



TOTAL LIFE CHANGES®



It's Time To Make A Change

Total Life Changes® Business Presentation

Why are you here?

- You heard about a natural cleansing tea that can help you lose 5 pounds in 5 days
- Maybe you have watched this before, you liked what you heard and you want to learn more
- You invited someone to watch this presentation and are waiting to follow-up with them to answer any questions and get them started as a Customer or a Life Changer

We're just **GRATEFUL you agreed to be here with us today!**



What is Total Life Changes?



**"We provide products and a
community that you'll feel!"**



Total Life Changes Core Values



**We Are Always Hungry
For More.**



Passion Is Our Fuel.



**Having Fun We Get
More Work Done.**



**We Love Each Other
Period.**



Grateful Is Our Mindset.



**Our Standard Is Giving
More Than What Is
Expected.**



**We Don't Just Do What's
Easy. We Do What's
Right.**

Company History & Credibility

- A Debt-free Company for 16+ Years
- Two-time Top Global 100 Company
Direct Selling News
- A+ Better Business Bureau Rating
- Named Best Places to Work
Direct Selling News, 2019
- We're Addicted to Changing Lives
- Creating more SOI (*Smiles On Investment*)
than any other company



At TLC
Everything Great
Starts With a
Cup Of Tea!



TOTAL LIFE CHANGES®



Let's Talk Tea

- Flagship Product Since 2008
- Available Globally
- Best Seller & Voted #1 Direct Selling Global Product (2015)
- Over 100 Million Packs Sold
- All-natural proprietary blend of plants and herbs
- Non-GMO and Halal Certified
- Hundreds of thousands of positive testimonies and reviews
- Risk Free, Affordable and a 30-day Money Back Guarantee
- Best of All... It Just Works!



Benefits of Iaso® Tea

- Provides a gentle detox and cleanse by removing harmful toxins from the body*
- May reduce IBS symptoms*
- Can provide relief of inflammatory gut issues*
- Relief of constipation*- It helps you 🦌 regularly!
- More restful sleep every night*
- Increase in daily energy*
- Compliments any diet or weight loss program
- The #1 result is losing up to five pounds in the first five days of use*

And now there's **TWO** ways to enjoy this amazing cleansing tea.



STEEP
IT!



SHAKE
IT!



How does it work?

Let's watch a short video that explains how this incredible tea works.



The Impact of Iaso[®] Tea

Let's look at some Real Results.



Marsha Anderson

Nassau, New York
Mother of one daughter.

- *"You are looking at someone who smoked and consumed alcohol everyday. I am living my best life now and my daughter is so much happier. She's seeing her mom doing great things with her life and inspiring others"*
- Marsha used Iaso® Tea, NutraBurst, and NRG.
- She lost 70 pounds and met her goal weight of 160 pounds.

Individual results may vary, and testimonials are not claimed to represent typical results. All testimonials are by real people, and may not reflect the typical purchaser's experience, and are not intended to represent or guarantee that anyone will achieve the same or similar results.

Let's watch a fun video testimony...



Talinthia Bolding

Clinton, Maryland
Married, mother of two.

- *"My original plan was to help my daughter lose weight but I realized I was the one that really needed to lose the weight more than ever."*
- Talinthia used Iaso® Tea, NutraBurst, and NRG.
- Marsha lost 55 pounds and is now medication free!

Individual results may vary, and testimonials are not claimed to represent typical results. All testimonials are by real people, and may not reflect the typical purchaser's experience, and are not intended to represent or guarantee that anyone will achieve the same or similar results.

Let's watch a fun video testimony...





Jason Burdine

Greenwood, Indiana
Married, father of two.

- *"In 2017 I failed my physical because of my high blood pressure. After I started my TLC journey and I wasn't scared at all and I am down 105 pounds now and off all my blood pressure medication"*
- Jason used Iaso® Tea, Resolution Drops, Life Drops, and NRG.
- Jason lost 105 pounds, with 29.5 of those being lost in his first 30 days.

Individual results may vary, and testimonials are not claimed to represent typical results. All testimonials are by real people, and may not reflect the typical purchaser's experience, and are not intended to represent or guarantee that anyone will achieve the same or similar results.



Let's watch a fun video testimony...

FEATURED STORY

Jodie Tyson

Thomasville, Georgia

I am married to my best friend, my soul mate, and my other half. We share six of the most amazing children on the planet. Happiness is everything in this world and worth more than all the money in it.



Linda Farmer

Lake Placid, Florida

Married, school teacher.

