



TOTAL LIFE CHANGES®

Presents

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

Leadership, Earning, Attraction, Retention, & Networking

# Is Your Network Marketing Business Where You Would Like It to Be?

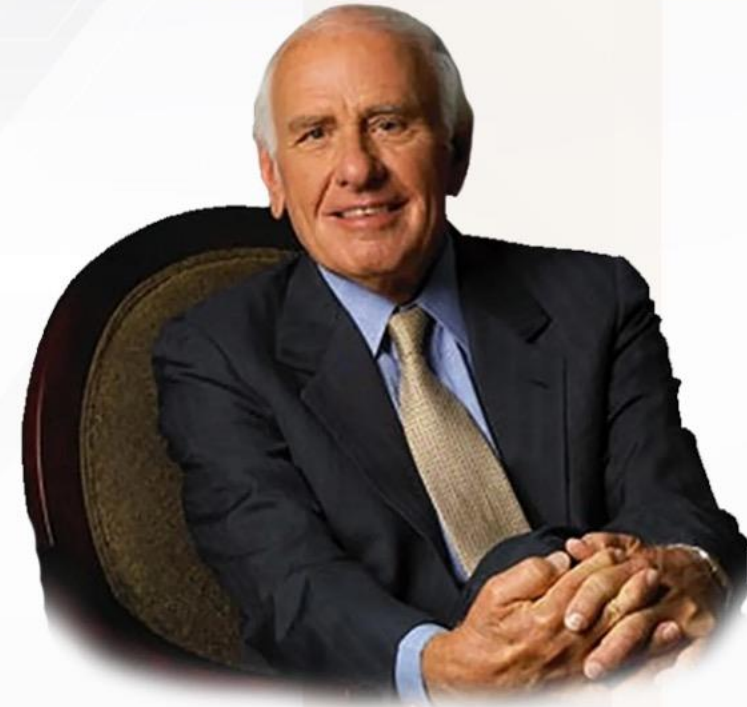
## So what's the problem?

1. Bad Economy
2. Everyone is lazy/nobody wants to work
3. Too many distractions
4. Competition from other Companies and other opportunities
5. The compensation plan is too hard
6. They discontinued my team's favorite product
7. Network Marketing is harder than I thought
8. Can't find any more people (cold market)
9. Staying active costs too much
10. My leader won't help me/I feel alone

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

# 10 Reasons Why People Are Struggling

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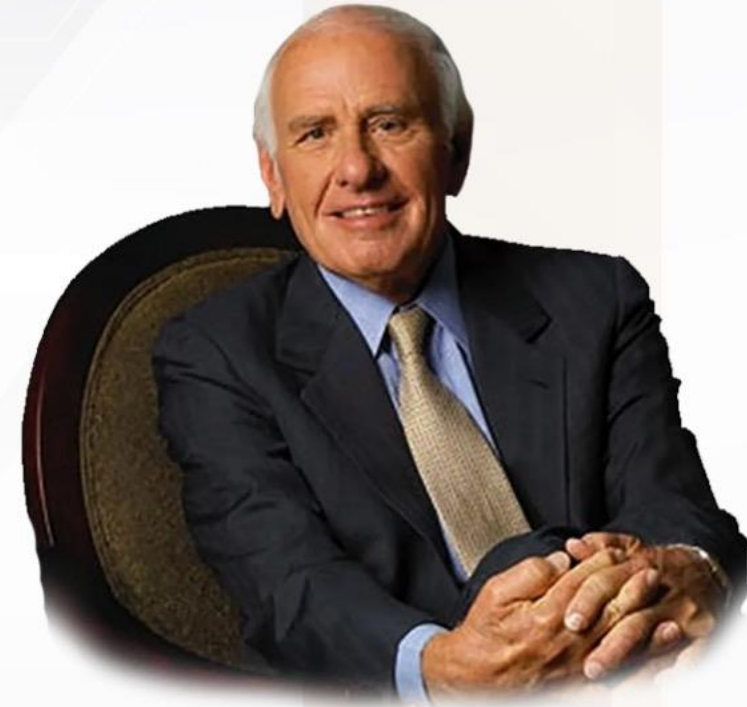
***Jim Rohn***

**Posed a similar question over 20 years ago**



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***“Everything rises and falls on leadership.”***

***John Maxwell***

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# 3 Rules of Leadership

- Can you help me?
- Can I trust you?
- Do you have my back if something goes wrong?



