


WHAT SHOULD I KNOW ABOUT BEING A LIFE CHANGER FOR TOTAL LIFE CHANGES®?

| <p>How can I become involved with TLC?</p> | <p>As a Life Changer with Total Life Changers (TLC), you can participate in three ways:</p> <ul style="list-style-type: none"> You can purchase TLC products for your own use. You can sell TLC Products to others to make retail profit. You can inspire others who want to consume or sell TLC products to become Life Changers. | | | | | | | | | | | |
|---|---|---|--|--|---|---|---|--|--|---|--|--|
| <p>Can I just be a customer?</p> | <p>If your only purpose in joining TLC is to enjoy TLC products, you have the option to join as a Preferred Customer. Most people who join TLC do so as a Preferred Customer and do not participate in the business opportunity as a Life Changer. A Preferred Customer may upgrade to a Life Changer and build a business at any time by purchasing a Business Starter Kit for \$59.95 and completing the enrollment process. There is no additional discount on product purchases as a Life Changer versus the prices paid as a Preferred Customer. Therefore, there is no need to become a Life Changer if you just want to enjoy products from Total Life Changes for yourself and/or your family.</p> | | | | | | | | | | | |
| <p>What should I know about TLC?</p> | <ul style="list-style-type: none"> Aside from the initial Business Starter Kit (\$59.95) or International Starter Kit (\$29.95), you must purchase at least one product of your choice to become a Life Changer. Life Changers have the freedom to choose when and how to promote and sell TLC products based on their own schedule. Most Life Changers start their TLC business by working part-time and selling to people they know or meet as a way to make a little extra money. There are no guarantees that you will earn any income. Some Life Changers will succeed, while others will not. Some factors that influence likelihood of success are time, dedication, effort, and skill. Life Changers who successfully build a sales organization typically do so over multiple years. | | | | | | | | | | | |
| <p>How can I earn money?</p> | <p>You can earn money by selling TLC products to customers. For each customer sale, you can earn up to 50% of a product's qualifying volume in a cash commission.</p> <p>You can also earn additional income by inspiring others to join your organization as a Life Changer. This takes a greater amount of skill, training, and ability. You cannot earn money solely by sponsoring others to join your organization.</p> <p>Most people concentrate on the selling TLC products to customers to earn a retail commission.</p> |  <p>Retail Price: \$54.95 Qualifying Volume: 40 QV 50% of QV = \$20 Commission</p> | | | | | | | | | | |
| <p>How much can I earn in a typical year?</p> | <p>In 2021, about 105,913 U.S. Life Changers participated in the TLC Business Opportunity in one or more months and about 32,941 of them earned money from their sales and the sales of those they sponsored. Here is what they typically earned annually, before expenses:</p> <table border="1" data-bbox="423 1335 1484 1713"> <thead> <tr> <th data-bbox="423 1335 951 1409">Annual Income Earned by All Life Changers (about 105,913) in 2021</th> <th data-bbox="954 1335 1484 1409">Annual Income Earned by First Year Life Changers (about 32,856) in 2021</th> </tr> </thead> <tbody> <tr> <td data-bbox="423 1413 951 1472">About 69% (72,972) of Life Changers earned no money at all.</td> <td data-bbox="954 1413 1484 1472">About 65% (21,321) of First Year Life Changers earned no money at all</td> </tr> <tr> <td data-bbox="423 1476 951 1560">About 31% (32,941) of Life Changers earned income and the average annual earnings were \$170.84</td> <td data-bbox="954 1476 1484 1560">About 35% (11,535) of First Year Life Changers earned income and the average annual earnings were \$348.14</td> </tr> <tr> <td data-bbox="423 1564 951 1648">Top 10% (3,294) of Life Changers who earned, earned an average of \$13,965.51 annually</td> <td data-bbox="954 1564 1484 1648">Top 10% (1,153) of First Year Life Changers who earned, earned an average of \$2,081.68</td> </tr> <tr> <td data-bbox="423 1652 951 1713">Top 1% (329) of Life Changers who earned, earned an average of \$115,189.59 annually</td> <td data-bbox="954 1652 1484 1713">Top 1% (115) of First Year Life Changers who earned, earned an average of \$6,916.31</td> </tr> </tbody> </table> <p>Earning commissions requires skill, consistent work, and education. As with any compensation plan, your results may vary and will be based on your aptitude, business experience, knowledge, and the amount of time dedicated. There are no guarantees concerning the level of success you may experience.</p> | | Annual Income Earned by All Life Changers (about 105,913) in 2021 | Annual Income Earned by First Year Life Changers (about 32,856) in 2021 | About 69% (72,972) of Life Changers earned no money at all. | About 65% (21,321) of First Year Life Changers earned no money at all | About 31% (32,941) of Life Changers earned income and the average annual earnings were \$170.84 | About 35% (11,535) of First Year Life Changers earned income and the average annual earnings were \$348.14 | Top 10% (3,294) of Life Changers who earned, earned an average of \$13,965.51 annually | Top 10% (1,153) of First Year Life Changers who earned, earned an average of \$2,081.68 | Top 1% (329) of Life Changers who earned, earned an average of \$115,189.59 annually | Top 1% (115) of First Year Life Changers who earned, earned an average of \$6,916.31 |
| Annual Income Earned by All Life Changers (about 105,913) in 2021 | Annual Income Earned by First Year Life Changers (about 32,856) in 2021 | | | | | | | | | | | |
| About 69% (72,972) of Life Changers earned no money at all. | About 65% (21,321) of First Year Life Changers earned no money at all | | | | | | | | | | | |
| About 31% (32,941) of Life Changers earned income and the average annual earnings were \$170.84 | About 35% (11,535) of First Year Life Changers earned income and the average annual earnings were \$348.14 | | | | | | | | | | | |
| Top 10% (3,294) of Life Changers who earned, earned an average of \$13,965.51 annually | Top 10% (1,153) of First Year Life Changers who earned, earned an average of \$2,081.68 | | | | | | | | | | | |
| Top 1% (329) of Life Changers who earned, earned an average of \$115,189.59 annually | Top 1% (115) of First Year Life Changers who earned, earned an average of \$6,916.31 | | | | | | | | | | | |
| <p>What if it doesn't work for me?</p> | <p>You may cancel your Preferred Customer or Life Changer account at any time. Life Changers may return the Business Starter Kit, any product, or marketing materials purchased within the last (6) months as pursuant to TLC's Policies and Procedures. Please email tlccompliance@totallifechanges.com for further assistance.</p> | | | | | | | | | | | |

