



TOTAL LIFE CHANGES®

Presents

U.L.E.A.R.N

Leadership, Earning, Attraction, Retention, & Networking

**Your network marketing business is like
the grass, it's either growing or dying**



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

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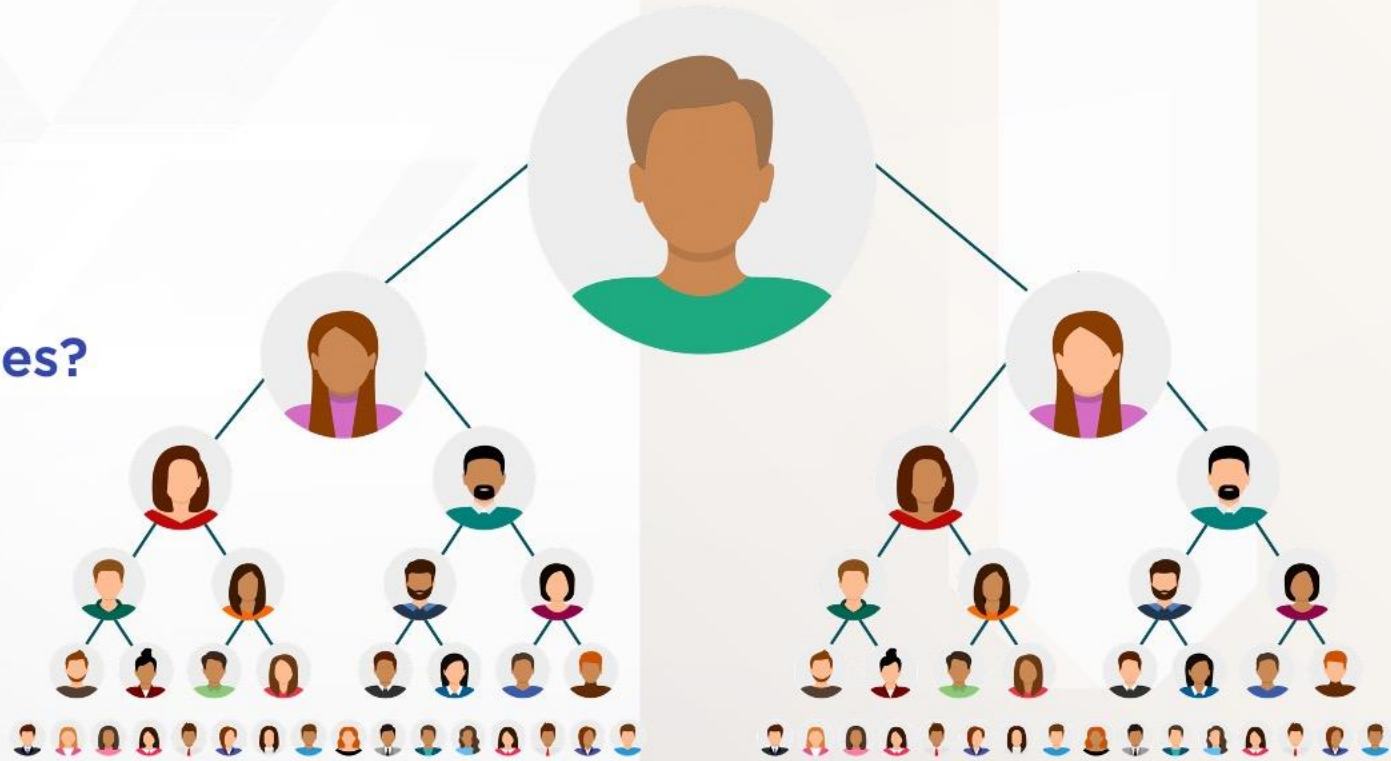
You constantly need new people in your business.



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Some of these new people could be in a place you never expected or forgot about

- How to find these people?
- What to say to them?
- What they should do if they say yes?



