



TOTAL LIFE CHANGES®

Presents

U.L.E.A.R.N

Leadership, Earning, Attraction, Retention, & Networking

MINDSET MATTERS: LEADING WITH PURPOSE AND PASSION

LEADERSHIP

- Direction
- Accountability
- Recognition
- Repeat



TRUE LEADERSHIP

Leading by Example - EVERYWHERE!!!





**“IT’S NOT SUPPOSED TO
BE LONELY AT THE TOP.”**

- John C. Maxwell

MINDSET

Circle of Influence

Discipline

Consistency

Positive Attitude

Dedication

Integrity

Passion

Empathy

Courage

Delegation

Accountability

Decision-Making

ATTRACTING & EXPOSING NEW PEOPLE TO OUR INDUSTRY

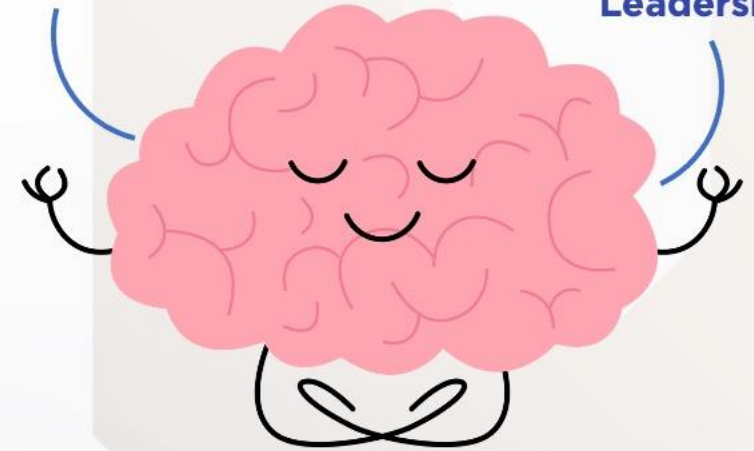
Behavioral and Emotional Challenges

- They don't want accountability, but they need accountability.
- They are not responding.
- They don't seem to care.
- They lack confidence.
- They don't like you.
- They don't need the money.
- They don't care if they are recognized.
- They have social anxiety.
- They seem depressed.

We are assuming everyone has the right mindset.

75%
Mindset

25%
Leadership



WHAT CAN WE DO?

How do we find people who want more?

Find people with the right mindset.
They have a greater need and a bigger WHY right now.

