



TOTAL LIFE CHANGES®

Presents

U

L.E.A.R.N

Leadership, Earning, Attraction, Retention, & Networking

Develop a Recruiting Mindset

Hosted by

Rosa Gonzalez



Guest Speaker

Jason Rodriguez

Video and additional tools are available at: TotalLifeChanges.com/Training

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Develop a Recruiting Mindset

Recap of Previous Trainings:

Warm Market v. Cold Market

Focus: Productive Activities

What is your recruitment goal?



Warm Market

- Contact List
- Business Launch
- Referrals
- Sell to Recruit



Cold Market

- Learn to Network/Build Relationships
- Ask the Right Questions
- Work in Ideal Spaces to Find Prospects



Social Media

“People do business with people they know, like, and trust.”

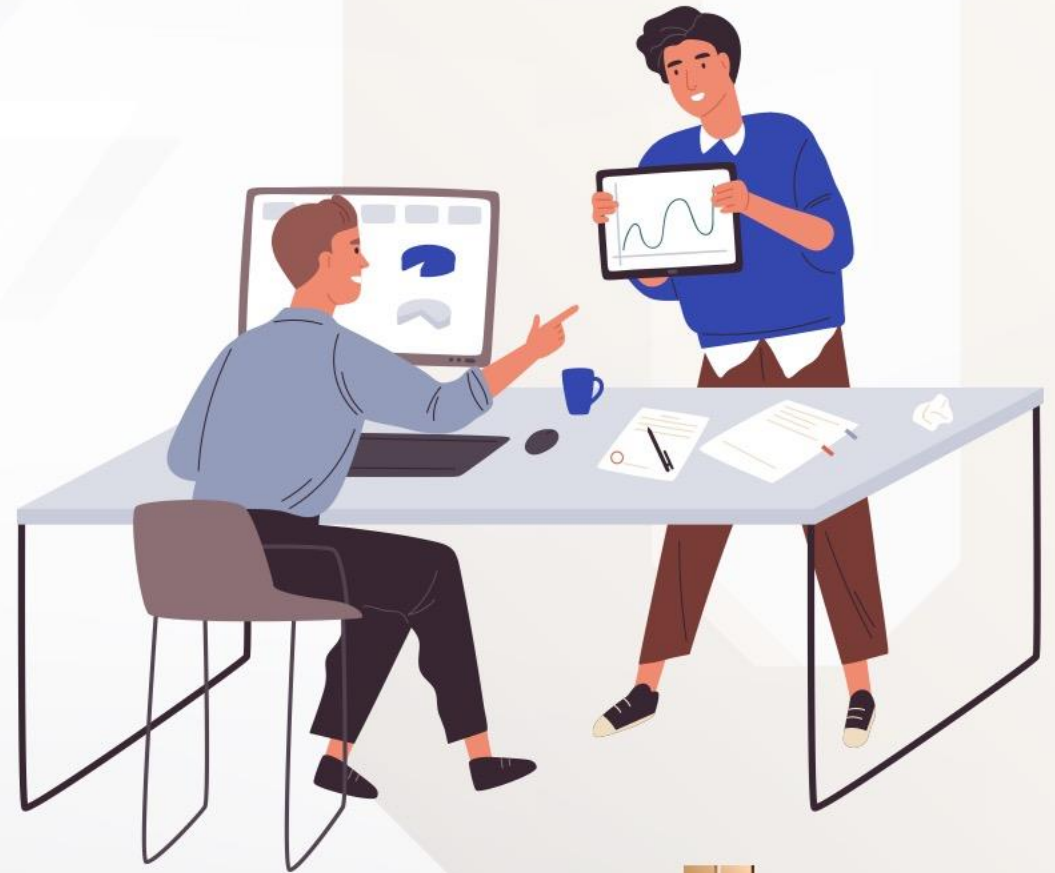
- Post results regularly and call to action.
- Consistency is key.
- Look for ways to maximize your numbers.
- Learn to send out messages to prospects.



What should you do with your new business partner?

- Recognition
- Community
- Education
- Result
- Duplicate

"It doesn't matter what works. It only matters what duplicates."



Know Your Numbers

Out of 10 hot prospects, 1 or 2 make the decision to enter.
20% of the team does 80% of the work.
For every 100 messages you send to prospects, 1 to 3 people will enter.
Of every 10 people you invite to a presentation, 3 on average will show up.

Leadership

"Work on your leadership and personal growth to achieve a lasting business over time."



**There will be NO TRAINING on
February 15!**

**Please take next week to review any
previous trainings you may have missed!**

Video and additional tools are available at: TotalLifeChanges.com/Training

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ZETTA CRAWFORD
Regional Director



JHENDRY DEL RIO
Executive Director

FEBRUARY 22 | 8 P.M. ET

SUCCESS STORIES



BRAD BICKETT
Director



GARINE DALCE
Regional Director

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TotalLifeChanges.com/ULEARN

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MARCH 3, 2023



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