



TOTAL LIFE CHANGES®

Presents

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

Leadership, Earning, Attraction, Retention, & Networking

How Do You Build Belief?

Results

How Do You Get Results?

Income
Producing
Activities

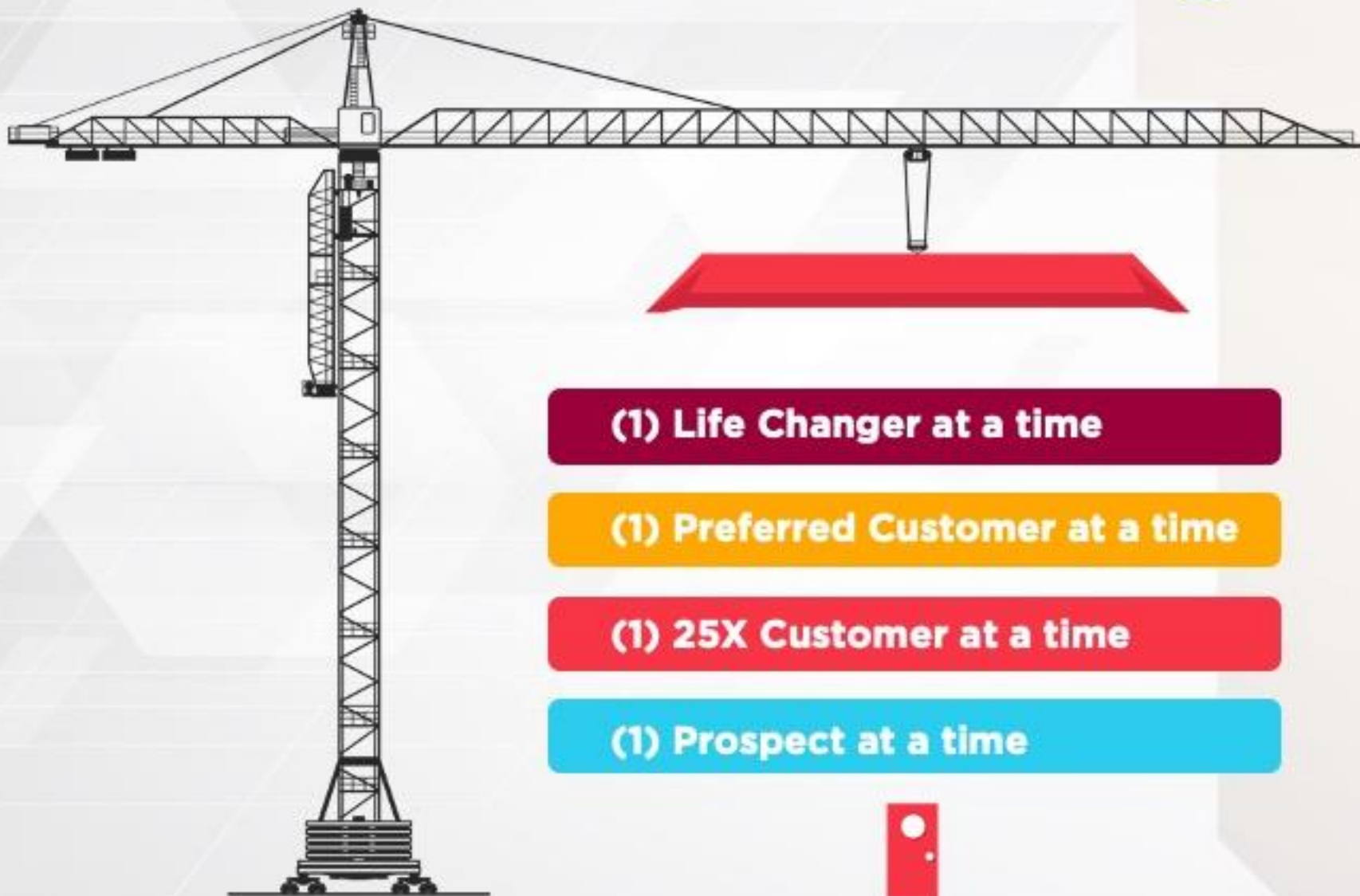
Consistency



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

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What Are Income-Producing Activities



(1) Life Changer at a time

(1) Preferred Customer at a time

(1) 25X Customer at a time

(1) Prospect at a time

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How do you maintain consistency?

