



TOTAL LIFE CHANGES®

Presents

U.L.E.A.R.N

Leadership, Earning, Attraction, Retention, & Networking



Invest
\$299.95



Sell
25 for \$25



Earn
\$625

REPEAT





2-3 Pre-Paid

Collect
\$50-\$75

Purchase a 5-pack \$55



Sell remaining



\$70 Profit



4-5 Pre-Paid

Collect
\$100-\$125

Purchase a 10-pack \$110



Sell remaining



\$140 Profit



12 Pre-Paid

Collect
\$300

Purchase **25X** pack \$300



Sell remaining



\$325 Profit

When you get customers to pre-pay for the one-week supply of tea, make sure you place an order for a 5-pack within two days of receiving payment to ensure timely delivery of the products.

The 25X System



Prospects



Anyone you could reach out to about the tea, including the contacts on your warm and cold market list!



25X MY FIRST 100 CONTACTS

COMPLETE THE LIST OF 100 PEOPLE FROM YOUR PHONE OR SOCIAL MEDIA THAT YOU WILL CONTACT ABOUT THE IASO TEA.

	Name	Phone #	Email or Social Handle	Date Contacted	Interested(Y/N)	Date of Follow-Up	Notes
1.	Steve Roge	586-547-2589	SteRo@gmail	01/05/23			
2.	John Toker	314-487-6781	JohnTk@gmail	01/15/23	N	01/18/23	Loves the tea
3.	Pennie Washington	486-784-3312	PenWash@gmail	02/03/23	N	02/06/23	
4.	Tony Strum	268-431-1134	TonyS@gmail	02/11/23	Y	02/14/23	Wants to become Life Changer
5.	Nick Rodriguez	784-148-2256	NickR@gmail	02/17/23	Y	02/20/23	
6.	Melly Johns	717-204-0870	MellyJo@gmail	02/22/23	Y	02/25/23	
7.							
8.							
9.							
10.							
11.							
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24.							
25.							

The 25X System



One-Week Supply
Repeat Customers



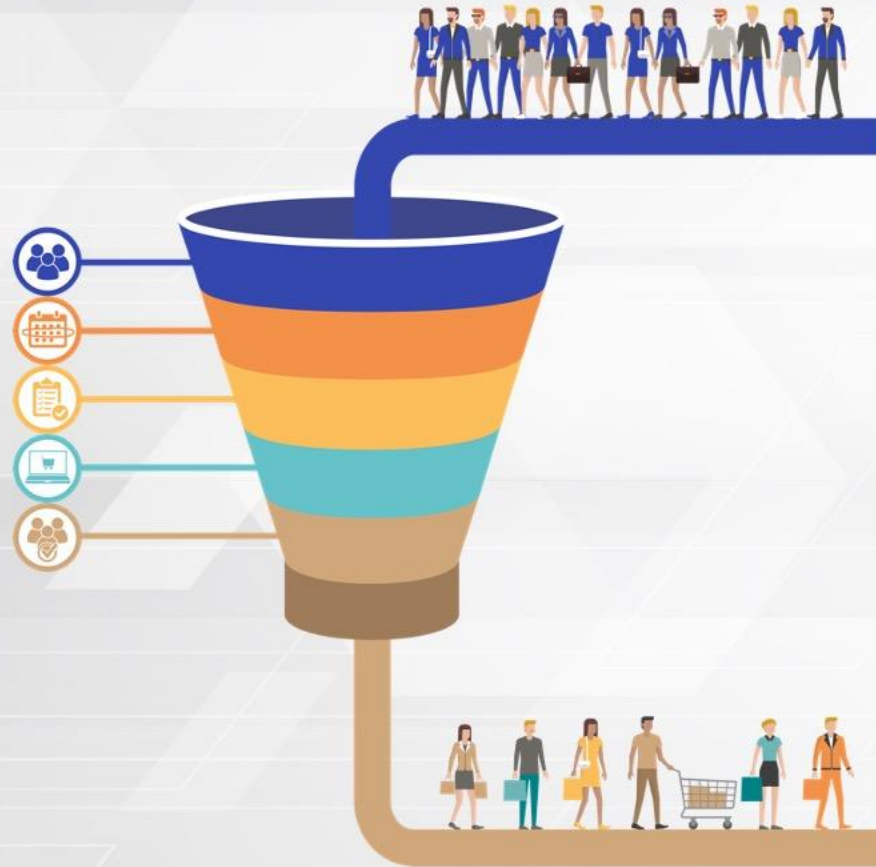
People who have bought one or more packs of tea using cash or cash apps



