



TOTAL LIFE CHANGES®

Presents

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

Leadership, Earning, Attraction, Retention, & Networking

# Recruiting the Right People

# Finding & Sponsoring The Ideal Life Changer

## Desired Qualities of a Potential Business Partner

- Already highly motivated
- Very accountable
- Trustworthy
- Punctual
- Positive mindset/spirit
- Has a BIG why
- Willing, coachable, and hungry



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

# Where Should You Look?

- Social media groups
- Local community boards
- Sports venues
- Gyms and fitness classes
- Wherever you find yourself everyday.



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# How to Pitch the Opportunity

- Retail to recruit
- Small meetings
- Social groups



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# Game Plan and First Steps Toward Success

## What Should You Focus on First? Brand-New Life Changers

- Complete the Purple Book.
- Develop a personal testimony.
- Set up a SmartShip.
- Find your first three 25X customers (using your starter Kit).
- Focus on 10-5-2 activity.
- Get Binary Qualified.



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# What Are You Telling People to Do?

## Existing Life Changers

- Be a product of the product.
- Figure out your why.
- Get Binary Qualified ASAP.
- Set up a SmartShip.
- Complete the G5 Challenge.
- Get your G5 First 5 Bonus.
- Focus on 10-5-2 activity.
- Utilize The 15 Day Challenge.
- Follow the 25X System.
- Aim for 30 Days to Director.
- Join the 250 Club.

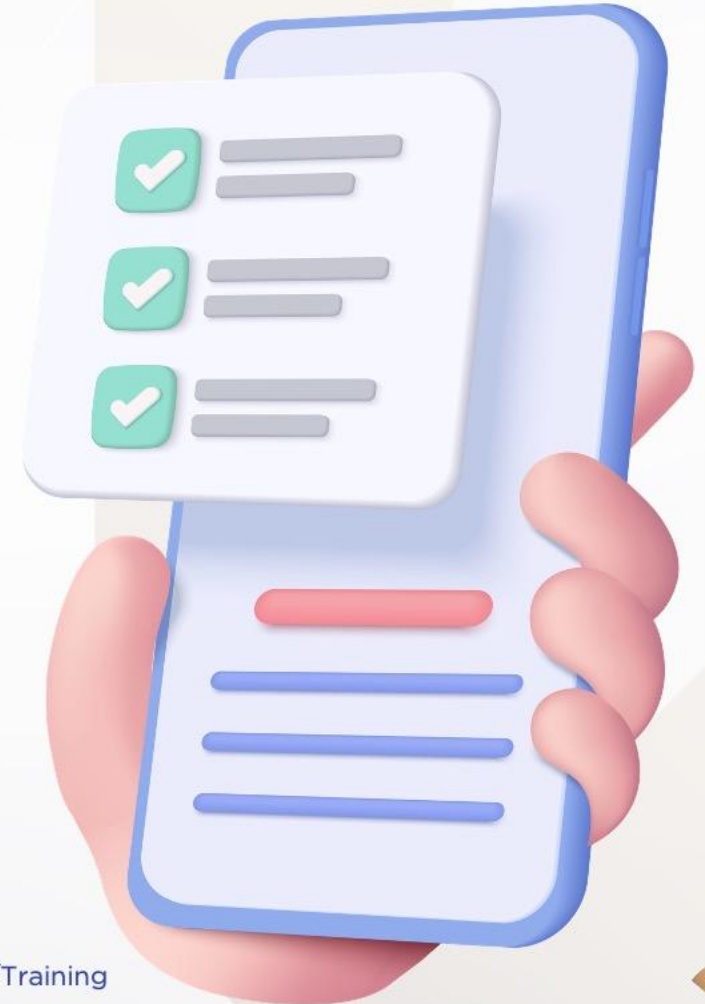


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# Characteristics of a Successful Entrepreneur

- Self-discipline
- Strong mindset
- Commitment
- Consistency
- Accountability
- Organization



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# Where Should We Consider Starting?

What is their WHY?



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## Step 1 - Personal Goals & Information

### Verify Your Account Information

Log in to your iOffice portal at TLC-iOffice.com and confirm that your profile information is accurate.

LIFE CHANGER ID: \_\_\_\_\_ PASSWORD: \_\_\_\_\_

Your unique website:  
[www.shop.totallifechanges.com/](http://www.shop.totallifechanges.com/) \_\_\_\_\_

Share this with potential customers and business partners.