- Self-discipline
- Developing a routine



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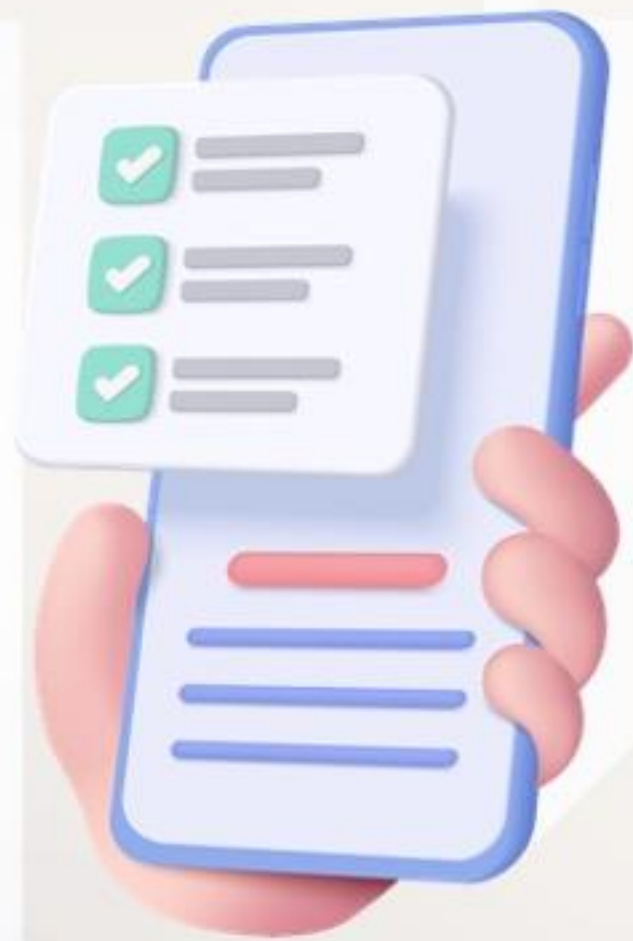
Do You Have A Plan?

Pre-planning

Spending (30-40) minutes every evening developing or working on your plan.

Make a plan and work your plan

- Self-care (Reflect/pray/journal, stretch/exercise, fuel your body)
- Who can you start a conversation with tomorrow?
- Who do you need to follow up with? (10-5-2 Activity)



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Use Technology & Tools

- iCalendar, Google Calendar, Microsoft, Etc
- Calendly to schedule calls/meetings
- Set reminders (Alexa & Siri)
- Physical notebook with a calendar



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Take Inventory of Your Activity & Results

Review Your Weekly Activity Every Friday

- How many prospects did you create?
- How many 25X customers did you acquire?
- How many Preferred Customers sales did you acquire?
- How many people did you expose to the business opportunity?

Give Yourself a Grade

Keep Business Records (Try it for at least 30 Days)

- Scale of 1 to 10 or A to D
- Keep a running record
- Journal your wins and where you may need to improve



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Example of Conversions

10-5-2 Income Producing Activity

Acquiring 25X Customers (One-week product sales)

- Every (10) people you prospect and follow up with you may acquire (2) 25X Customers

If you want (10) 25X customers, you may need to prospect 50 people.