\$25



The 25X System



Many of your customers may become interested in promoting the product to help others and earn some extra money, too.

Personally Sponsored LCs



Anyone who joins your team as a Life Changer

(If someone has seen results from the tea and become a product of the product, or if they have sent you multiple referrals, they could earn by following the same simple system you did. Help them help others!)

Your Most Productive Week in Network Marketing

Analyze Your Business

How to have the most productive week in your business, for you and your team.

1. Look at your last week. How many new prospects did you create?
2. How many products did you sell (online/in-person)?
3. How many new customers did you acquire?
4. How many people were you able to expose to the opportunity; to learn about the TLC story?



The Size of Your Business

Where are you now, and where do you want to go?

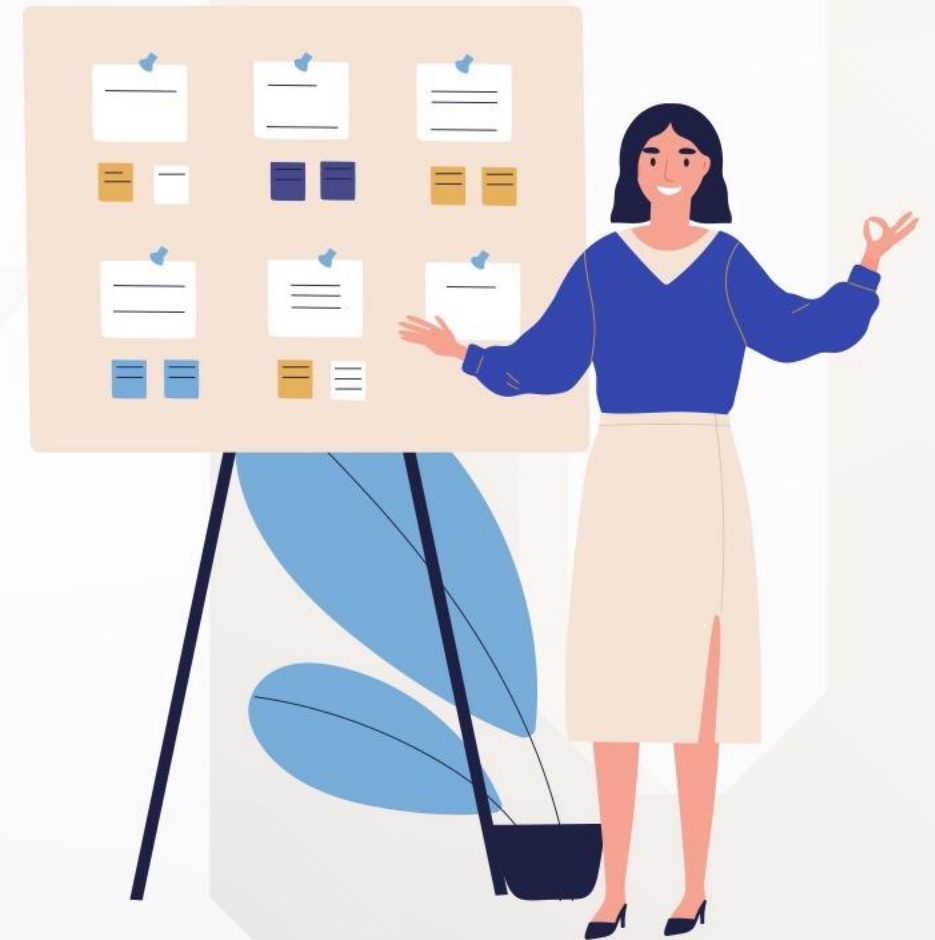
- Expose as many people as you can on a daily, weekly, and monthly basis. Give people the opportunity to hear the entire story, stop trying to explain everything to every single person.



