

This document was written by Carolyn Allen and reviewed by Total Life Changes, Inc.,
March 2010



Customer Support: 1-888-873-1898
TLC e-mail: Support@TLCPro.com
Carolyn Allen: CarolynAllen@MyMiracleTea.com

The Quick Track to Fast Cash with Total Life Changes

From Carolyn Allen, Top Retail Distributor for TLC

**Take the Retail Route for Free Tea and Some Quick Cash!
It's Easy! It's Fun! Receive a Check Every Week!**

**PART I: 5 Ways to Retail The Tea and Other TLC Products
Wednesday, March 17, 2010 9:00 PM EST**

**Part II: 5 Ways to Find Retail Customers
Monday, March 22, 2010 8:00 PM EST**

Note: For simplicity in this document, I will refer mostly to Dr. Miller's tea. The information here and earnings apply to all of the TLC products.

"Ain't nothin' like the real thing, baby!" Please stress to your potential customers who may question the price of the tea that it is NOT available for less anywhere. Although they may find the original formula (called Holy Tea) on the internet for less than \$20 for a one-month supply, tell them to NOT buy from these sites or eBay! The laso tea is an exclusive, enhanced formula of the original Holy Tea. It is not available anywhere other than through TLC and its distributors. Dr. Miller has confirmed with me in multiple conversations that he does NOT know who these people are, and has NOT given them permission to use his name. There is no such thing as an official Dr. Miller site. He does not know where they get the tea, but it is often NOT his tea. If people want the results we're talking about, they need the real stuff which is available only from TLC, or to drive to Jackson Tennessee and get it directly from Dr. Miller's clinic. By exclusive agreements between Dr. Miller and TLC, the laso tea is available only through TLC!

With the change in the compensation plan in November of 2009, the potential for earnings in the long run by building an organization is powerful. TLC has spent a great deal of time and effort teaching us how to build our personal organizations and receive earnings from the straightline of everyone in the company underneath us. For some this is a quick and easy way to earn money with TLC.

For most, it takes some time, vision and dedication – and up to \$120 per month to take advantage of all the bonus pools.

The compensation plan is generous, but takes some time to understand and to “make it happen.”

However, **if you're interested in making cash quickly** (nothing hard to understand about that!) while building an organization (or don't even want to build an organization at all) there is another way to earn significant cash. \$20 with every one-month sale! You don't even need to understand the compensation plan to experience these earnings. Best of all, you'll be paid quickly, and receive a check every week. The cost to you to receive these commissions is only \$39.95, the price of a one-month order of tea or Nutraburst.

As several of my members have said to me in the past little while **“Now that I understand how to share it as a retail product, why would I sign up anyone as a member?” “Exactly!” I respond.** Have them fall in love with the product with no strings attached – then if they want to share, that's when you show them how to join and the become part of your organization/matrix.

The Power Behind Your Success:

I repeat:TLC has generously allowed us to share these fabulous products and earn a 50% commission on every retail sale! 50% Who does things like that?

Fact: Most network marketing companies offer no earnings opportunity other than people signed up under you. This often requires a huge downline before you see anything at all!

Fact: Most network marketing products have the company interest first, and the product second. With most, you cannot buy the products without signing up as a member. Well, TLC has Dr. Miller's tea -- product that stands all by itself – with or without a marketing plan or “opportunity”.

Real people say “Well, if your product is THAT good, how come I can't buy it as a retail product? If I can't do that, then I know you've just come up with something to carry your marketing plan. What if I just want your product and not the other stuff?”

With TLC and the tea, our leaders KNOW the tea is fabulous enough to merit its own place as a retail product, and then to pay us to share it – 50%!!! That's \$20 every time someone buys a \$39.95 order of the tea, Nutraburst or essential oils through you. They'll even mail you a check for every week you have received customer orders. (Checks come 2-3 weeks after sales. You can track your sales in your back office) And you don't even have to mention the words “business opportunity” or “MLM”

FACT: As you share the tea, you'll quickly discover that many people have no interest in "joining" anything with an auto-ship, being a member of anything that sends regular e-mails, has opportunity meetings, business teleconferences, etc.,. It's hard to believe, but many don't even want additional income from sharing the products they believe in. They just "want the tea" the fastest way possible, as privately as possible. Meet that need by helping them become "customers" and pocket the 50% commission!

As customers, they may very well fall in love with the tea and think of others to share it with on their own. Some people will actually "catch the vision" and ask you how they can share the tea with their friends and family. If so, that's when you show them how to join, and you've added a new member to your organization. If they don't do it on their own, you can ask them if they're interested in sharing. If so, sign them up. If not, then you continue to earn 50% every time they buy. They're happy. You're happy! It's a win-win. Whether or not they sign-up, you are serving them well by providing a way to get a product that is not available in stores, **AND** earning 50%

Requirements For Retail Commissions From TLC: There's Only 1! \$40 in Personal Volume

The only thing required to earn a 50% commission on these orders is \$40 in personal volume. What's personal volume? When you place your own \$39.95 order every 30 days (usually through auto-ship) the company calls this *personal volume*. So, your own \$39.95 purchase fulfills the requirement. That's it! Then be willing to share the good news about the TLC Products.