- Willing
- Coachable
- Hungry



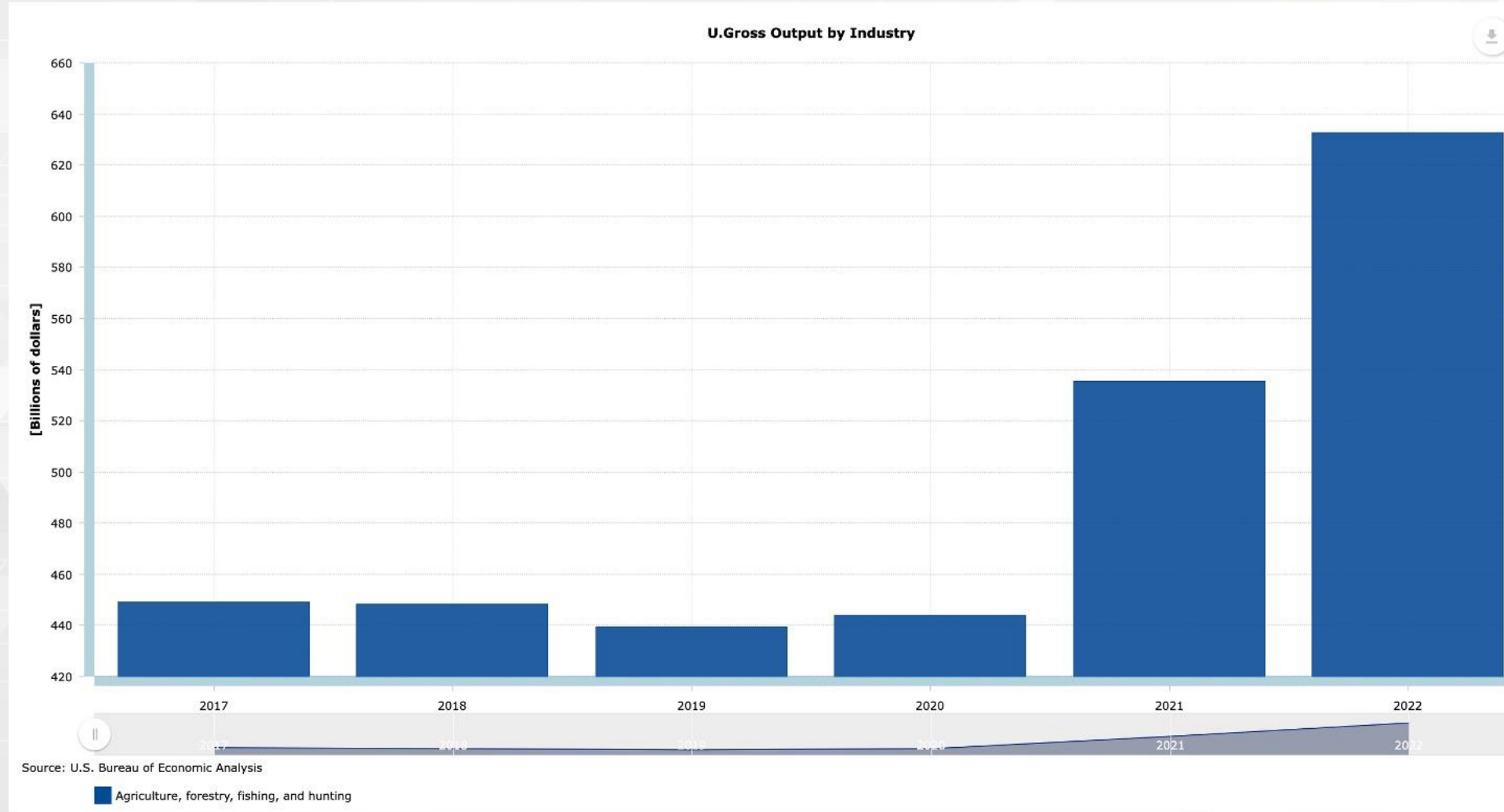
Weekly Homework Assignment

April 19, 2024

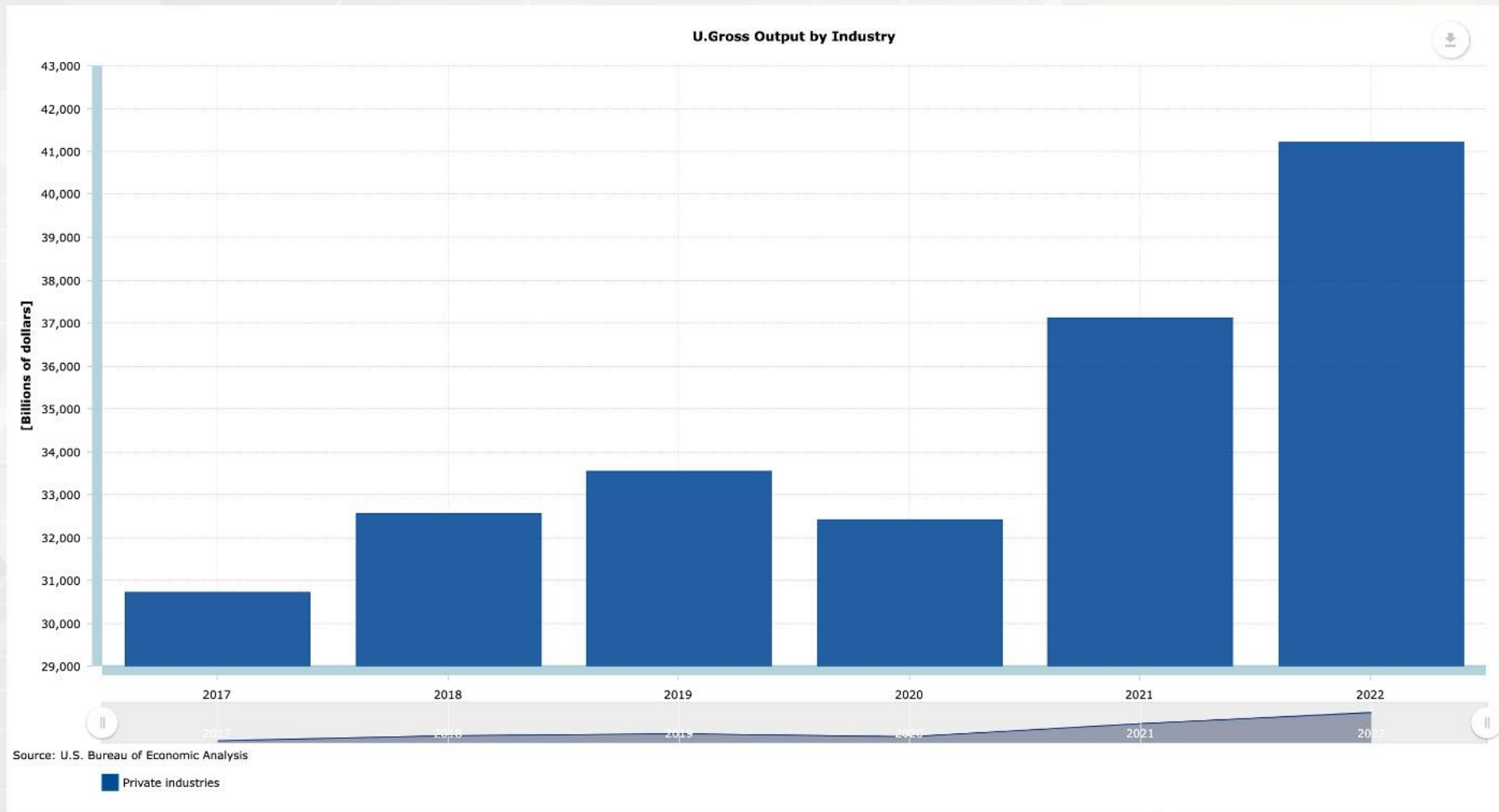
Write down and submit three things you will gain if your TLC business is successful, and three things you may lose if it falls short.