- *"I was fat and exhausted from teaching special education students all day. The last thing I had the energy to do was to come home and take care of my 3 grandsons. Now, I come home, cook, play, and enjoy spending quality time with my family on a daily basis."*
- Linda used Iaso® Tea, Resolution Drops, Delgada, and NRG.
- Linda lost over 71 pounds in just under 3 MONTHS, and is now at an over 80 pound weight loss.

Individual results may vary, and testimonials are not claimed to represent typical results. All testimonials are by real people, and may not reflect the typical purchaser's experience, and are not intended to represent or guarantee that anyone will achieve the same or similar results.



TOTAL LIFE CHANGES®

Cory Bennett

Port Charlotte, FL
Age 38

"Within the first month of drinking the tea I had incredible results."

- Within the first month Cory went from a size 52 inch waist & 4XL shirt to a size 46 inch waist & 3XL shirt
- By the second month he went down to a 42 inch waist & 2XL shirt
- Cory lost over 100lbs to date.

Individual results may vary, and testimonials are not claimed to represent typical results. All testimonials are by real people, and may not reflect the typical purchaser's experience, and are not intended to represent or guarantee that anyone will achieve the same or similar results.



Niki Barber

Mooreville, NC
Married, mother of three

"I gave in and got a week supply of tea and oh my word I was hooked."

- Took her 2 years to say yes to these amazing products
- Over the course of 4 months Niki took off 50lbs and over 20 inches
- She is still maintaining her weight loss to date

Individual results may vary, and testimonials are not claimed to represent typical results. All testimonials are by real people, and may not reflect the typical purchaser's experience, and are not intended to represent or guarantee that anyone will achieve the same or similar results.



Angela Jackson

Orland Park, Illinois

Age 47, married.

"I worked the products using our Original Iaso tea, Resolution drops, Techui and NRG."

- Angela has lost over 100 pounds in 10 months with no exercise due to a knee injury
- Angela also manages her extreme inflammation with TLC products



Individual results may vary, and testimonials are not claimed to represent typical results. All testimonials are by real people, and may not reflect the typical purchaser's experience, and are not intended to represent or guarantee that anyone will achieve the same or similar results.

Sonia Lewis Atchison

Ponchatoula, Louisiana
Married, mother of four.

"3 years ago I found out about TLC on Facebook and was impressed by the transformations. I saw and kept seeing a little green sachet of detox tea all over Facebook so I decided to try it."

- Sonia lost 7 lbs in the first 5 days
- Sonia added Resolution drops, NutraBurst, NRG, and Original Tea to her lifestyle and went on to lose 50 pounds in 4 months



Individual results may vary, and testimonials are not claimed to represent typical results. All testimonials are by real people, and may not reflect the typical purchaser's experience, and are not intended to represent or guarantee that anyone will achieve the same or similar results.

Lacey Evans

Flint, Michigan

Married, mother of two.

“The person on the left was miserable, tired, never motivated, uncomfortable in her own skin. The person on the right is the new me. Focused, driven, works out, eats way better. I know I am a better mom and wife”

- Lacey used Iaso® Tea, NutraBurst, NRG, and the Resolution meal plan
- Lacey lost 65 pounds. She went from an XL to a small and says she never in her life thought she would ever wear a size small again.

Individual results may vary, and testimonials are not claimed to represent typical results. All testimonials are by real people, and may not reflect the typical purchaser's experience, and are not intended to represent or guarantee that anyone will achieve the same or similar results.





Martha Martinez

Bellflower, CA

Age 52, married, mother of three, grandmother.

"I feel like a 30 year old. I have 3 kids and 8 grandkids and people tell me that I don't look like a grandma."

- Lost 7lbs in the first week
- She feels *alive again* and has kept off the rebound weight.
- Martha has lost over 50lbs to date.

Let's watch her story.

Individual results may vary, and testimonials are not claimed to represent typical results. All testimonials are by real people, and may not reflect the typical purchaser's experience, and are not intended to represent or guarantee that anyone will achieve the same or similar results.



TOTAL LIFE CHANGES®



Our Full Product Portfolio



We Provide Products That You'll Feel!

We Have Products For The Top Supplement Markets



Weight Loss



Health & Wellness



Coffee



CBD

Weight Loss Industry

**\$212
Billion
Global
INDUSTRY***



Health & Wellness Industry

\$4.2
Trillion
Global
INDUSTRY*



Coffee Industry



**\$100
Billion
Global
INDUSTRY***

CBD Industry



**\$591
Million**
U.S.
INDUSTRY*
2018

**\$22
Billion***
U.S. INDUSTRY
Projections
2022



How Do I Earn With Total Life Changes?

