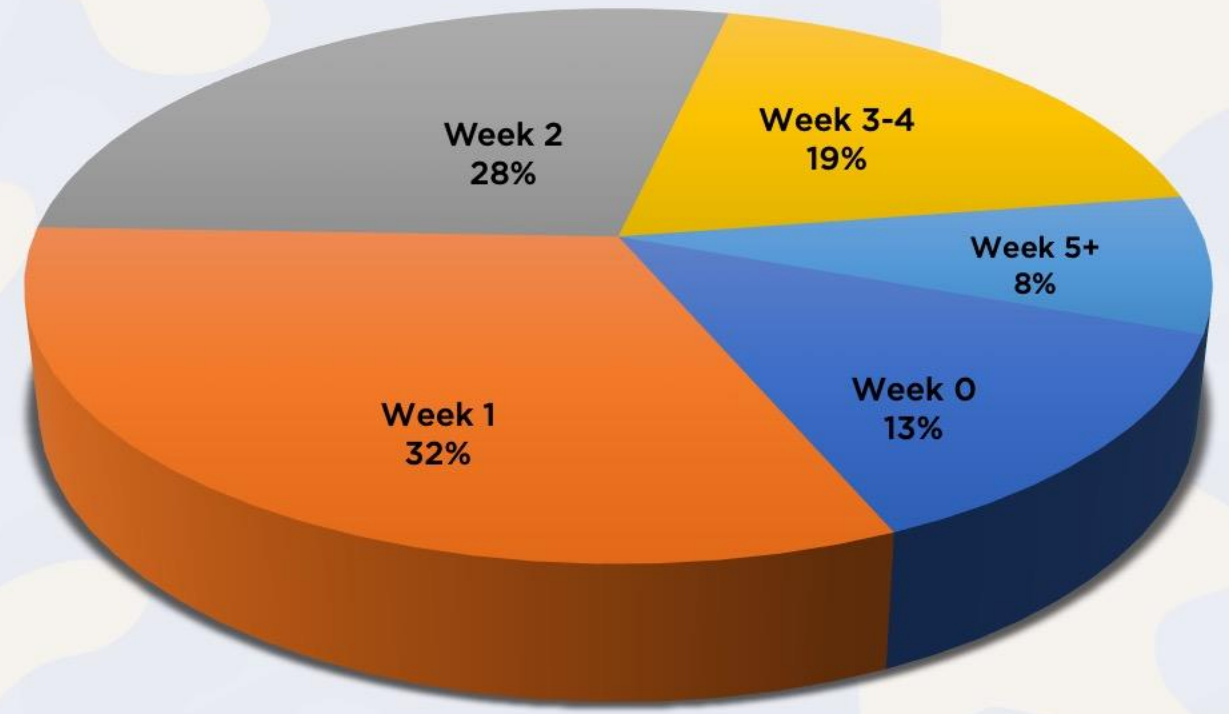
**25X**  
**SYSTEM**



# \$25 ONE-WEEK SUPPLY



Number of Week Supplies Purchased Before Becoming a Preferred Customer



- Week 0
- Week 2
- Week 3-4
- Week 5+



# THE 25X CUSTOMER RATIO





FOR EVERY (10) THAT SAID, "YES" TO AN OFFER:


**13%** More than **1** in **10** Become a Preferred Customer immediately.

**32%** More than **3** in **10** Become a Preferred Customer after trying a one-week sample.

**28%** Almost **3** in **10** Become a Preferred Customer after trying their 2nd week sample.

**19%** Almost **2** in **10** Become a Preferred Customer after trying their 3rd or 4th week sample.


 Homework Complete  External  

 **Scott Bania** 11:58 AM (3 hours ago) ☆ ↶ ⋮  
to jennsmall67, bcc: salesgroup ▾

Hey Jennifer!  
Thanks for completing and submitting this week's homework. Your submission is proof that consistent communication pays off. You established a genuine conversation and continued to ask how she was feeling and then offered a solution.

Congratulations on your new customer. Please make sure to provide superior customer service.

Please accept one box of Rip and Sips and a box of NRG Tear and Shares to keep sampling and selling to create new 25X customers.