HOW WE STACK UP AGAINST THE GROWTH OF OTHER INDUSTRIES

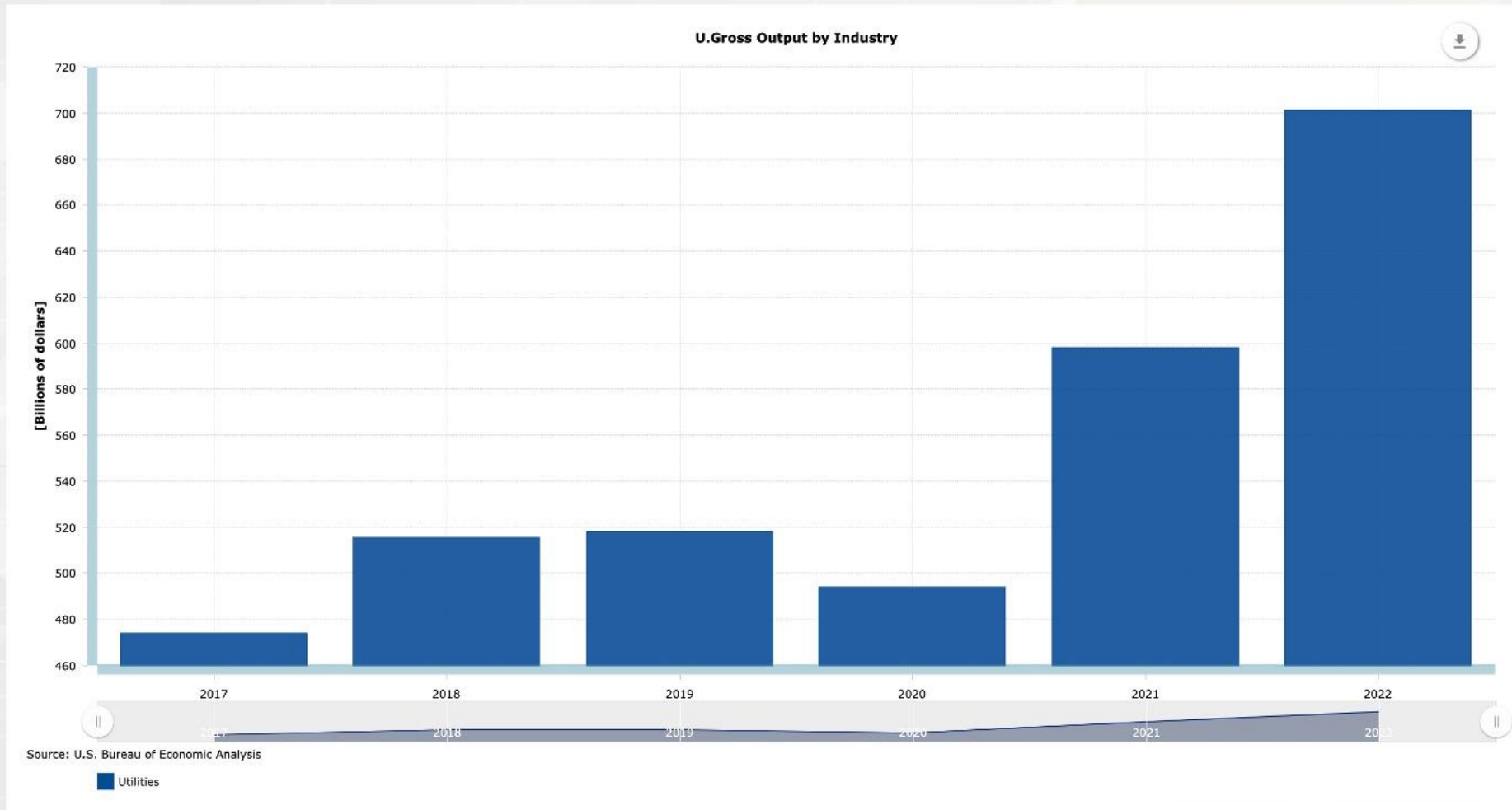
AGRICULTURE, FORESTRY, FISHING, AND HUNTING