Let's Dive Into The Compensation Plan



How to Qualify for Commissions



Key Terms

QV - Also known as qualifying volume, is volume that is credited to you personally when you purchase a product. Please note some TLC products have less than 40 QV which does not satisfy the requirement for being active and qualified for commissions.

CV - Also known as commissionable volume, is volume that is created when an item is purchased that has a CV value tied to it.

GCV - Also known as group commissionable volume, is a collection of all the CV on someone's left or right team.

Understand the Family Tree Genealogy

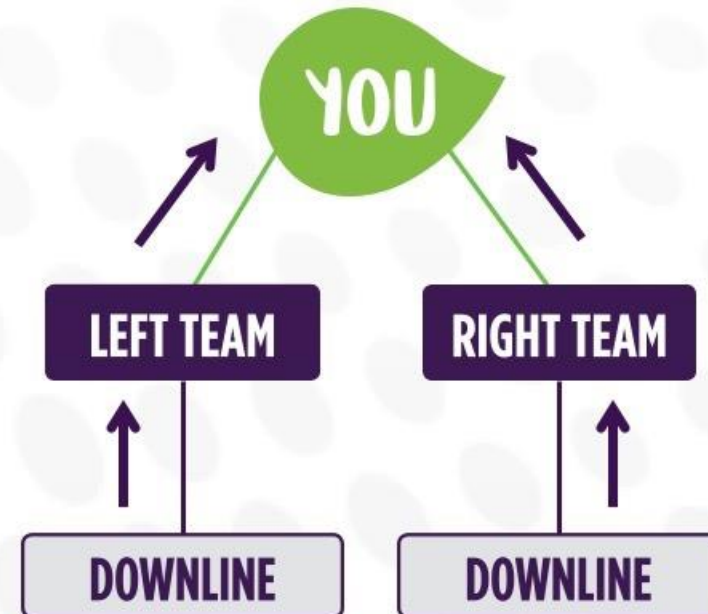
CUSTOMER LIST

Your customer list consists of all preferred customers you have personally enrolled. These customers will not appear in your binary tree.



TEAM TREE

Your team tree consists of all Life Changers in your team. This includes LCs that you have sponsored and Life Changers that people in your team have sponsored.



Opportunity to Earn Income with TLC

6 Different Ways To Earn

1. Retail Bonus
2. Fast Start Bonus
3. Binary Pay
4. Matching Bonus
5. Life Change Bonus
6. **FEELING IT**



1. Retail Bonus



Earn 50% of the product's
QV in paid commissions.



Establish relationships
with customers and encourage
them to reorder.



EXAMPLE:



SOLD at \$49.95 = **40 (QV)**
You receive a commission of \$20
(50% of **40 QV = \$20**)
+ 25% of the QV
(10 CV) added to GCV*

EARNED ON EVERY RETAIL SALE!

2. Fast Start Bonus



Earn 50% in paid commissions for every LC's first order.



Commissions paid out on weekly sales if active with at least 40QV.



EXAMPLE:



SOLD at \$49.95 = **40 (QV)**
You receive a commission of \$20
(50% of **40 QV = \$20**)
+ 25% of the QV
(10 CV) added to GCV*

3. Binary Pay



Earn 10-25% commissions on
group commissionable
volume (GCV)*



Carryover volume of unused GCV
is banked for the following
commission week.*

EXAMPLE:



LEFT TEAM SALES = **1,000 GCV**

-1000 GCV Paid out because this
is your lesser team (Pay Leg)

0 BANKED

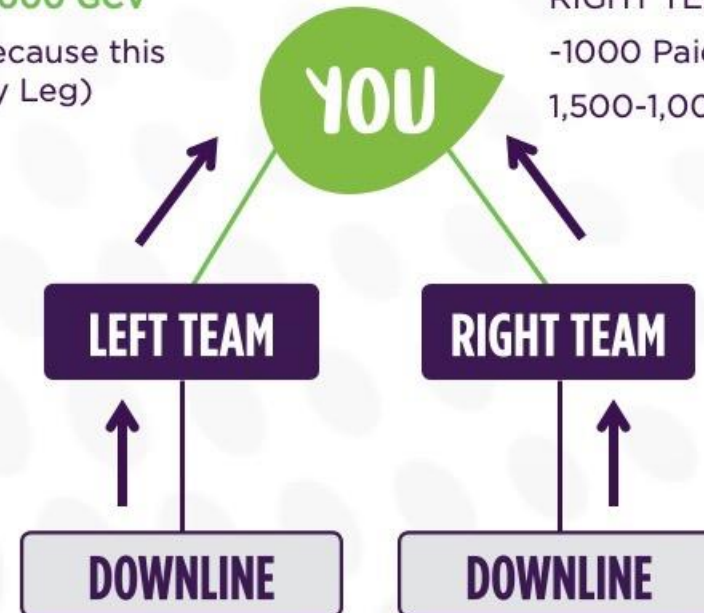
10-25% of 1,000 GCV is
paid out based on rank.
(\$100-\$250)

RIGHT TEAM SALES = **1,500 GCV**

-1000 Paid Out (Left Team)

1,500-1,000= 500 BANKED

500 unused volume is carried
over to the right team for the
next weekly bonus period.



