



TOTAL LIFE CHANGES®

Presents

U.L.E.A.R.N

Leadership, Earning, Attraction, Retention, & Networking

The Sorting Process

Existing Life Changers vs New Life Changers

Ask Yourself if They Are:

- Willing
- Coachable
- Hungry

Willing

Coachable

Hungry



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

Ghosting You



Interested & Engaged



Extremely Prepared



1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |

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Time to Sort!

Are They Willing?

To put in the time and effort

Are They Coachable?

Ready to listen, accept assignments, and work towards completing them

Are They Hungry?

They want to improve themselves and change the course of their health, finances and relationships.



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Your Role as Sponsor

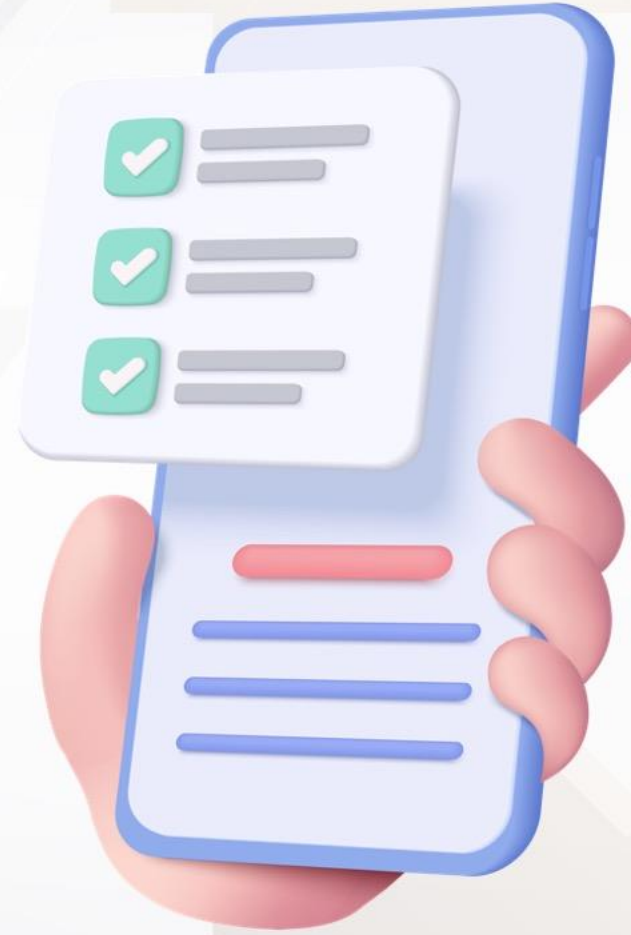
- Help Them Become Independent
- Problem Solvers
- Consistent
- Have a Big Vision
- Create Action



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How to Get Them Started

- Onboarding
- Provide Direction with Assignments (10 5 2 Activity)
- Give Them Challenges
- Use Stories and Recognition



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What are the Building Blocks?

- Conversation
- Presentation
- Enrollment
- Customers
- Core Rank (Director)
- Attending Events & Training



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10-5-2 Challenge

10

Inspire 10 customers to sample or purchase a week's supply of a product for \$25.

5

New Preferred Customers (G5)

2

Personally Sponsored Life Changers

Receive a \$50 10-5-2 Challenge Bonus



COMPETE

to retreat

CONTEST 2024



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