### Set Up Your SmartShip & Become a Product of the Products

To manage your SmartShip, log in to your iOffice portal.

Select One

1 Product  2 Products  3 Products

### Your Business Goals

How many hours per week will you dedicate to growing your business?

Select One

0-10  11-20  20+

### Your Health Goals

Select One or More

Weight Loss  Mood & Energy  Improved Diet  Cleansing

Other: \_\_\_\_\_

### Write 10 Reasons Why You've Joined TLC

Circle your top 3 reasons.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

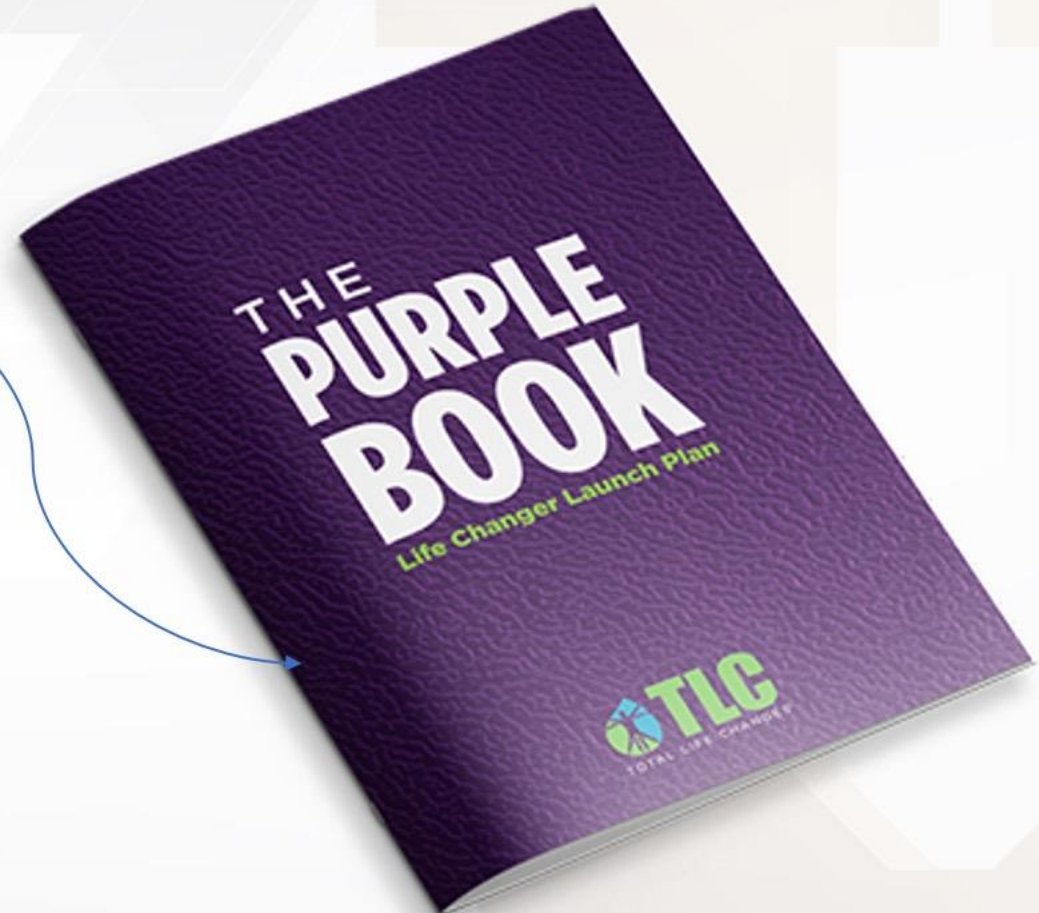
### Subscribe and Follow

Subscribe for Special Offers at TotalLifeChanges.com

Like & Follow @TLCHQ       

### QUICK TIP!

SmartShip is a convenient program that automatically ships your favorite products each month. Log in to your iOffice portal to set up and manage your SmartShip preferences.



STEP 1 | 3



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# Weekly Homework Assignment

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**May 17, 2024**

Sponsor at least 1 new Life Changer.  
Onboard them using the digital Purple Book!  
(<http://totallifechanges.com/TLC-Guide>)





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