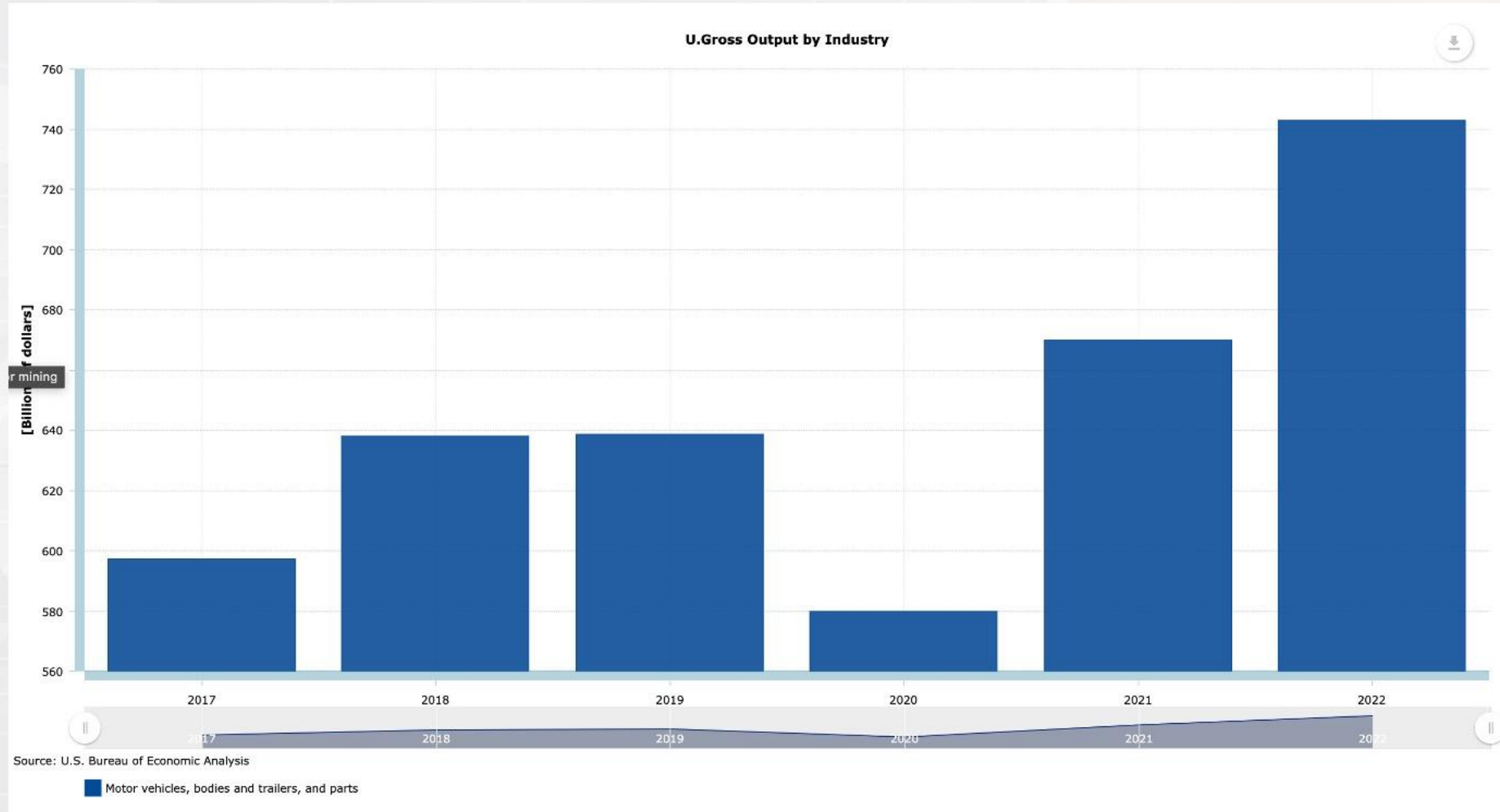
PRIVATE INDUSTRIES



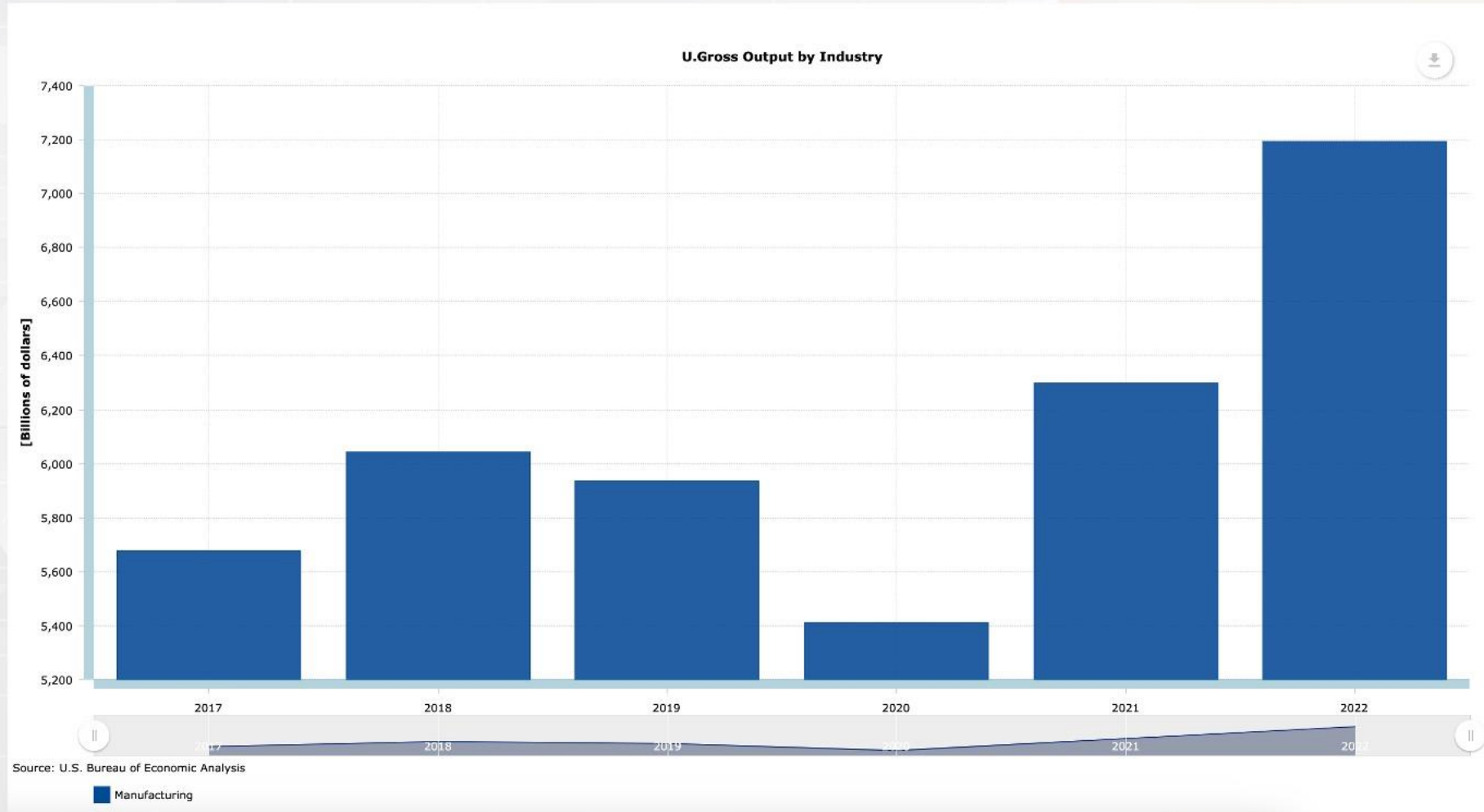
UTILITIES



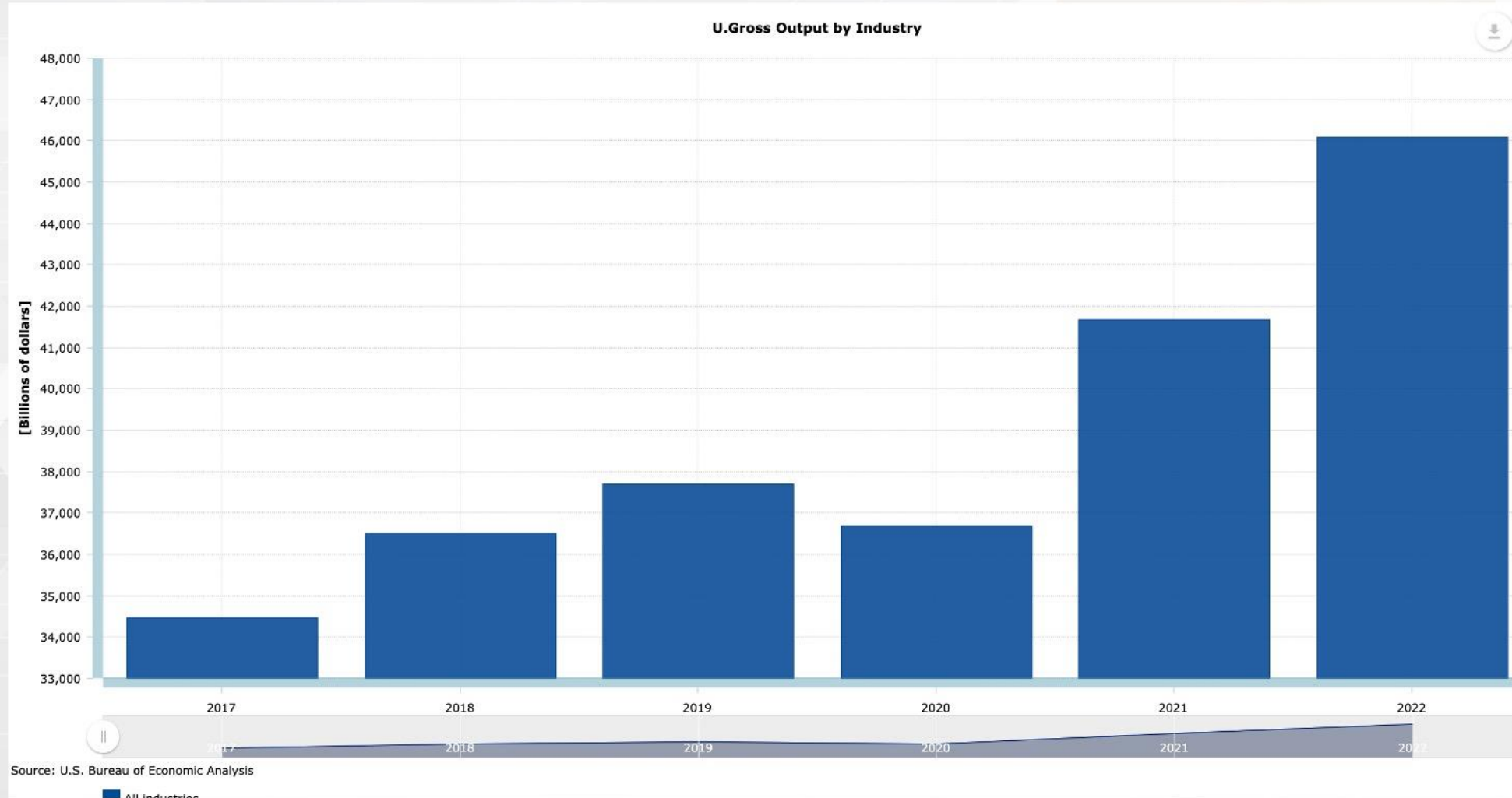