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# The Life Changer Landslide

- Thousands of new Life Changers joined in September
- Thousands of those same Life Changers became inactive in October

**How do we account for the tremendous drop-off?**



# What happened during those 30 days that made them decide to quit?

## What didn't happen?

- Didn't get onboarded
- Didn't make any money
- Didn't get recognized
- Didn't set up SmartShip



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# Are You Providing a Roadmap?

What are you using to onboard new Life Changers?

## Their First 30 Days

- The Purple Book defines their why, and their goals
- Show them how to make money right away with 25X sales
- Give them hope, direction, and recognition
- Explain G5 and the \$100 bonus in the first 30 days
- Encourage them to set up a SmartShip

**\$75**



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# The Purple Book

## Step 1

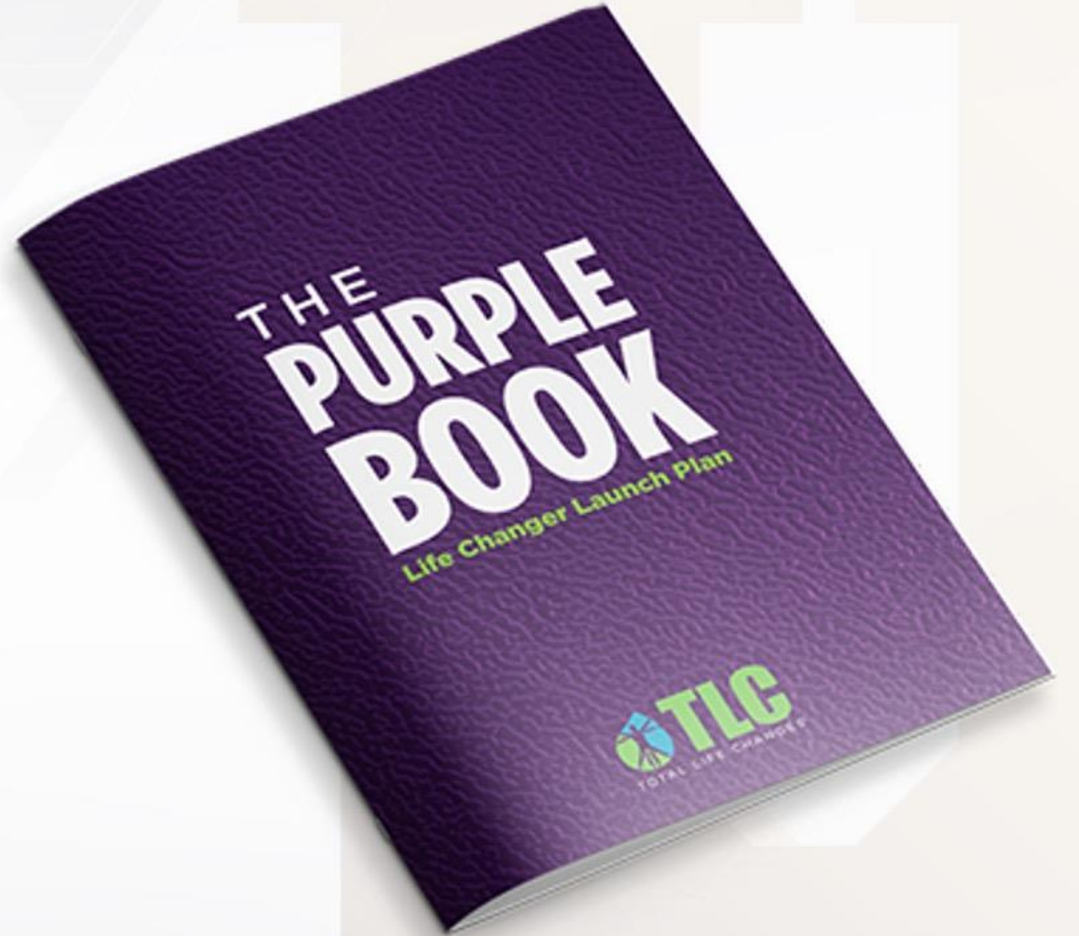
- Personal Goals & Information

## Step 2

- Mobile Apps & Product Education

## Step 3

- Contact Your Sponsor & Set Your Goals



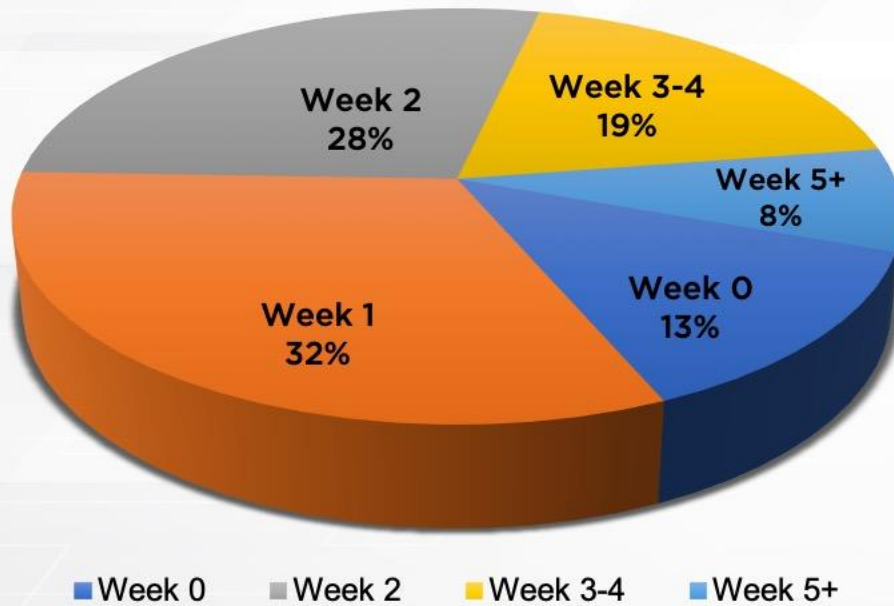
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# The 25X Customer Sales Cycle



Number of Week Supplies Purchased Before Becoming a Preferred Customer



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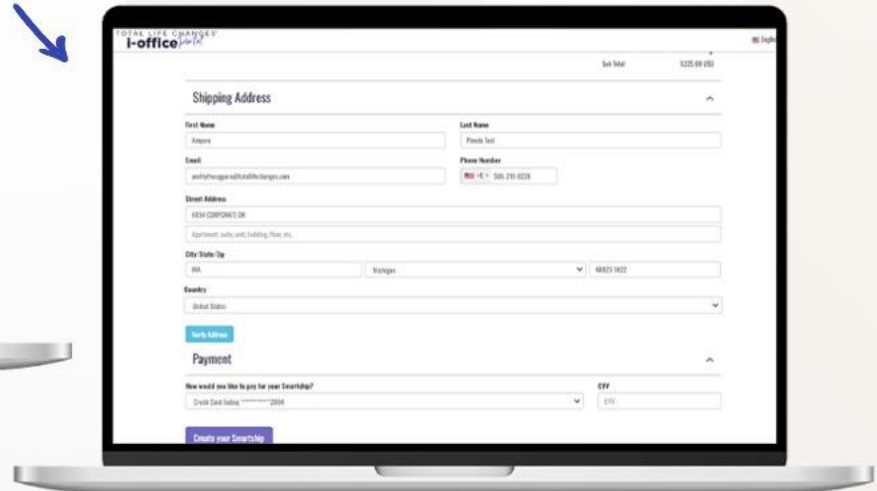
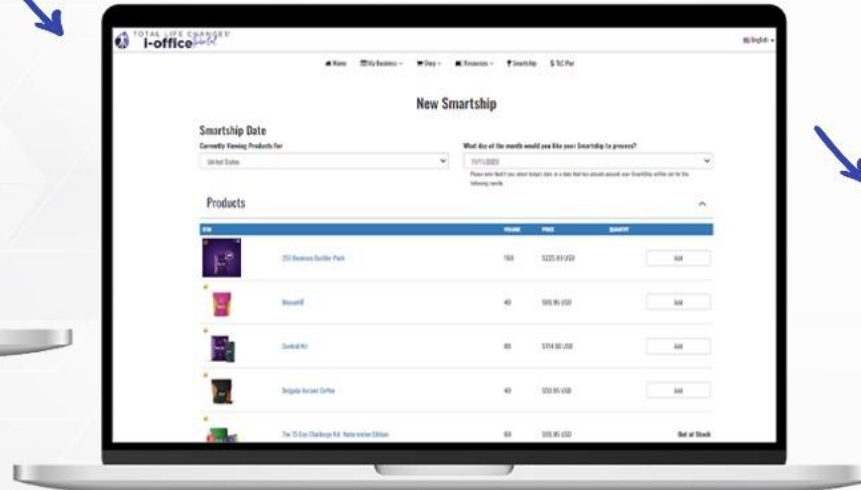
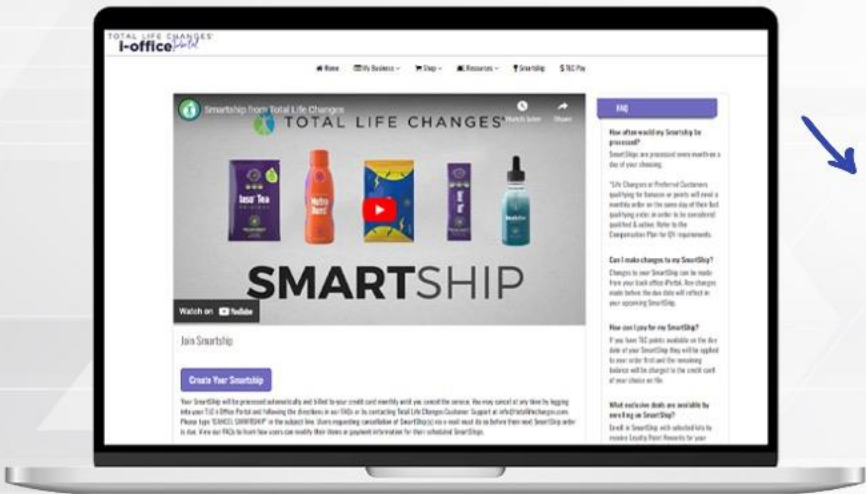
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# G5

