



TOTAL LIFE CHANGES®

Presents

U

L.E.A.R.N

Leadership, Earning, Attraction, Retention, & Networking



Hosted by

John Licari

Boot Camp Topics Discussed

- Warm Market vs. Cold Market
- Daily Method of Operation (DMO)
- Social Media & Attraction Marketing
- Leverage T15DC \$25K Contest
- Referral Posts



Guest Speaker

Rose Alvarado

Video and additional tools are available at: TotalLifeChanges.com/Rank-Up-Tools

Referral Posts with **Attraction Marketing**

What is a referral post?

- A curiosity post that your warm/cold market customers/prospects do for you on their social media platform

What does it do?

- Creates leads/Customers
- Builds your social media following & network
- Builds your confidence to talk to people about the opportunity



Let's Get Started

Power Hour

- Create your list of 50
- Start with your warm market
- People that have tried the product
- Cold market: social media friend list



How to ask people to do a post for you

It hasn't even been 2 weeks yet and I'm already noticing and feeling a difference! My bloating has gone way down and I'm not as hungry as I usually am and I'm feeling lighter too! Love drinking this.



Tried the product



REFERRAL POST SCRIPTS
(ROSE ALVARADO)

HOW TO ASK SOMEONE FOR A REFERRAL POST:

Create a list of 50 people on social media. Send the first initial message. Don't respond to anyone's message until you have sent an initial message to all 50 people. (Copy and paste to send your messages out quickly!)

♥ First Message:

Hey there! I hope you're doing well! I have a favor to ask.....🙏

(Wait for response)

♥ Second Message (after someone asks what the favor is):

Great! So I started drinking this tea _____ **(Fill in the blank with a period of time: a few weeks ago, a month ago, a year ago, etc.)** and lost _____ lbs! **(Fill in the blank with how the tea has helped you!)** I love how much it's been helping me, so I decided to start sharing it in hopes that it would help others feel good, too! Plus, it helps me make a few extra \$\$, especially now that the cost of everything is going up!

I don't want to ask you to buy anything from me, but I do want to ask if you would be willing to do a referral post for me. 🙏 Right now the Facebook algorithm isn't the greatest, so I just need help getting the word out. You'd be helping me out so much. Plus, you could earn a free tea! If you're willing to help, great! If not, no worries. Hope you enjoy the rest of your day!

♥ Third Message (if someone says yes):

Awesome! Please post this with the pic of the tea. Don't tag me on the post. If anyone asks what it is, just say, "My friend Rose Alvarado will get you more info." That's it. I'll take care of the rest. Thank you so much for helping me! For every 4 people who order, I'll send you a free bag of tea! Post this:

🙏🙏🙏

I can't believe the results my friend saw from drinking this tea! She says it works wonders. I can't wait to try it, especially after the holidays!

(Give them a picture of the product to post.)

I've heard so many great things about this and seen my friend get great results. I'm excited to start drinking this in the new year! I got goals!