4. Matching Bonus*



Earn 50% in paid commissions for every LC's first order.*

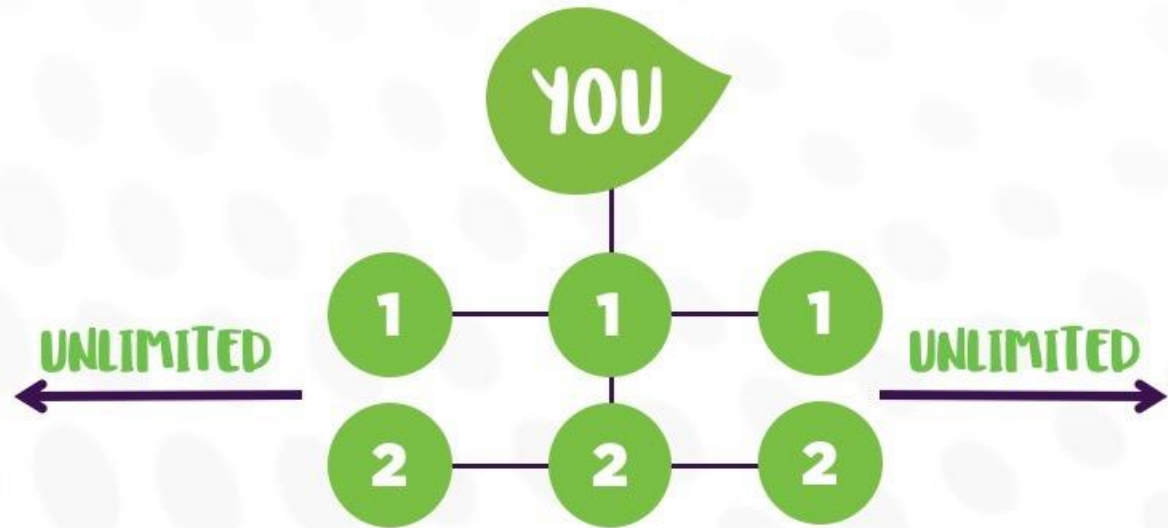


Earn up to 50% match of the binary pay of the personally sponsored of your personally sponsored.*



Commissions paid out weekly if eligible.*

EXAMPLE:



LEVEL 1 - Earn 50% of your personally enrolled

LEVEL 2 - Earn 10-50% (Depending on rank) of your personally enrolled LC's acquired.

5. Life Changer Bonus

EXAMPLE:



The bonus from January will be paid by the 4th Thursday in February.



Earn \$1,500 bonus once qualifications are met.*



Commissions paid out
by the fourth Thursday
of each month if eligible.



**Spend your money
however you like.**



Month Qualified



Date Paid
(4th Thursday)

PLEASE NOTE: To qualify for Life Changer Bonus, you must qualify as a National Director or above for 3 calendar weeks within the month and have sponsored at least one active Regional Director.

*REFER TO THE CURRENT COMPENSATION PLAN

6. FEELING IT!

At Total Life Changes, the sixth way can be the most rewarding way to get paid. Helping others 'Feel It' is one of the greatest benefits you can provide your customers.

- The Gratitude
- The Smiles
- The Connections
- The High Fives, Hugs and Handshakes
- The overall feeling of changing someone's life when they never thought it was possible.