- 1. Your first 5 retail customers..... **\$100 Retail Bonus (minimum)**
- 2. G5 Bonus..... **\$50 G5 Bonus**
- 3. New Life Changer G5 Bonus..... **\$50 New LCs G5 Bonus**  
**\$200 Total**

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

# Encourage Them How to Set Up SmartShip





# Show Them How to Make Money

- Breakdown the products into smaller quantities of one-week supplies
- Brew Tea, Instant Teas, and Delgada for \$25
- Focus on 25X Customers and Follow Up to convert Preferred Customers



Week Supply of laso® Tea for \$25



10 Instant Tea Sachets for \$25



5 Delgada Sachets for \$25

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# Duplicating 10-5-2

- **Communication is Key**
- **Follow up with 25X Customers and Preferred Customers**
- **If you do a good job of that you will inspire at least (2) to Join as a Life Changer**



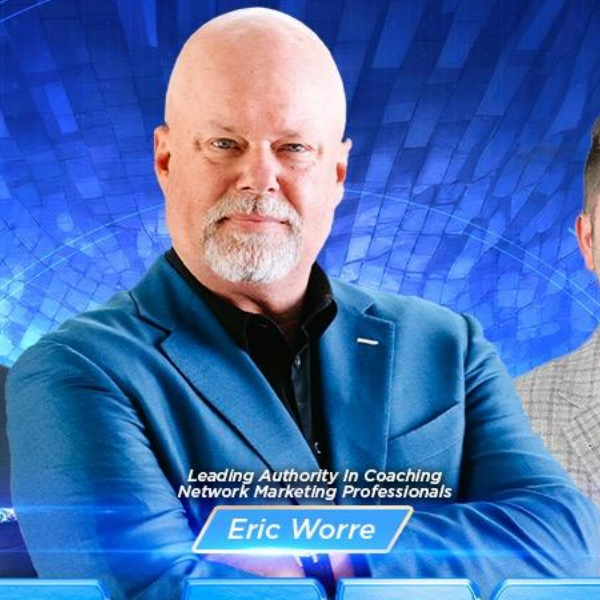
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CVO of Total Life Changes

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Leading Authority in Coaching  
Network Marketing Professionals

Eric Worre



COO of Total Life Changes

John Licari

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