

TLC's GOLD STANDARDS



Individual Team Reviews
TWICE ANNUALLY

Scripting Camp Annually until
100 PVA (Then Consider
Changing Frequency)



Student
Loan DEBT
FREE within 10
Years of
Graduation



90%
Collections



95%
Kept
Appointments

10
Live TLC Calls
per Month

Minimum 5 TLC Events
Attended Annually per DC per
year. 3 Seminars, Leadership, &
Scripting Camp.

PVA
100



95%
NP
Conversions

2-3
Expansion
Cycles



1 Full Time CA
80-120
OV / Week



OH Covered
by all
Wellness
Patients
Monthly

SWS
Attendance
Weekly

Double # of
your average
Converted NPs



Daily GAS CARD
Postings in
WhatsApp



OH:
45%
or less



Start-Up
OH:
75%



Financial Camp Annual
Attendance until at IDEAL
DVA - Collections 90%
OH 50% or Below



4-6%
Annual
Growth



TLC's TIME STANDARDS



Prep for AC Call: 5-8 minutes
Post Wrap Up of AC Call: 5 minutes

Ripped and Rich: You, your backpack, & a plane ticket to a TLC event



Day 1 Six Steps
12
Minutes



Day 2
Thirteen
steps
28 - 35
Minutes

RROF Inflow
Regular OV
Time +
3 Minutes



Re-exam
Regular
OV Time +
3 Minutes

Team
Trainings
45
minutes



03
Meetings
8 - 20
Minutes



Weekly
Workshops
30
Minutes



Quarterly
Trainings
5
hours



Annual
Reviews
20-30
Minutes

30
Minutes
Early to
Every
Session



All Team
leaves
within
15
minutes
of each
session



Huddles 3
minutes



Spontaneous
Trainings 3
Minutes

Anniversary
Report
10 -15
Minutes



Day 2
Eight
Steps
12-15
Minutes



Community Time at
TLC Events - Saturday
PM Playtime