 **Scott Bania**  
CCO | Total Life Changes  
📞: 1 586-210-1114 Ext. 1114  
[www.TotalLifeChanges.com](http://www.TotalLifeChanges.com)

# Weekly Homework Assignment

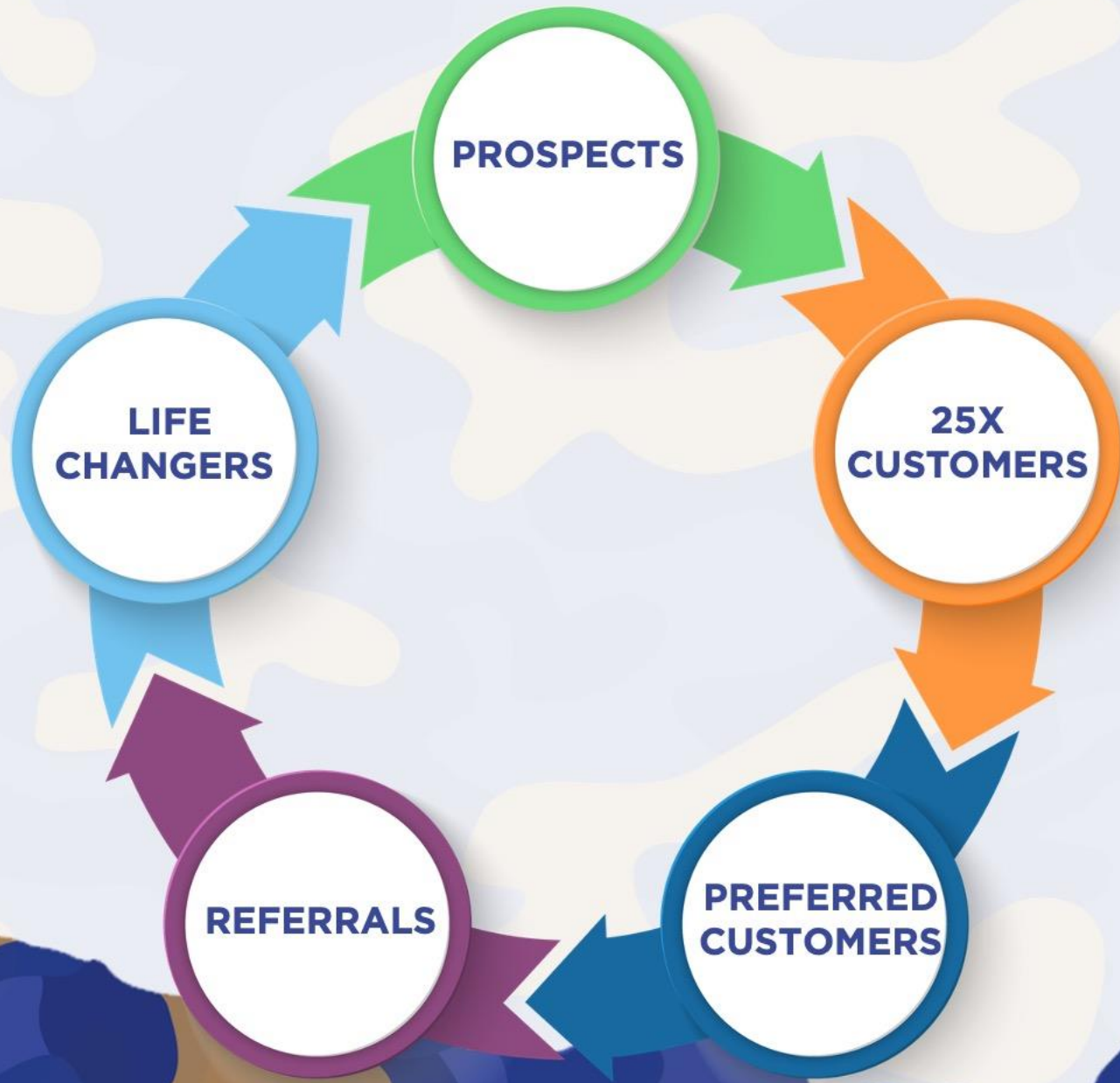
**How did you acquire a new 25X customer, OR sign up a new Preferred Customer, OR personally sponsor a new Life Changer.**

The way I acquired my new 25x customer is by following up on social media with friends and family, one friend in particular I will always reach out to her every day to see how she's doing or feeling and every time she will say the same thing and that is she's tired, I will always ask did you take your Vitamins today? She said she forgets before going off to work. I told her I have a solution for you and you will never forget to take your vitamins again. My company has NutraBurst Rip & Sip packets easy to travel with wherever you go so you will never forget to take your vitamins. She wanted one box at the end of the conversation.

