



TOTAL LIFE CHANGES®

Presents

# U.L.E.A.R.N

Leadership, Earning, Attraction, Retention, & Networking

# BE A PRODUCT OF THE PRODUCT





*"My experience with the original laso® Tea was very pleasant and gentle, but it gave me results. I noticed less bloating and improvement in my skin, and I don't feel heavy, even after a meal ... The product is gentle to the body, but it works!"\* Yolanda lost 42 pounds in eight months.\*\**



*"A while back, I adopted bad eating habits and was a little overweight. I didn't like the way I looked and felt. I made the decision to be consistent with my laso® Tea by drinking three glasses a day, reducing my sugar intake, and exercising. I saw results in my first week ... I have continued to consume the tea along with more TLC products and have been able to achieve a more ideal physique and a healthier lifestyle."\* Jason lost roughly 10 pounds in one month.\*\**

\*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease. Not intended for use by children. If you are pregnant, nursing, or taking medications, consult your physician prior to use.

\*\*Individual results are not guaranteed and may vary from person to person. Taking TLC Products is not a substitute for a reduced-calorie diet and exercise if you are trying to lose weight. You should always consult a physician before starting any weight loss or fitness regime.

# TAP IN TO THE 25X SYSTEM

## Pick a Pack

### QUICKSTART

#### 5 Pack



Invest \$55