TLC Rank Chart Overview

RANKS	QUALIFICATIONS	EARNINGS ELIGIBILITY	BINARY PAY	BINARY MATCH	LC BONUS
Affiliate	Active with 40 QV	Fast Start and Retail Bonus Only	None	None	No
Associate	Active with 40 QV and Binary Qualified	Fast Start, Retail Bonus, Binary Pay	10% \$5,000 cap	None	No
Apprentice*	Active with 40 QV and Binary Qualified and 500 PLV	Fast Start, Retail Bonus, Binary Pay, Apprentice Bonus*	10% \$5,000 cap	None	No
Director	Active With 80 QV, Binary Qualified and 1,000 PLV	Fast Start, Retail Bonus, Binary Pay, Matching bonus	12% \$5,000 cap	50% 1st level 10% 2nd level	No
Rising Star**	Active With 80 QV, Binary Qualified and 2,500 PLV	Fast Start, Retail Bonus, Binary Pay, Matching bonus, Rising Star Bonus **	12% \$5,000 cap	50% 1st level 10% 2nd level	No
Executive Director***	Active With 80 QV, Binary Qualified and 5,000 PLV.	Fast Start, Retail Bonus, Binary Pay, Matching bonus	14% \$5,000 cap	50% 1st level 20% 2nd level	No
Regional Director***	Active With 120 QV, Binary Qualified, at least one personally sponsored Active Executive Director in a previous commission week and 10,000 PLV	Fast Start, Retail Bonus, Binary Pay, Matching bonus	17% \$5,000 cap	50% 1st level 30% 2nd level	No
National Director***	Active With 120 QV, Binary Qualified, at least 1 personally sponsored Active Regional Director in a previous commission week and 20,000 PLV.	Fast Start, Retail Bonus, Binary Pay, Matching bonus, and Life Changer Bonus	20% \$10,000 cap	50% 1st level 40% 2nd level	Yes
Global Director***	Active With 120 QV, Binary Qualified, 2 active Executive Directors* (1 on each leg), at least 1 personally sponsored active National Director in a previous commission week and 50,000 PLV.	Fast Start, Retail Bonus, Binary Pay, Matching bonus, and Life Changer Bonus	20% \$20,000 cap	50% 1st level 50% 2nd level	Yes
Ambassador***	Active With 120 QV, Binary Qualified, 4 active Executive Directors* (2 on each leg), at least 1 personally sponsored Global Director in a previous commission week and 100,000 PLV.	Fast Start, Retail Bonus, Binary Pay, Matching bonus, and Life Changer Bonus	22% \$20,000 cap	50% 1st level 50% 2nd level	Yes
Executive Ambassador ***	Active With 120 QV, Binary Qualified, 8 active Executive Directors* (4 on each leg), at least 1 personally sponsored Ambassador in a previous commission week and 200,000 PLV.	Fast Start, Retail Bonus, Binary Pay, Matching bonus, and Life Changer Bonus	25% \$20,000 cap	50% 1st level 50% 2nd level	Yes

TLC Keeps Things Simple To Get Started

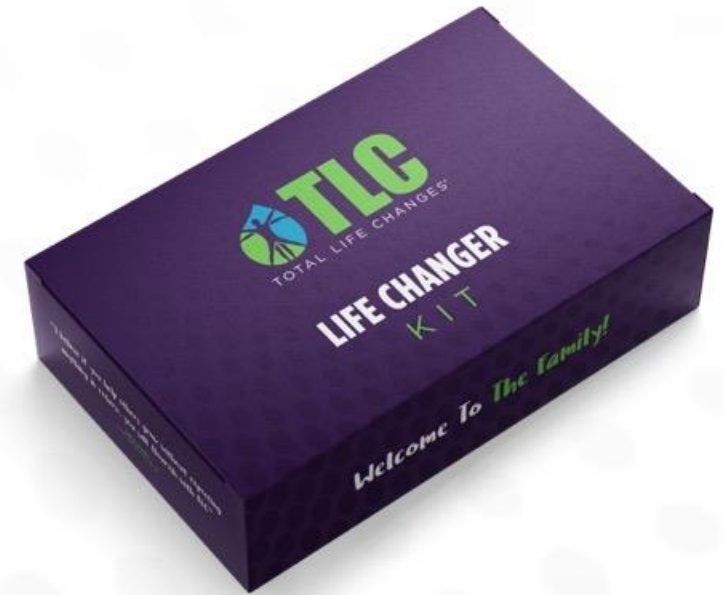


No overhead or miscellaneous start-up fees.

Let's look at some **SUCCESS STORIES** of current Life Changers that have taken control of their **Health & Wealth**.



Purchase a product
(Valued at \$49.95 or more.)



Invest in one of the three Business Starter Kits
(Starting at \$50.00.)

INCLUDES:

10 Sample Credits

15 or 30 Sample Mailers
(Standard and Premium Kits Only.)

