



TOTAL LIFE CHANGES®

Presents

U.L.E.A.R.N

Leadership, Earning, Attraction, Retention, & Networking

Ranking Up in 90-Day Runs

with

Jason Rodriguez

Global Director

8 years with Total Life Changes



DREAM
TOTAL LIFE CHANGES® 2024 CONVENTION



DREAM
TOTAL LIFE CHANGES® 2024 CONVENTION

Vitruvian Award
Jason Rodriguez

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

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Developing 90-Day Runs

Three Rules

- It takes 100% effort for 90 days.
- Only do productive activities.
- Finish what you started.



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Where Are You At Right Now?

- Are you Binary Qualified?
- Are you currently a Director?



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Your 90-Day Run Goal = Become a Director or Create New Directors

- Massive action can lead to incredible results.
- Are you currently a Director?



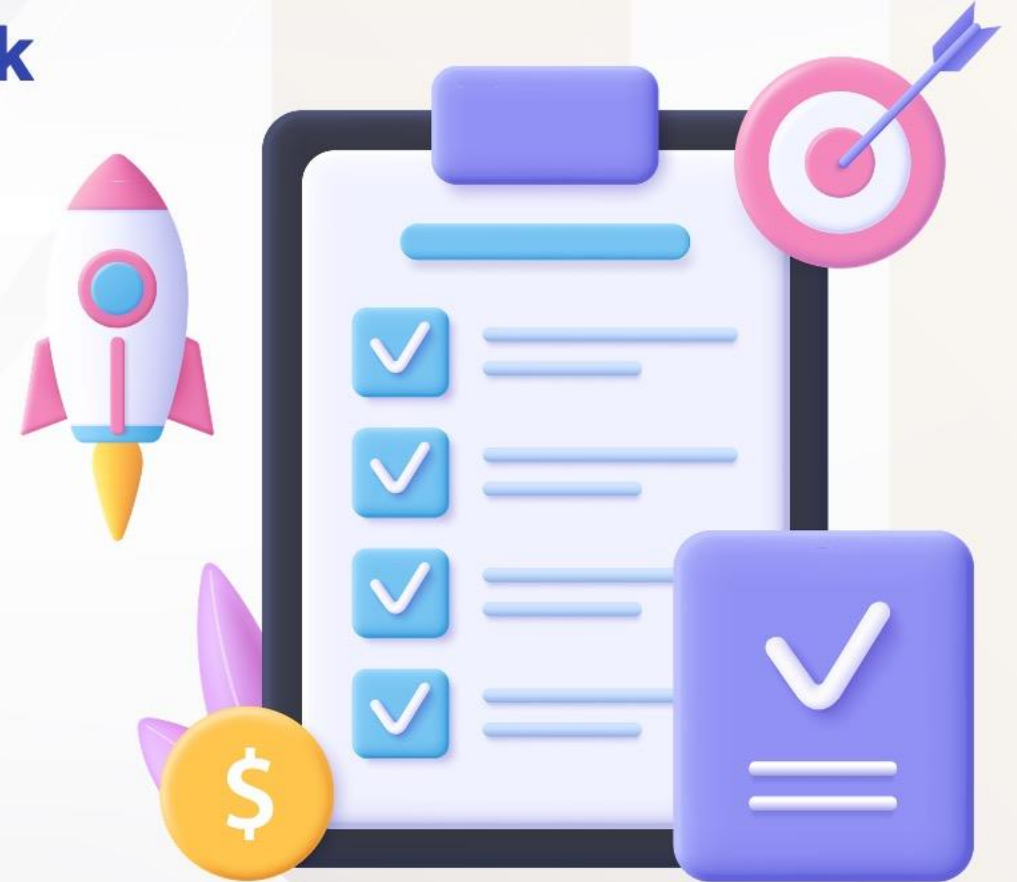
Earnings depicted are atypical and unique to each individual. Earning requires time and hard work and is not guaranteed. For more information about typical earnings, see our earnings disclosure statement here: https://totallifechanges.com/wp-content/mediauploads/2024/01/TLC_Income-Disclosure-Statement-v2.pdf

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The Art of Prospecting

Identifying and Sorting Your Network

- **Work your list by adding 2 people every day.**
 - *Warm Market (Friends, Family, and Coworkers)*
 - *Cold Market (Social Media, Sharing Samples, and Referrals)*



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Exposing Prospects to the Opportunity

