



TOTAL LIFE CHANGES®

Presents

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

Leadership, Earning, Attraction, Retention, & Networking

# MINDSET Mondays

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SEPTEMBER 4, 2023

## **THIS WEEK'S HOMEWORK:**

Enroll 1 new Life Changer.

**YOU**



**LIFE CHANGER**

- 1 - Cold Calls
- 2 - Social Media Posts
- 3 - Referrals
- 4 - Home Parties/Small Meetings
- 5 - Preferred Customers

**Highest Probability**



**Lowest Probability**

# Converting Buyers into Builders



# Where to Begin

- It all starts with communication and a natural progression
- Offer people one-week supplies of products for \$25
- Triple-check that they know how to make it, when to take it, and what to expect
- What should they expect as a result of consuming the product?



# Creating Happy Customers

- Contact your 25X customers before they run out of products
- Find out what did they liked most
- Provide excellent customer service



# The Next Offer

(10) Instant Teas for \$25



- The Goal: Create a Community of Satisfied Preferred Customers
- Offer the Savings and Convenience of a SmartShip

Mix & Match



(1) \$25



(2) \$45



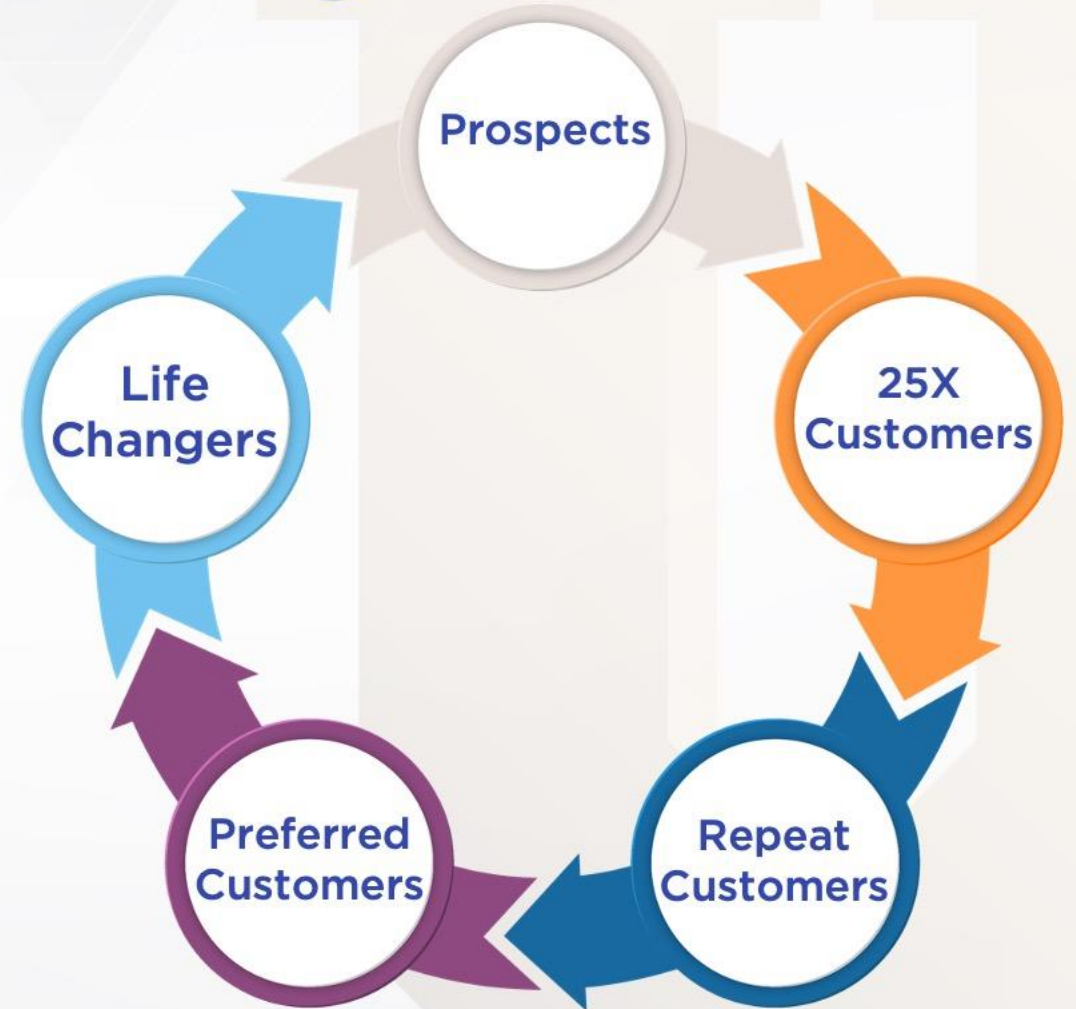
(5) \$54.95

As a Preferred Customers



# If You Aren't Telling, You Aren't Selling!

- The Assignment: Enroll (1) Life Changer
- The Natural Progression
- Referrals Fuel Your Funnel







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