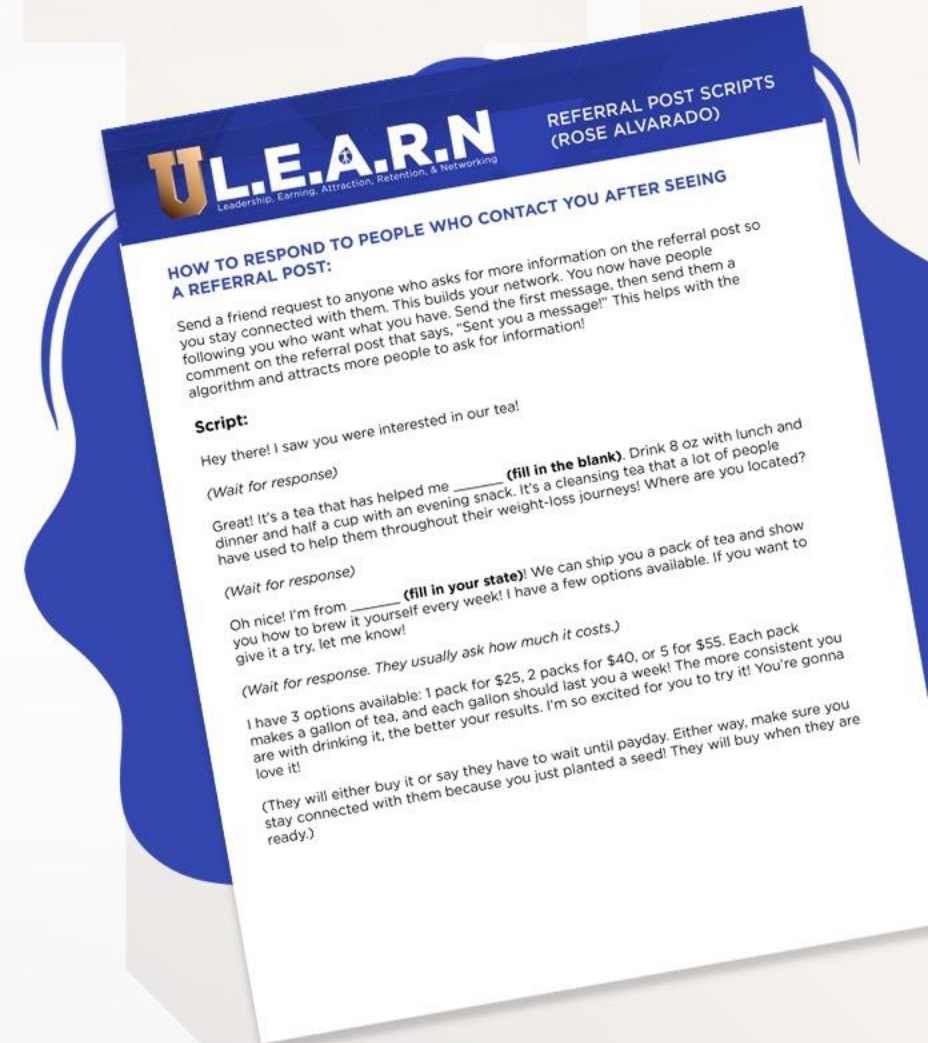


Have not tried the product



How to respond to prospects on referral post

- Make sure to send friend requests, so it builds your network
- Now you will have people following you because they want what you have
- Send a message. Never answer questions on post



Success Stories from Referral Posts

Brad Bickett

Before Referral Posts

- Selling about three tea orders a month and averaging \$45 profit
- 1-2 preferred customers a month

After Referral Posts*

- Selling about 100 tea consistently a month and averaging \$1500 profit
- G5 qualified 5x within 2 weeks, Top Retailer of the week, Top Retail Retention list a month later



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*Referral posts are not a guarantee of success. Results may vary and will be based on individual effort, aptitude, business experience, knowledge, and level of aspiration.

Success Stories from Referral Posts



Nancy Teran

Before Referral Posts

- Averaging about 2 customers every 2 months, making \$30 profit

After Referral Posts*

- Sold 9 tea orders her first 24 hours of doing referral posts (\$135 profit)
- Sold 43 teas her first month (\$645 profit)

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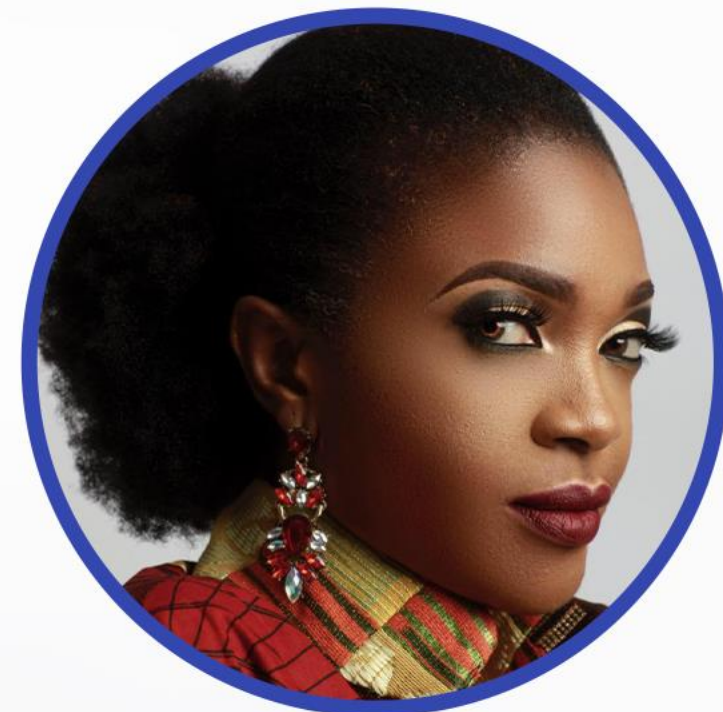
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CUSTOMER RETENTION

January 18
8pm ET

Register today at
TotalLifeChanges.com/ULEARN

Hosted By
EVAN BRENGMAN



OMONI OBOLI





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