



TOTAL LIFE CHANGES®

Presents

U.L.E.A.R.N

Leadership, Earning, Attraction, Retention, & Networking

**Let's Get Down
to Business!**

What's Your Why?

Why did you join Total Life Changes?
What motivated you to take that first step?

Time Dedicated to Your Business

- **Question 1:** How much time do you dedicate daily to prospecting new customers and potential business partners? Is it enough to reach your goals, or are you just “checking the boxes?”
- **Question 2:** What specific daily activities do you engage in to grow your business? Are these actions driving real results, or are they more about staying busy?
- **Question 3:** When you analyze your day, how much of your time is truly spent on income-producing activities versus getting caught up in distractions? How can you shift that balance?



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

Personal Sales Goals and Reaching New Ranks

- **Question 4:** *What are your current sales goals, and how do they align with your ambitions in this business? Are your actions today moving you closer to those goals?*
- **Question 5:** *What rank are you striving for next, and how clear are you on the steps needed to get there? Are you committed to following through on those steps?*
- **Question 6:** *Are you setting goals that stretch your abilities and push you out of your comfort zone, or are you staying within what feels safe? How could aiming higher change your business?*



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Customer and Distributor Retention

- **Question 7:** *What strategies are you currently using to retain your customers and distributors? Are they effective, or could they be improved?*
- **Question 8:** *How often do you reach out to your existing customers and distributors to check in on their needs? Could you be doing more to support them?*
- **Question 9:** *What would happen to your business if your retention rate increased by just 10%? What steps are you willing to take to achieve that?*



Exposing Others to the Business Opportunity

- **Question 10:** *How often do you share the business opportunity with others? Are you doing it consistently, or only when it feels convenient?*
- **Question 11:** *When you talk about the business opportunity, do you lead with enthusiasm and belief in the product, or does doubt sometimes creep in? How can you reinforce your conviction?*
- **Question 12:** *Are there people in your network who would benefit from this opportunity that you haven't reached out to yet? What's holding you back?*



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Impact of Success on Your Life and Loved Ones

- **Question 13:** *What would greater success in this business mean for you personally? How would it change your daily life?*
- **Question 14:** *How would achieving your business goals impact the lives of those you care about? Is that vision powerful enough to drive you forward?*
- **Question 15:** *Are you willing to make the sacrifices needed to achieve that success, knowing the potential rewards for you and your loved ones? What's the first step you'll take today?*



Changing Your Approach

Are you truly serious about building your business, or are you just hoping for success? What's one change you can make right now to be more committed?

Write down your most significant insight from today's session. How will this shape your approach moving forward?

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Weekly Homework Assignment

September 20, 2024

What book or podcast has
impacted your business?
Submit a screenshot.



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