- Jennifer Small



**BUILDING LOCALLY  
WITH 25X**



# CUSTOMER ACQUISITION & RETENTION

# Converting 25X Customers to Preferred Customers

## THE G5 CHALLENGE

Inspire (5) new customers to purchase a product of \$54.95 or more.

Receive a \$50 G5 Challenge Bonus EVERY TIME you get 5 new customers.

### **PLUS**

- A one-time \$50 G5 Fast Start Bonus for completing the challenge in your first 30 days
- A minimum of \$100 in retail commissions
- Lifetime access to the My TLC App



## **G<sup>5</sup> CHALLENGE**

# Weekly Homework Assignment

**¿Cómo creaste 2 nuevos clientes de 25X vendiendo un suministro para una semana de laso® Te o laso® Te instantáneo por \$25 cada uno?**

Yo fui a un salón de belleza ahí hablé del laso té de una semana, para que sirve y así algunos me compraron para una semana y probar. Luego que tomaron el primer día obtuvieron resultados de ir al baño, se sintieron muy bien entonces me llamaron diciéndome que necesitaban esos té ☺ la verdad que ya llevó 3 nuevos clientes voy por lo demás estoy muy feliz, bendecida y agradecida.

- Leonor Carbajal

Felicidades por completar la tarea

External > Inbox x



Rosa Gonzalez <rosa@totalifechang... Wed, Oct 11, 5:01PM

to leonorcarbajal1981, Jason, bcc: me

Hola Leonor

Muchas gracias por completar y someter tu tarea esta semana! Me da mucho gusto que mientras ibas al salón de belleza, decidiste conversar con otros clientes en el salón para hablar sobre nuestro increíble té y darles muestras.

¡Felicidades por sus 3 nuevos clientes! Sigue adelante con consistencia y veras grandes resultados. Por completar tu tarea de esta semana te vamos a regalar 50 Puntos de TLC que reflejaran en tu oficina virtual a más tardar mañana.

Muchas gracias y felicidades!!

# 25 Club

**BIM BOOT  
CAMP**  
TOTAL LIFE CHANGES®

# CONGRATULATIONS!

## Members for 6+ Months



Marcel Diaz  
10 Months



Adriana Forero  
9 Months



Miriam Zorrilla Abreu  
8 Months



# CONGRATULATIONS!

## 12 Consecutive Months



Stormy Wellington



Jahaira Allende



Gulzana Sasikova

# SPONSORING NEW LIFE CHANGERS

# THE RETAIL TO RECRUIT PROCESS

- COMMUNICATION
- SORTING
- SPONSORING
- ONBOARDING



# Weekly Homework Assignment

**How did you inspire an existing customer to repurchase a month's supply of any product?**

Customer has a really long time not ordering, I called, ask how he was doing. He told me all the health issues that he has. I inspire him to buy the products that will help him in his health journey process. He's looking forward to receiving his product as soon as possible. I am looking forward to do follow up with him.

- Viergeta Belizaire

Re: Viergeta I'm proud of you!

External

Inbox x



**Evan Brengman**

Dec 6, 2023, 5:24 PM



to Vivibelizaire, swnevergiveup5, bcc: me

Hey Viergeta,

Thank you for submitting your homework this week, for the first time! You did it, and now you're going to be rewarded for doing so!

I love how you incorporated following up with a customer that you sampled a few weeks back! Like your sponsor always says "there's fortune in the follow up!" Great job, educating the customer on the solutions that you have to their problems!

We're going to add 100 TLC points to your account, keep doing what you're doing and great things will come of it!

--

Evan Brengman  
Director of Global Supply Chain  
Total Life Changes, LLC

# EFFECTIVE ONBOARDING

# THE IMPACT OF ATTENDING EVENTS



# 10-5-2 Challenge

**10**

Inspire people to sample a week's supply of product

**5**

New Preferred Customers (G5)

**2**

Personally Sponsored Life Changers

Receive a \$50 10-5-2 Challenge Bonus.



**10 5 2**

**December Qualification**



# COMPETE to retreat

CONTEST 2024

CONTEST BEGINS

January 12, 2024 through February 22, 2024

# ACTÍVATE

TOTAL LIFE CHANGES®

**EARLY BIRD**

~~\$149.95~~

**\$99.95**

THROUGH DEC 31

JANUARY 26-27, 2024

*Orlando, Florida*