Note: If you have enough customers, you don't even need to do that! You earn \$15 personal volume with every customer sale. \$40 personal volume is required to earn commission. So, if you have three customers that purchase the tea through you, that's $\$15 \times 3 = \45 , so that covers your \$40 personal volume requirement, and you don't even have to make a purchase.

When building an organization, you must have \$80 - \$120 in personal volume in order to participate in the bonus pools. For most people, that \$80-\$120 ends up being personal purchases of product. While that definitely works, for most people starting out, it is MUCH EASIER to just sell the tea as a retail product and earn cash through the 50% commissions – once again -- for the cost of only one personal purchase of \$39.95 purchase!

Whether you promote just one of the TLC products (like the tea, Iaso Slim, or Nutraburst) or all, by offering it as a retail product you will, indeed, have residual income month after month as these are products that everyone loves and use month after month.

Earnings Potential:

It's unlimited! With one customer buying a \$39.95 order of tea from you, you'll earn 50%, or \$20. Two customers means \$40 – and your own tea is free! Five customer sales means \$100 per month, 50 means \$1,000 and so on.

If a customer wants a 12-month case of the tea, your commission is \$75. More on that below.

Let's get started!

There are 5 Ways to Sell the Tea as a Retail Product:

1) Switch Members to Customers: Make \$20 every time they buy! Change your focus from getting people to sign up, to getting them to try the tea as a retail product FIRST, then they may be interested in joining as members.

Here's How. If you signed up for the tea before November 2009, this is especially important:

Take a look at your downline. Did you sign up family members and friends for auto-ship? If the answer is "yes" and they are still using the tea, then go directly to them and ask

- 1) Are you currently sharing the tea through your website?
- 2) Do you really care about earning a few dollars from sharing it?
- 3) Would you like to be off the e-mail list so you're not receiving the e-mails from TLC about the business?

If the answer is "I don't care about those things. I just want the tea" then ask them to call TLC or send an e-mail requesting that they be switched from "member" to customer and you will receive \$20 every time they receive their auto-ship. Offer to help them

IMPORTANT: THEY must personally make the request to change their status. You cannot request it for them. Have them either:

- 1) Call Customer Service at 1-888-873-1898 OR
- 2) Send an e-mail to "Support@TLCPro.com have them provide first and last name, and IBO if possible. (Hint: Make it easy for them! Get their IBO, draft the e-mail, then send it to them to forward onto TLC)

The e-mail should simply say: "I have decided I want to be a CUSTOMER only. Please switch my status immediately.

2) Cash and Carry: Make \$5 on every bag you sell!

TLC generously allows us to purchase a 12-month case of the tea for half-price: \$239.95 + 12.00 s/h. This equals \$5.25 per bag of tea, rather than \$10! Sell to friends, family, co-workers, retail establishments for the retail price, and pocket the difference.

Here's How: Buy a case of tea, then sell it direct to your customers for THE SAME PRICE as it is offered on the website. (\$7.95 for the first bag as an introductory discount price, then \$10 per bag or \$40 for a one-month supply.)

Do not discount it any lower than this. This protects the integrity of the price of the tea. It is a company agreement that we do NOT sell it for less than the price on the website. PERIOD.

The Good News: You will make nearly \$5 on every individual bag you sell! And almost \$20 cash on every one-month order that you sell!

Your customers will be delighted because they have avoided having to purchase on the internet, and they've saved shipping. On our next session we will discuss how to talk to people so they'll be wanting that tea from you! And you'll be coming home with cash every day.

(Note: Since I receive a 50% mark-up from the tea I buy for \$239.95, if people want to buy in bulk from me, I pass some of my commission along. I sell a one-month purchase (4 bags) for \$39.95 and earn about \$20, I sell a 3-month purchase at a 10% discount for \$108, and a 6-month purchase at a 25% discount for \$179.95. I also show them how to get the \$239.95 price. That information is below. I don't earn quite as much in my bulk sales, but I don't care – I'm helping my customers.)

3) Take Advantage of the Retail Page at Your IasoTea.com site and Make \$20 per sale!

Did you know that your IasoTea.com site is also a retail site, with no obligations for your customers to join or create an auto-ship? Once again, we've learned that many people will not make a purchase if they think they have to "join" or sign-up for an auto-ship – no matter how much they want a product. Show them how to simply buy the tea whenever they want with no strings attached from your website, and you will receive 50% on anything they buy!

Here's How: Good News: In the next several weeks your IasoTea.com site will be STRICTLY a retail site! There will be no information on "joining" or compensation plans. This will be great for these retail sales.

In the meantime: Go to your www.iasotea.com/yourusername website. Look at the top right hand corner and see the words "Customer" in white letters by the words "Member Log-in" When someone clicks on the "Customer" link, they are taken to a retail page where they can make one-time only purchases of all our products.