MOTOR VEHICLES, TRAILERS, AND PARTS



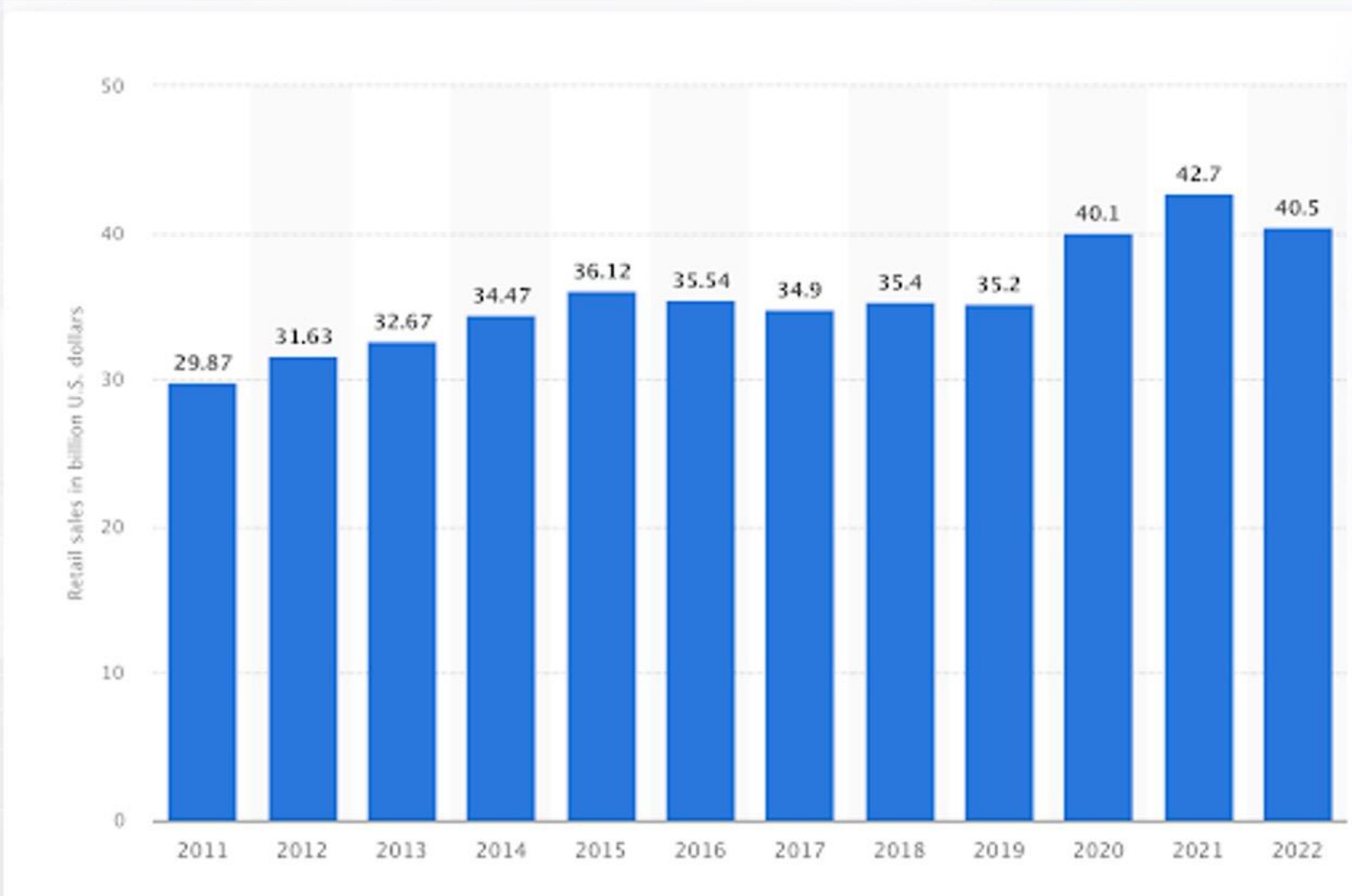
MANUFACTURING



ALL INDUSTRIES



THE DIRECT SELLING INDUSTRY FROM 2012-2022





TOTAL LIFE CHANGES®

Presents

U.L.E.A.R.N

Leadership, Earning, Attraction, Retention, & Networking