Additional Business Materials

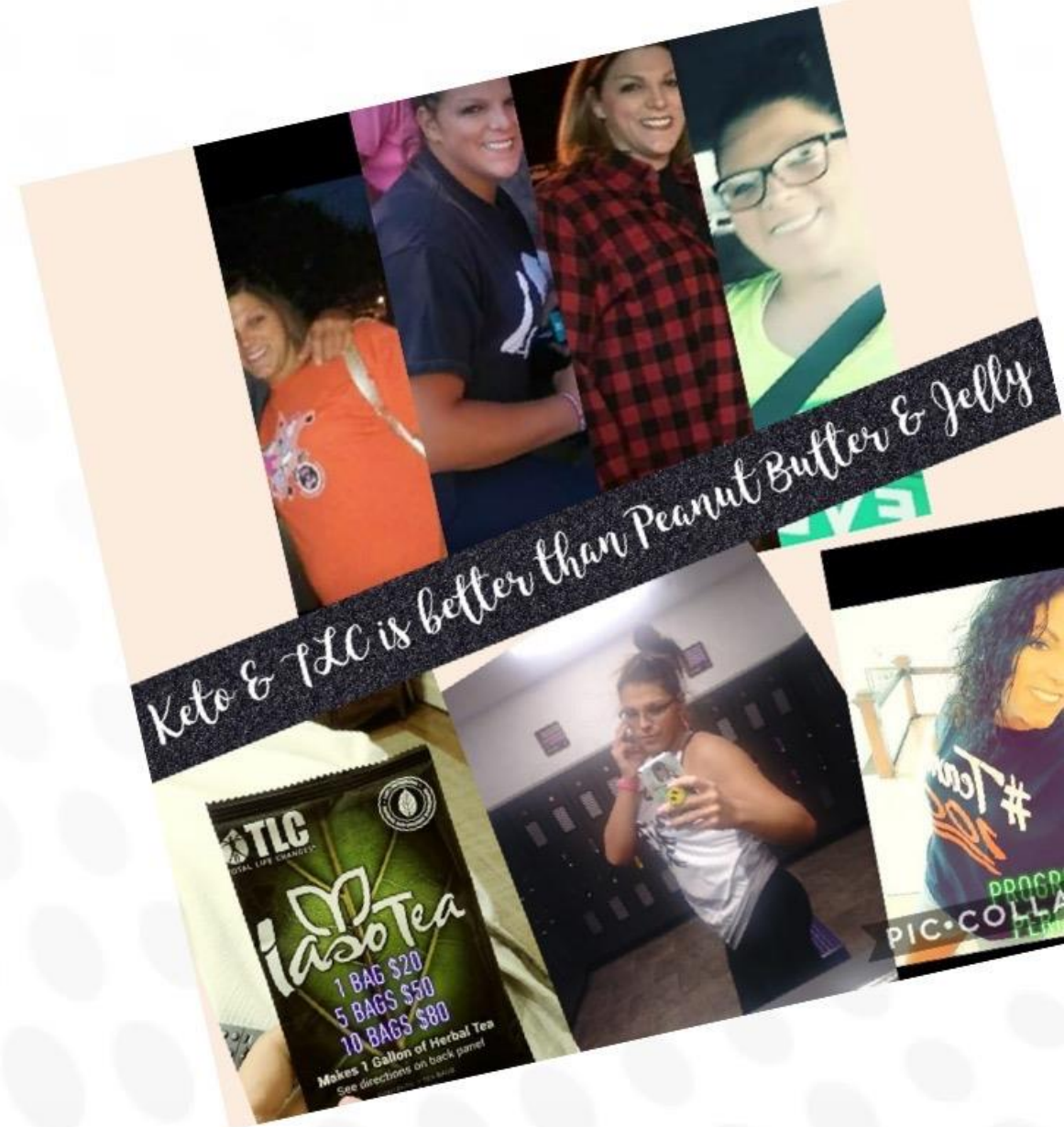
Kristeana Renee

Little Rock, Arkansas

- Started as a Preferred Customer using the Iaso tea and NRG.
- Two weeks later she became a Life Changer.
- Starting weight was 256 lbs and is already down to 226lbs.
- Works full-time at the University of Arkansas for Medical Sciences
- Joined Total Life Changes in December 2018

"I have been with TLC since December of 2018. Since that time, I have been able to do things for myself that I wasn't able to do before. We traveled to Dallas and Memphis to the conventions strictly from money made from TLC! Never have I been able to travel that way and not come home broke. Thank You, TLC!"