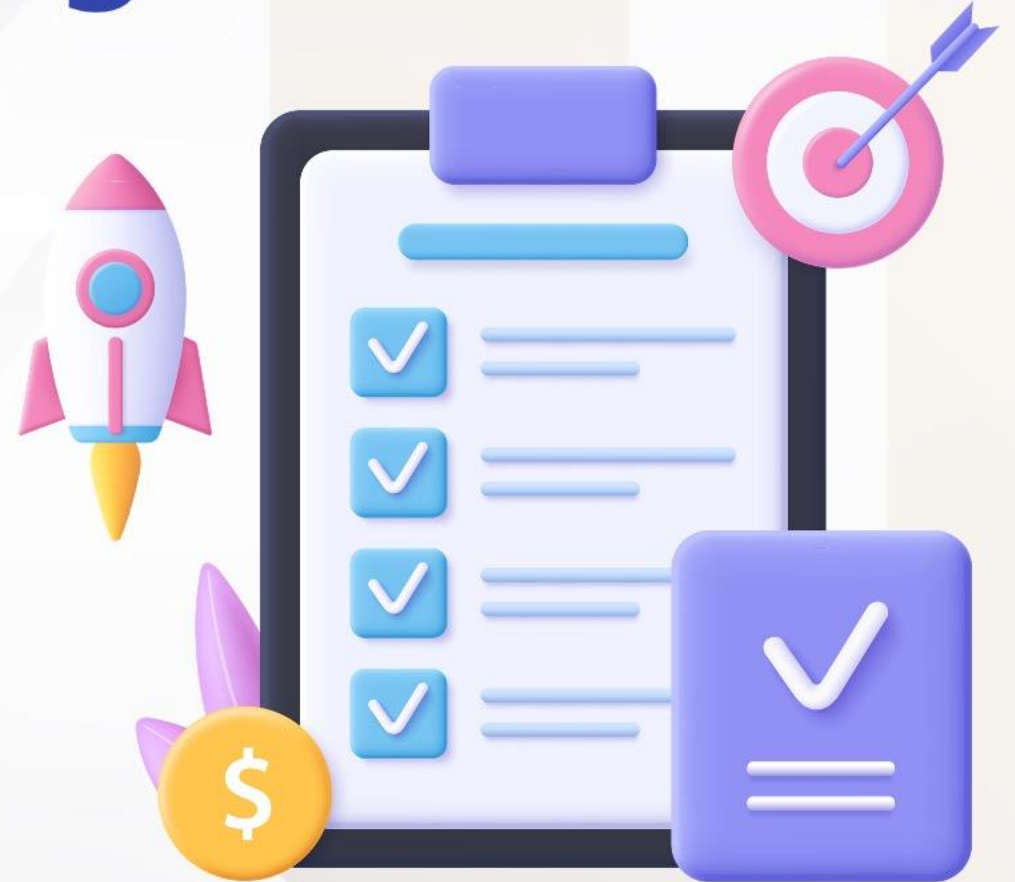
- Invite prospects to calls/Zooms (launch calls, tea parties, 3-way calls to close).
- Get support from your upline.



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Steps to Onboarding New Life Changers

- Provide initial training and resources.
- Set clear expectations and goals.
- Plug them into the system (U L.E.A.R.N., Purple Book, team calls/system, etc.)



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How to Reach Director

Several Roadmaps to Reaching the Director Rank

- Enroll new Life Changers with the 25X Business Builder Pack.
- Enroll new Life Changers with the Elite Package.
- Teach at least 6 people on your team to pre-sell (10) one-week supplies of tea for \$25.
- Make sure everyone on your team is Binary Qualified.



The Significance of the Director Rank

- The psychological importance of reaching the Director rank
- Understanding the significance of the matching bonus
- 50% First-Level Matching Bonus
- 10% Second-Level Matching Bonus

*Of the US Life Changers who earned compensation in 2023, the average annual earnings of those LCs, before expenses, were \$966.44. Fifty percent (50%) of the LCs who earned compensation made more than \$84.00, while the other half made less. See full Income Disclosure Statement here: https://totallifechanges.com/wp-content/mediauploads/2024/01/TLC_Income-Disclosure-Statement-v2.pdf.



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TLC 90 Day Director Challenge

- Company-wide initiative to create 1,000 new Directors in 90 days
- July 26 through October 17

Rewards

- \$50 bonus for every brand-new Director
- \$1,000 cash prize to one new Director each week, plus a \$500 bonus to their sponsor
- Special recognition at TLC's next regional event



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Weekly Homework Assignment

August 9, 2024

Exposing 5 people to the TLC
business opportunity. Tell us what
you did and share the results.





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