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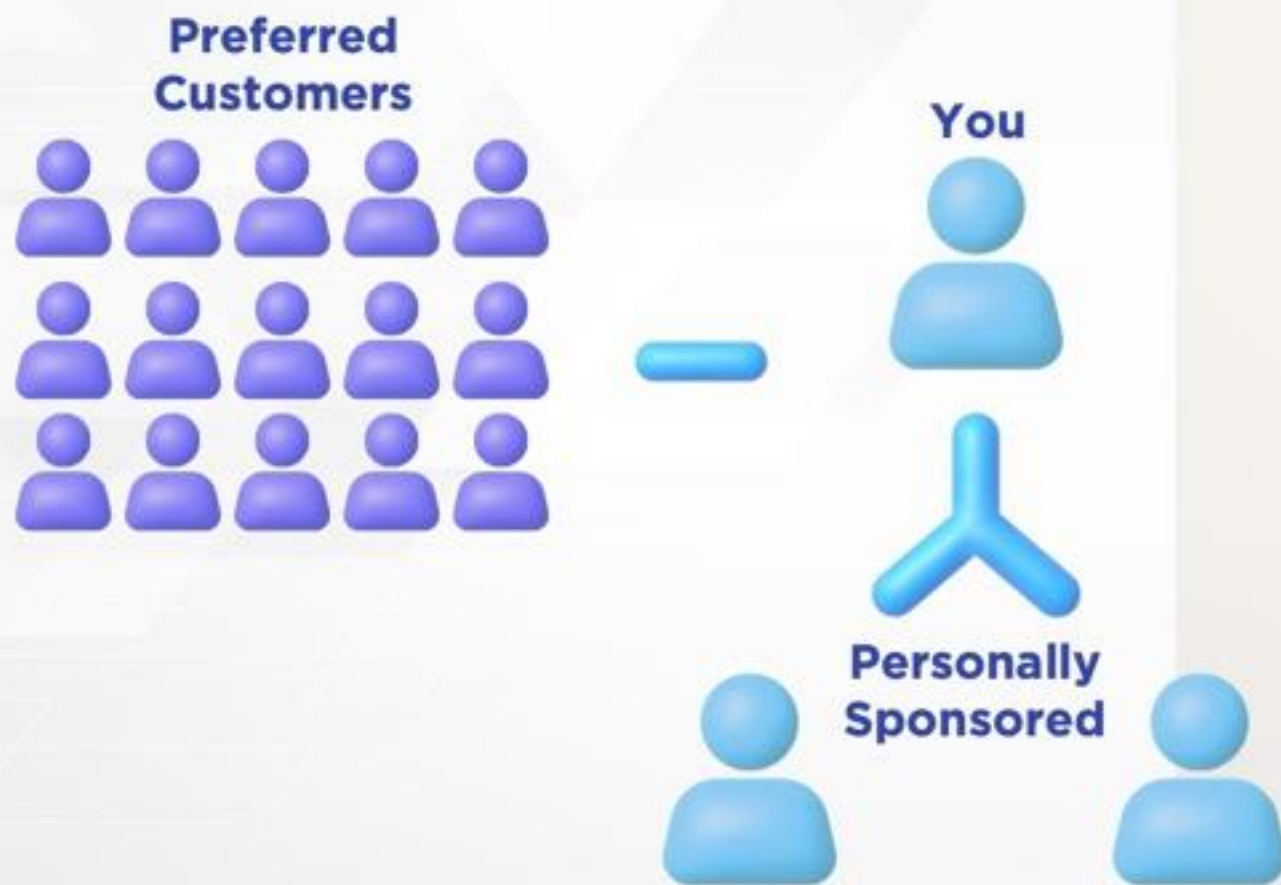
Converting 25X Customers to Preferred Customers

- Our data indicates that at least (3) out of (10) trial customers will purchase a one-month supply after only one week
- Another (2) trial customers will purchase a one-month supply after trying a product for two weeks



Two Weeks of Income Producing Activity = (5) new PCs (\$100 min) & \$50 G5 Challenge Bonus

Encouraging Others to Join You & Promote the Products as a Life Changer



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Self Evaluation

What May Need to Change?

- Mindset. Mindset. Mindset.
- Operations and Actions
- Frequency of Communication
- Try a variety of lead-generation strategies



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How Much Time Will You Dedicate to Your Business?

Develop a Communication Plan

(30-40) minutes every evening for PRE-PLANNING



**(1-2) hours DAILY =
(7-14) hours WEEKLY**

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Follow-Up with Existing 25X Customers

- **Same day**

(Make sure they know how to make it, when to take it and what to expect)

- **Results**

(Day 3 or 4)

- **Re-purchase**

(Day 5)

- **Ask for referrals**

(Always)



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Follow-Up with Existing Preferred Customers

First purchase:

- Thank them and explain how and when to take the product
- Follow up soon and consider adding them to a new customer group

Second purchase:

- Thank them and add them to a list of repeat customers
- Find out about their results
- Explain SmartShip Savings **10% OFF**
- Ask for referrals

Third purchase:

- Thank them and consider rewarding them
- Explain SmartShip Savings **10% OFF**
- Ask for referrals
- Invite them to learn more about the business opportunity

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Lead Generation Strategies

How many ways can you communicate with people and generate curiosity and interest?



Sell one-week supplies of product for at least \$25.



Share products in the workplace.



Host a Taste & Talk ParTEA.

25X

LEAD GENERATION STRATEGIES



Communicate with people.



Have a pop-up shop/vendor event.



Sample online and offline.

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Weekly Homework Assignment

JANUARY 12, 2024

Upgrade a 25X customer to a Preferred Customer OR inspire a Preferred Customer to enroll as a Life Changer.

ACTÍVATE

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JANUARY 26-27, 2024
ORLANDO, FLORIDA



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