~ Kristeana Renee



Gina Lee

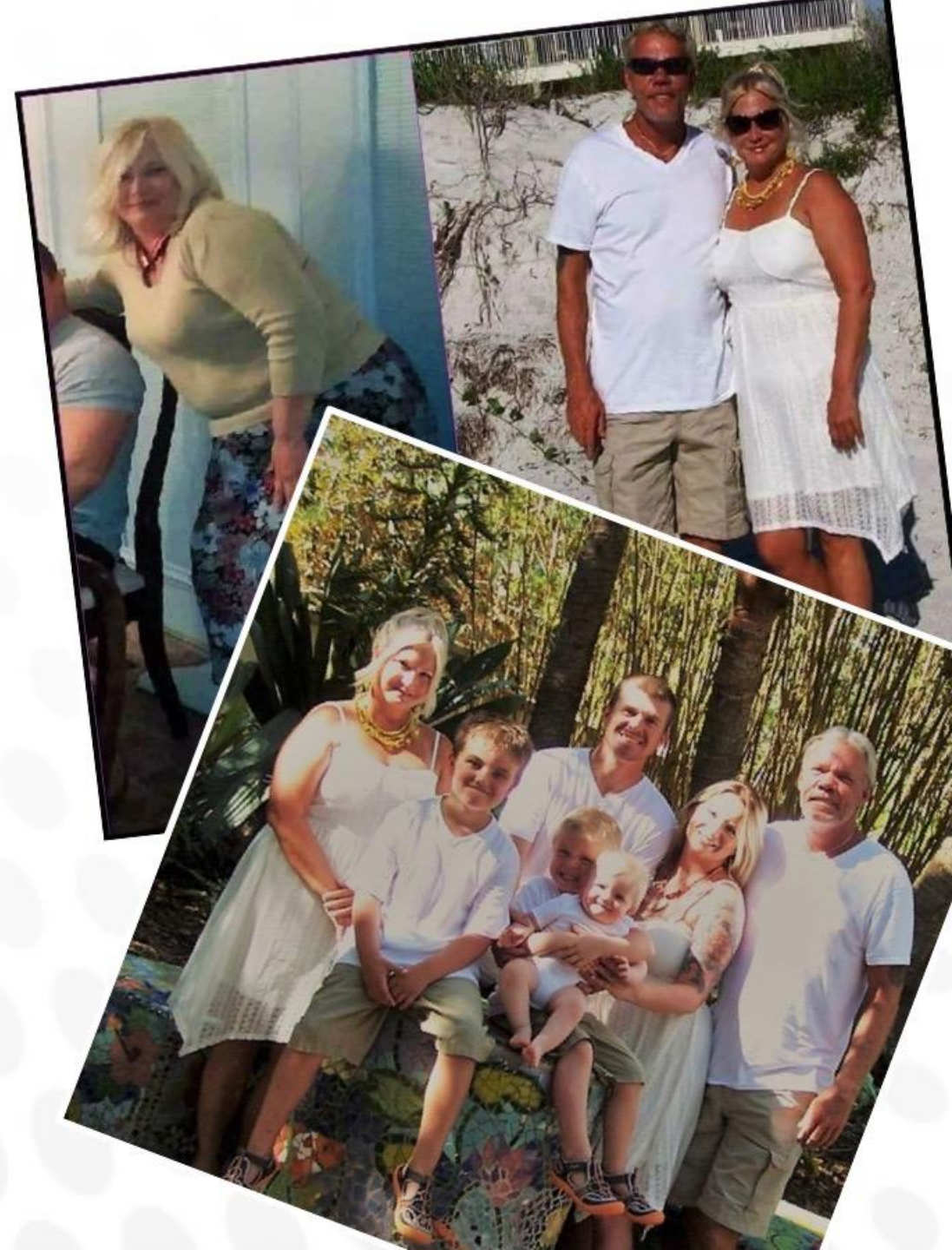
Largo, Florida

4 children & 10 grandchildren between them.

- Gina's friends introduced her and Buddy Eden to TLC's products and opportunity. They signed up and started taking the products at the same time while sharing them with others immediately.
- Full-time accountant and still earned "\$75,000 in documented earnings in twenty-six weeks working part-time

"I have a very busy job so if I can do this anyone can do this. I have been working the business for 2 years as of March 1, 2019 part time. This week (26 months later) and I will reach my \$75K in part-time earnings! This has allowed me and my fiancé Buddy Eden to replace his income. He has been disabled from back surgeries and we are able to keep up our fun lifestyle!"

~ Gina Lee



Emily Roberts

Bedford, Indiana

Married, mother of one

- Married three years (August 2019). Twenty-three-year-old stay-at-home mother
- Joined Total Life Changes in June 2018 after her husband Josh suffered injuries in a car accident.
- Sister-in-law and mother-in-law were already successful Life Changers for 3+ years
- Regular 250 Club Member & Qualified for 2019 Top Retailer Retreat

"I joined TLC because my husband new the income potential. He pushed me out of my comfort zone. I started slowly at my own pace and now we are making a great income by sharing these amazing products."

~ Emily Roberts



Nicole Ringer & Josh Bashford

Northport, Florida
4 children between them.

