



TOTAL LIFE CHANGES®

Presents

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

Leadership, Earning, Attraction, Retention, & Networking

# The Mentor Matrix

# How Do You Find the Right Team?

- Set goals and clear expectations.
- Create an exciting environment.
- Provide training and support.
- Utilize social media.
- Attend events.
- Offer incentives and rewards.
- Focus on building relationships.



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

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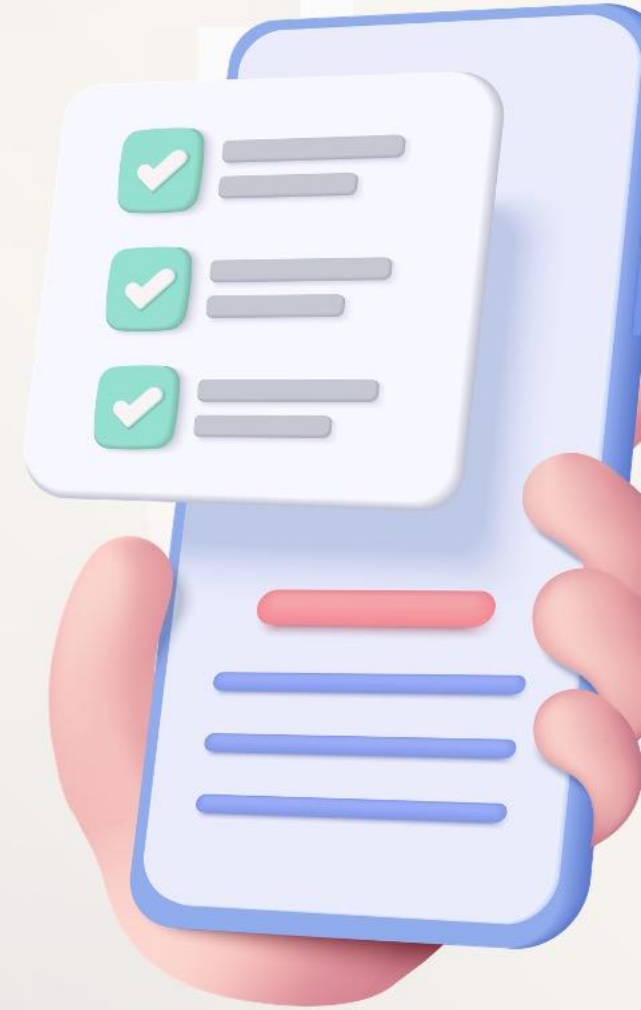
# Attributes

## Encouraging:

- Positive Reinforcement
- Authenticity
- Empathy
- Clarity
- Consistency
- Constructive Feedback
- Supportive Environment
- Celebration of Successes
- Inspiration
- Long-Term Perspective

## Discouraging:

- Negative Feedback
- Lack of Recognition
- Micromanagement
- Unrealistic Expectations
- Lack of Support
- Favoritism
- Blame Culture
- Lack of Communication
- Negative Attitude
- Unclear Direction



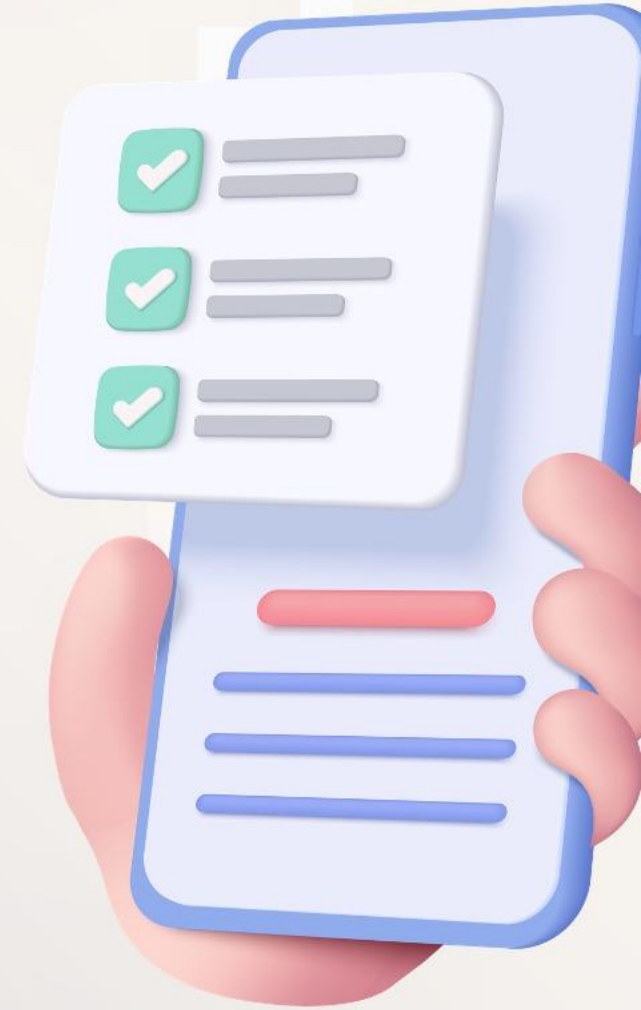
# Attributes

## Done It:

Accomplishment  
Efficiency  
Quality  
Initiative  
Persistence  
Adaptability  
Learning  
Collaboration  
Feedback  
Celebration

## Haven't Done It:

Procrastination  
Lack of Initiative  
Indecision  
Avoidance  
Perfectionism  
Fear of Failure  
Lack of Confidence  
Lack of Resources  
Overwhelm  
External Factors



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# Weekly Homework Assignment

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May 31, 2024

Follow up with a Life Changer you recently sponsored and help them set up a 30-day plan.



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