



TOTAL LIFE CHANGES®

Presents

**U**

**L.E.A.R.N**

Leadership, Earning, Attraction, Retention, & Networking



# Recruiting in 2023

Hosted by  
**Scott Bania**



Guest Speaker  
**Sheila Monique**  
Global Director

Video and additional tools are available at: [TotalLifeChanges.com/Training](https://TotalLifeChanges.com/Training)

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# Recruiting in 2023

The FUNdemantals... network marketing is meant to be FUN!  
But it is netWORK marketing.

## Your Mindset

Before you recruit, reestablish your own belief.



Attitudes are contagious. Is yours worth catching?



# Complete the Assignment

## Your 2023 Goals

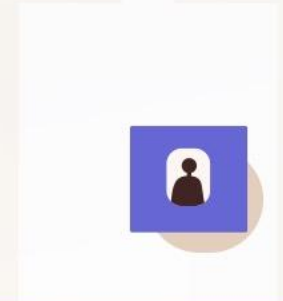
- Top 10 reasons you joined Total Life Changes
- Circle your Top 3
- Health, Business, and Income Goals



# Recruiting in 2023

## Before You Can Recruit

- Have you done the work?
- Do you have a product testimony?
- Financial Testimony?
- Are you ready to manage and mentor a team?



# Approaching People

## The 3-Foot Rule

How do I approach someone, and what do I say?



# How to Present the Opportunity

Short, exciting conversation.

Keep it simple.

Provide a realistic income success story.





# Online & Offline Opportunity Calls

## Company Background

Story & Vision

## The Products Work

Testimonies

## Top 3 Products - Lose Weight and Feel Great!

NutraBurst

Iaso Tea

NRG

## Earn While You Learn

Share your personal testimony

## Make a Decision

Get started now for about \$100

Free eCommerce Website

Customer Service Team





# Three Types of Prospects to Recruit

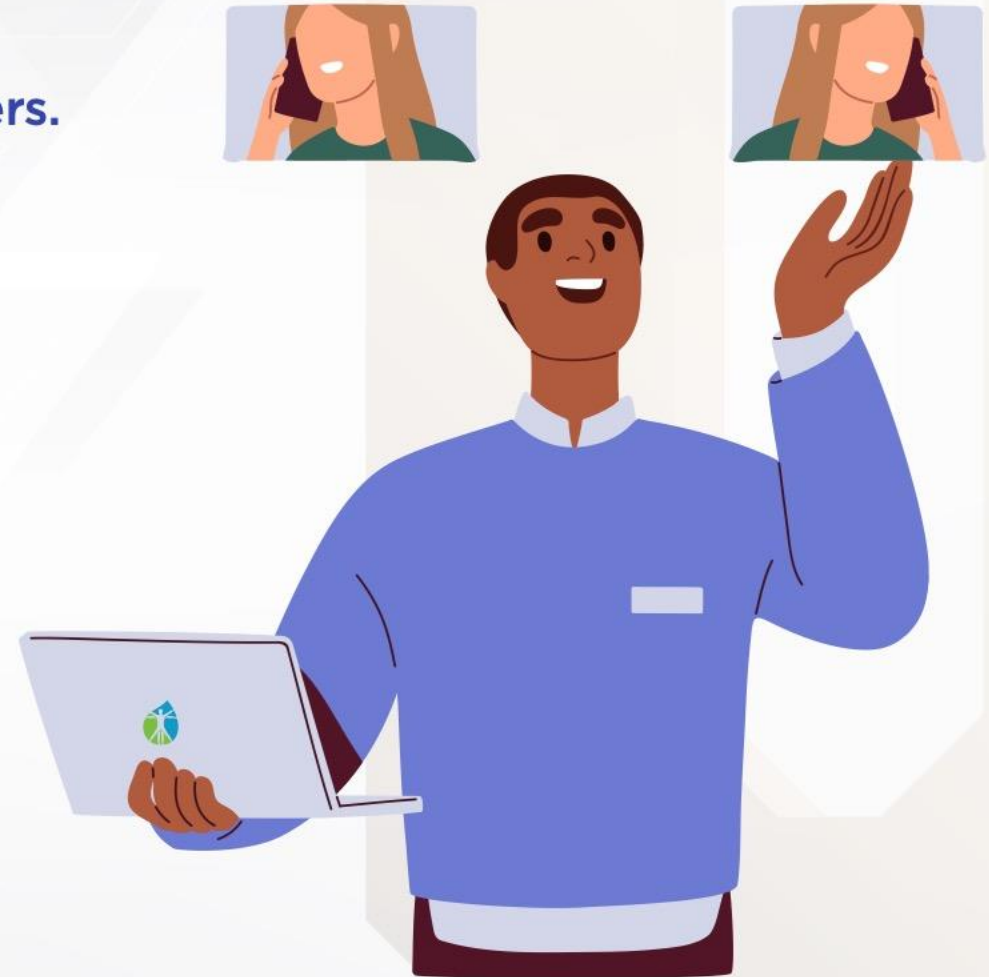
1. Upgrade from a Preferred Customer to a Life Changer
2. Direct Recruit
3. Referral from someone



# Building with the Power of Two

Get your 2 and help each of your two LCs get 2.  
Duplicate it four times for a team of 30 Life Changers.

**Getting to Regional Director...**  
**Staying at Regional Director**  
Help develop Directors



# Onboarding New Life Changers

Recognition on Social

Review their completed Purple Book

Help every new LC get their first two LCs

## Start with 100 Names

Have new LCs go through their phone or social and create a list of 100.

Ask them, If I had a way that could drastically change their health and their wealth, would you be interested in getting on a call/zoom and learning more?





# Referral Bank

Get new customers  
Get new teammates  
Get referrals

## Set Your Intentions

Names and Numbers from Referrals.

“I can make all this money from these names (referrals) or we can make it together. Which one would you prefer?”



# Begin the Assignment

- **Get your Mind Set**
- **2023 Goals**
- **Begin and share your product (progress) testimony**
- **Get two new Life Changers. Onboard them. Help them get two new Life Changers**
- **Share the opportunity often**
- **Recognize your product progress and your team building on social media**





# Duplicate the Assignment

- Focus on coaching and mentoring new Life Changers to the Director rank.
- Set your goal of getting to Regional Director rank and stay there consistently.
- Keep coaching, supporting, and encouraging your team.
- Create at least one Regional Director and reach National Director rank.





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**FEBRUARY 8 | 8 P.M. ET**

**DEVELOP A RECRUITING  
MINDSET**

Register today at  
[TotalLifeChanges.com/ULEARN](https://TotalLifeChanges.com/ULEARN)

Hosted By  
**ROSA GONZALEZ**  
Director of International Relations



This Week's Guest:  
**JASON RODRIGUEZ**  
Global Director

# Discover



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DIRECTOR - GLOBAL DIRECTORS

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10:00 AM - 9:00 PM  
MARCH 3, 2023



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