- Married with two boys and two girls under the age of 10
- Joined Total Life Changes in July 2016
- Former pre-school teacher
- Stay-at-home mother for the past three years
- Nicole & Josh wanted to lose weight. They tried working out and changing their diet on their own without any success.
- Documented Top Retailer | 250 Club Member Since Inception| 3x Top Retailer Retreat Winner

"We both needed help losing weight, we tried working out and changing our diet on our own it didn't work. We discovered the products and started on July 4th, 2016. We got instant gratification and couldn't stop bragging to people about them and joined that weekend, July 10th, 2016 to help others get the same experience we felt after struggling for so long."

~ Nicole Ringer



Keely Taylor & Tim Zastrow

Bradenton, Florida

Married with three children.

- Started as a customer and soon after joined TLC in April 2015
- Keely lost 42 lbs in 45 days. Tim lost 30 lbs in 30 days. Their oldest son Keenan lost 48 lbs in 6 months just by drinking laso® Tea.
- Prior to being married, Keely lived in a shelter with her children.
- No prior sales or networking experience
- Now six-figure plus in earnings and new owners of a 5 bedroom & 3 bath home

"TLC has allowed us to be debt free. We've raised our credit score over 200 points and build a five bedroom & three bath house. We no longer need food stamps or Medicaid. Now my husband Tim and I are able to afford to fuel our kid's dreams."

~ Keely Taylor



Real Results & A Real Business Opportunity

- You've learned about TLC's flagship product Iaso® Tea & other products, their ingredients, and the intended benefits.
- We've presented authentic weight-loss results and how you can earn real income by inspiring others to get started on the products.
- We believe there are three types of people.



Let's see where **YOU** fit in.



Are You Feeling It?

(3 Types of People)



Sample Customer

A little skeptical?

We get it, try a sample and let us know how you feel.



Preferred Customer

Love what you heard?

You're ready to get your tea right now and start feeling it every month!



Life Changer

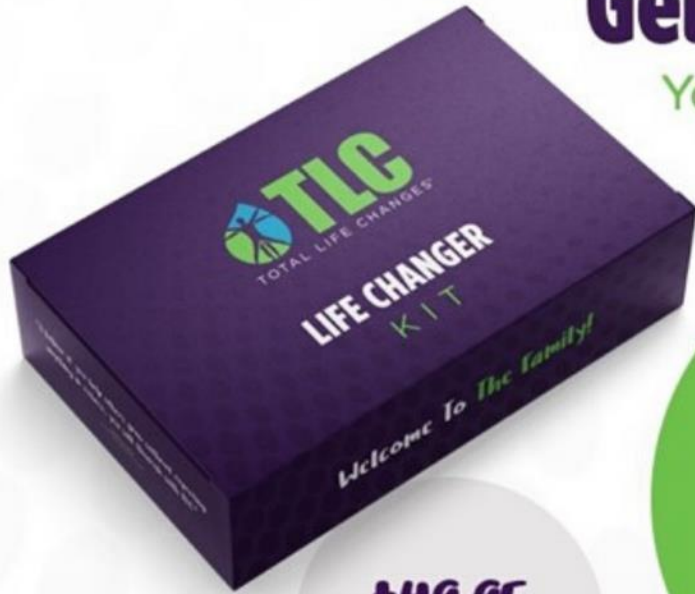
Extremely Excited?

You've got the TLC Vision. Join our Family and let's start changing lives together!

Are You a 1, 2 or 3?

Getting Started as a Life Changer?

You're just one step away to a Total Life Change



\$49.95
Digital Kit

Recommended

\$49.95
Standard Kit*

\$99.95
Premium Kit**

**Product / Inventory
Selection Purchase**



FREEDOM KIT
\$164.95

Recommended



INCLUDES:

50 Sample Credits to send 10 Samples | 6 or 30 Sample Mailers*

*Standard and Premium Kits Only

(10) Top 5 Product Guides | (2) Lose 5in5 Buttons | (5) Lose 5in5 Wristbands

The Purple Book | Culture & Branding Guide Family System Booklet



Iaso Tea - Instant (50pk)
\$59.95



NutraBurst
\$49.95



TOTAL LIFE CHANGES®
LIFE CHANGER

A Full Line of Quality Products

Health & Wellness

- Iaso Detox Tea
- Multivitamin
- Energy
- Nutrition
- Stem Cell
- Antioxidants
- Probiotics
- Weight Loss



www.TotalLifeChanges.com/LadyVye
910.551.2079

Vivian "Vye" Baldwin
IBO - Enroller ID #38392231

**My Direct Life Changer Business Partners
Receive A Personalized Designed Marketing Flyer
As My Free Gift For Joining My Team
& To Kick Start Your Business Success**