Follow Up with Your Sales Funnel

Sort your prospects and take action. Follow up and offer products or explain how they can get started.

- Some-time. Part-time. Full-time.
- Manage your time and plan accordingly
- Plan for and act on income-producing activities on a daily, weekly, and monthly basis.



NetWORK Marketing

Building a list as big as your dreams.

Memory Jogger = Warm & Cold Contacts x Referrals

- List of 100 x 5 referrals from each contact = 500 to get in front of the story
- What would your organization look like in the next 90 days if everyone took action and launched or re-launched their business with intention and followed a system?



Time is Everyone's Most Valuable Commodity

Stop Wasting It!

Who are you recruiting?

- If someone joins ONLY because they know you, or like you, and trust you, they joined for the WRONG reason. You are likely wasting everyone's time.
- Look to run with three of the right people per year for three years and your chances of building a successful organization increase dramatically, because they are launching their business and using a system to grow their business.



Navigating the Road to Success

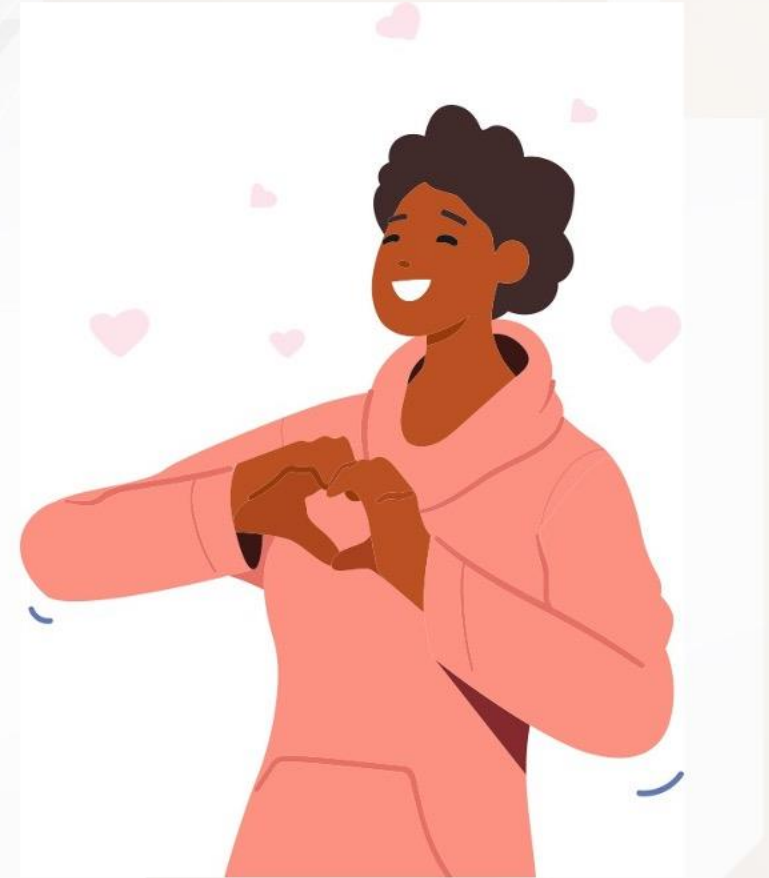
Amateurs try to CONVINCe people while Professionals SORT.

- You are more likely to have greater success by sorting through people to find those that are looking for you at the right time in their life.
- Determine if they are only looking for your products or if they are open to an opportunity to promote the products and earn a supplemental income.



Why Are You Doing This?

- Necessity/Survival
- Replace a lost salary
- Add extra income to support your family
- Provide greater opportunities for your loved ones
- The ability to give back to your community, support other family members



If your reason for doing this is really not that big, then you are not going to do big things!