Sell for \$25 Each

Earn \$125

**Profit \$70**

### BEST VALUE

#### 25 Pack



Invest ~~\$274.95~~ \$225

Sell for \$25 Each

Earn \$625

**Profit \$400**

### MOST POPULAR

#### 10 Pack



Invest \$110

Sell for \$25

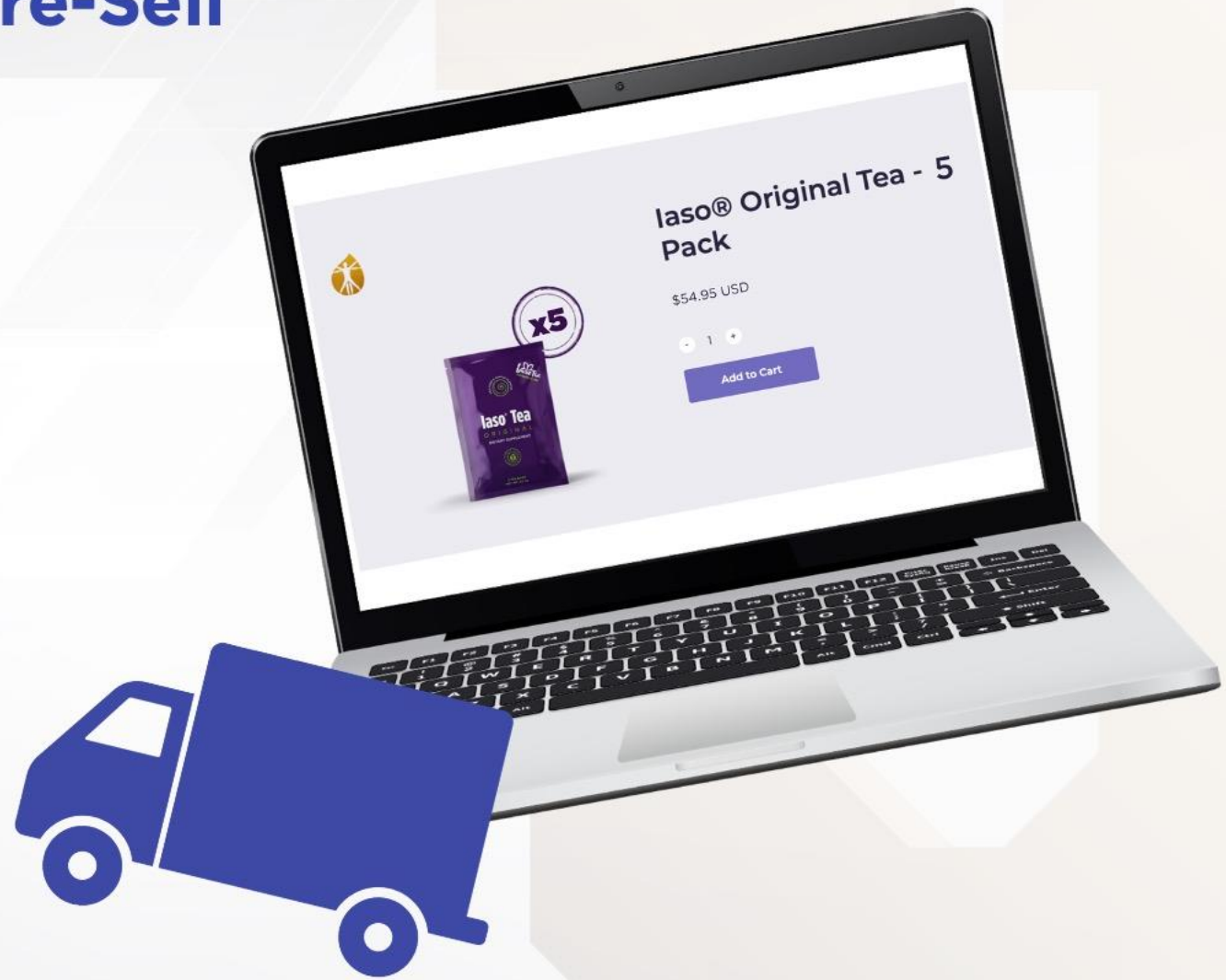
Earn \$250

**Profit \$140**

# TAP IN TO THE 25X SYSTEM

## Pre-Sell

- Get 2-3 paid commitments to a one-week supply of laso® Original Brew Tea for \$25 by Thursday morning.
- Place an order for the 5-pack of laso® Brew Tea by 3 p.m. eastern Thursday
- Deliver their one-week supply of laso® Brew Tea on Monday



# COMMUNICATION IS CRITICAL FOR SUCCESS

**If you aren't telling you aren't selling!**

**Introducing new people to the tea  
online and in-person**



# BREWING UP SUCCESS

**\$25**  
1 Gallon



or

**\$25**  
10 Sachets



# THE SALES CYCLE



- **First-time purchase**



- **Second-time purchase**



- **Third-time purchase**



# PROSPECTING EXISTING BREW TEA CUSTOMERS

- Explain they can join as a Life Changer and receive 8 packs of tea.
- Sell 4 for \$25 each  
Earn \$100
- Consume 4 and sell 4 for \$25
- Two-month supply for the price of one.

**\$54.95**



**+**

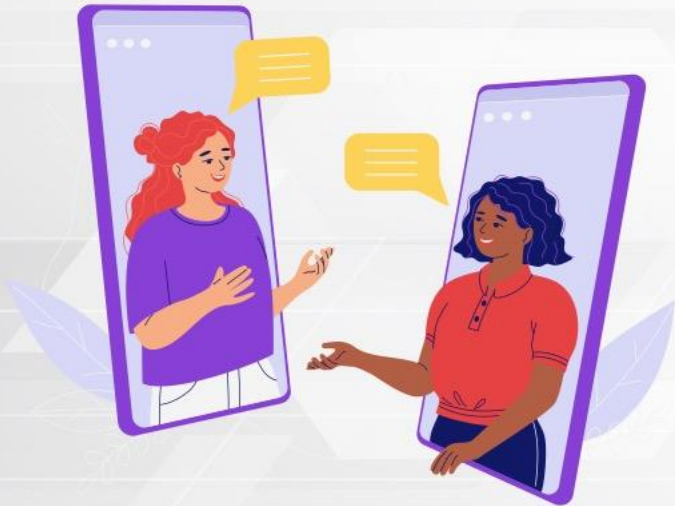
**\$59.95**



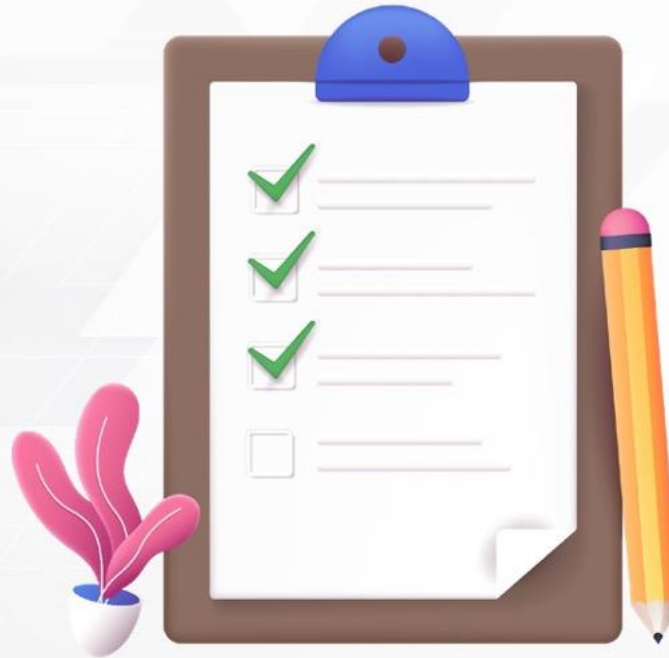
**\$114.90 Total Investment**

# DUPLICATING 25X

## Onboarding New LCs



## Providing the Assignment



## Recognizing Achievements





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