If they love the tea, they can easily request to have the company put them on auto-ship as a RETAIL CUSTOMER. That's \$20 month after month to YOU. Simply have them send an e-mail to Support@TLCPro.com, or have them call Customer service at 1-888-873-1898 to request a change in status.

As a retail customer on auto-ship, they will not have a website, or receive e-mails from TLC about business updates. Many people prefer this! If they change their minds and decide they DO want to become members – see below --, they just phone or send an e-mail. They can also make any changes on their orders by contacting Customer Service.

(Note: The 50% commission is only good on a full one-month purchase. If a customer at your website buys a one-week sample for \$7.95, you do not receive any commission on that -- but chances are good they will come back and place a full order. So this is an EXCELLENT lead generator!)

Becoming a Member after starting as a Customer: This is the BEST way to have a member in your matrix for life!

When customers have used the tea for a while, check in with them and see how they're doing. Ask if they want to share with anyone or have a website. If they say yes, then show them how to join. They can simply call the office or send an e-mail to Customer Support and request an "upgrade" to member. It's free. You'll receive another 50% for their first purchase as Members in the month they join. After that, they then go into your matrix and you will receive a small (3% to 5%) commission on their auto-ship.

After they join, Show your members how to retail the TLC products by passing along this document, and you're all be earning more cash quickly!

4: Place Orders For Them and/or Drop-Ship

If you do not want to buy a case of tea, but still want to sell it, you can "drop-ship" and place individual orders online for your customers.

This means that YOU pay for it and have it delivered to them, and pocket the earnings.

Fact: Many people do not want to be bothered with a company website. It's time consuming since every retail site and how to make a purchase is unique.

If they're ready to buy and seem a little confused about how to buy online, **OFFER TO DO IT FOR THEM!** Many will willingly give you their credit card information. You place their order before they have a chance to change their minds and once again, it's a win-win: **THEY** get the tea and **YOU** get the commission (and the knowledge you've helped them do something wonderful for themselves).

DROP SHIP: Often people don't want to know about the company. If they trust you, then they often just want to **BUY FROM YOU, SOMEONE THEY TRUST,** and not a company they've never heard of. They are thrilled if you'll take care of it for them. It's easy to meet this need, and you don't even need to have an inventory of the product on hand to make some fast cash.

Here's How: Take the payment from them in whatever way you want. (Cash, check, or their credit card info.) Then **YOU** go to your website, click on **CUSTOMER** and place the order!

If They Have Given You Their Credit Card Info:

If they've given you their credit card info, go ahead and use it. Enter their name in both the "Bill To" and "Ship To" parts of the form.

If They Have Given You Check or Cash:

If they have given you cash or a check, then use **YOUR** name in the "Bill To" portion of the form, and **THEIR** name and address in the "Ship To" portion of the form. credit card.

Next, deposit their money into your checking account to pay for it when your credit card statement arrives.

Business Credit Card: We actually acquired a business credit card just for drop-ship and business purposes. The bonus is that we earn the frequent user points on tea we buy for our customers and all our tea purchases are on one easy to read statement.

Note on the 12-Month Case: The company offers the \$239.95 12-month case to **MEMBERS ONLY.** But many people are very happy to learn about this price. Go ahead and take payment, and sign them up. Make sure you tell them that you will "manage their account" so they will not be receiving business e-mails, etc. Put in **YOUR** contact information (e-mail and phone) and you will receive all their information. If it's something important, the company will contact **YOU,** and

you can contact them.

IMPORTANT: After signing them up for a 12-month case, ***make sure you log in and cancel the auto-ship, or the credit card you used will be charged the next month for a 12-month case.***

5: “TryTLCTea.com/yourusername Website: People try the tea for free, then YOU Make \$20 per order!

When you order the business builder pack (an extra \$10 per month) one of your sites will be by the “TryTLCTea.com/yourusername” You can see mine at www.TryTLCTea.com/220891

This is a splash page that you can advertise. Visitors to this site can get a one-week supply of the tea, and two weeks to try it. (The extra week allows for shipping time, time to make the tea, etc. time to contact you or the company with questions, etc.)

If they do not cancel within the 2 weeks, then they are on auto-ship as a CUSTOMER and you will receive \$20 every time they buy! I have a number of customers who buy month after month this way. Although I have never met them, they were delighted to try the tea this way, and I am paid \$20 month after month!

BONUS: One more way to earn money with TLC products:

The tea makes a great product at many health stores, gyms, shops, etc. You can go to any retail establishment (smaller ones seem to work best) and show them the tea. When they are ready to make it available to their customers, show them the \$239.95 wholesale price and how they can (and should) mark it up 50% for their earnings. To do this have them either go to your website and sign up themselves, or get their business credit card information and do it for them.

You will receive the \$75 commission just once. Often groups like this, however, have customers that will turn around and buy a year’s worth of tea, so they are HAPPY to learn about the opportunity to pass it along.