How to Find These People

- Inactive Member Reports
- Team Status Reports
- Customer Lists
- Old Commission Reports
(2nd level and beyond)
- Your Phone



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Members List

Team Status Report

New Life Changers in the Last 30 Days

Members List

Personally Sponsored Retail Customer Orders

Guest Orders

Team Retail Orders

Filters

This report displays your personal sponsored members. Use the filters to sort by customer type and if the selected members have made a purchase in the last 30, 60, 90 days, or 12 months.

Please note:

- Life Changers that fail to maintain their account active before their 12-month mark from their join date, their account will be flagged as abandoned & will be removed from your list.
- (N/A) Not Available: Preferred Customers & Product Influencers do not qualify for ranks.
- Product Influencers do not qualify for Smartship.

Members List

- Team Status Report
- New Life Changers in the Last 30 Days
- Members List**
- Personally Sponsored Retail Customer Orders
- Guest Orders
- Team Retail Orders
- Kits and Packs Sold
- Retail Items Sold
- G5 Qualifying Customers
- R5 Qualifying Customers
- Downline's Orders

Filters

Has Customer Purchased?	Show All
Customer Type:	Show All
Order History:	All

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G5 Qualifying Customers

R5 Qualifying Customers

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Filters

Has Customer Purchased?

Has Not Purchased

Customer Type:

Life Changers

Order History:

60 Days

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- Smartships
- Downline First Time Ranks
- Current Week Performance
- Rank Advancement
- Quick Reports
- Recent Activity List

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▲ Export To Excel

Drag a column header and drop it here to group by that column

ID	Full Name	Lifetime Rank	Recent Rank	Start Date	Last Order Date
4020000	Steve Davis	Affiliate	Affiliate	10/6/2022	10/6/21
4020190	Angela Cook	Tour Taker		9/29/2022	10/7/21
4020190	Anna Day	Tour Taker		9/29/2022	
4020190	Shirley Galbraith	Tour Taker		9/26/2022	10/7/21
4020190	Jeffrey Johnson	Tour Taker		9/12/2022	
4020190	Christina King	Affiliate	Affiliate	9/8/2022	11/8/21
4020190	Jeffrey Kubit	Associate	Associate	8/26/2022	9/10/21
4020400	Myraiah Stewart	Affiliate		7/25/2022	
4020190	James Oswald Fox	Affiliate		7/19/2022	9/13/21
4040190	Shawna Smith	Tour Taker		6/2/2022	6/2/21

What to Say to Them

- Start a conversation that does NOT involve business first.

“How have you been? What have you been up to? How is your family?”

- Be honest with them.

Example:

“I apologize I have not spoken to you in a while. I knew you had stopped ordering but I figured you missed an order or had personal matters. I stopped paying attention to my business like I should and didn’t realize you had gone inactive.”



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Getting Back to Business

“The reason I am reaching out is that I have decided to go hard in my TLC business and focus on attracting new people into my business. I thought of you today and wanted to see if you maybe might be interested in getting re-engaged with me and we could do it together.”



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DISCUSS ALL OF THE NEW OPPORTUNITIES AT TLC



More Great Things are Coming!

- Black Friday Week Begins November 20th
- New Products Coming Soon
- New Year's Resolutions Season
- Retreat Challenge Contest & Reward Trip
- New Lower Ring Lifetime Earnings Awards



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What They Should Do

- Place an order!
- Reach out to their inactive LCs and see if they are interested in re-engaging
- Reach out to their old customers and let them know they are back!
- Implement the 25x lead-generating strategies and start getting new offline and online customers
- Check out some basic trainings in the ULEARN library

**Most importantly,
they should have FUN!**



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What They Can Expect

Getting active now puts them in great position to create momentum before Black Friday Week

25X is allowing LCs to acquire more weekly customers with a try-before-you-buy mentality

Instant Teas for \$25



Mix & Match



\$25



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Networking is Numbers

IF THEY SAY NO

- It's ok! Thank them for their consideration and let them know that if they ever reconsider to please reach out. BUT. Don't forget to ask them:

“By the way do you know anyone that might be interested in TLC products or possibly the opportunity to earn an extra income on their time and their terms”

- Referrals are Fuel for Your Business



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