

7-DAY BUSINESS QUICK START

My Coach ID:

MY WEBSITES

BeachbodyCoach.com/
Shakeology.com/
MyUltimateReset.com/

COACH SUPPORT TEAM

NAME:	PHONE:
1. Sponsor Coach	
2. Diamond Coach	
3. Star Diamond Coach	

CORPORATE SUPPORT TEAM

Coach Relations:

1 (800) 240-0913
faqcoach.custhelp.com
CoachRelations@TeamBeachbody.com





3 VITAL BEHAVIORS of a Team Beachbody® Coach

- 1) Invite. Invite. Invite.**
Invite as many people as possible. Every day. Invite people to join your Beachbody Challenge™ Group. Have the courage to invite everyone you come into contact with. Invite. Then invite more.
- 2) Be Proof the Product Works.**
Use the fitness programs. Use Shakeology®. Use the Ultimate Reset™. Be a walking Success Story in progress.
- 3) Personal Development.**
Every day. Read, listen to audiobooks, use Success on Demand in the back office. Listen to the weekly Coach Call and team calls and attend Summit and other training seminars.

Watch the 3 Vital Behavior Training Videos: [1](#) [2](#) [3](#)

MY "WHY":

STAY CONNECTED:

 [Facebook.com/TBBCoach411](https://www.facebook.com/TBBCoach411)  CarlDaikeler.com
 [YouTube.com/TeamBeachbody](https://www.youtube.com/TeamBeachbody)  [@TBBCoach411](https://twitter.com/TBBCoach411)

MONDAY

National Wake-Up Call
8:00 AM/PT
1 (832) 225-5055

WEDNESDAY

Weekly Pay
Bonus Cycle
Ends 11:59 PM/ET

1 COACH TRAINING ACADEMY

Get started by completing the Business Essentials course in the Coach Training Academy, your resource for the tools you'll need to be a successful Coach.

Business Essentials Lessons:

- [7-Day Business Quick Start Lesson](#)
- [TeamBeachbody.com lesson](#)
- [Your Profile & Websites lesson](#)
- [Coach Online Office lesson](#)

2 SET GOALS

Month 1: Pay for your product and qualify for Success Starters by earning Success Club 5 (SC).

DAY 30: ___/___/___

Month 2: Advance to Emerald Coach and qualify for Success Starters.

DAY 60: ___/___/___

SUCCESS CLUB 5*

Earn rewards and recognition, including annual trips for your entire family. Qualify for Success Starters and SC 5 by earning 5 SC points in 1 calendar month and having a personal order of at least 90 PV on home direct. Example:

- 2 Points for a new Challenge Pack customer.
- 1 Point for a new Shakeology HD customer.
- 2 Points for a new Challenge Pack Coach.

EMERALD COACH*

Opportunity to qualify for leads and bonuses. Advance to Emerald:

- Personally sponsor an active Coach on your **left leg**.
- Personally sponsor an active Coach on your **right leg**.
- You and your two Personally Sponsored Coaches meet active status (50 PV).



3 LIST PEOPLE TO HELP

List the people with whom you have the best relationship to personally invite to your Challenge Group. Use the [Memory Jogger](#) to add more to your list and download the complete [Contact List](#) to track where your contacts are in the Customer 5-Step Invitation Process.

NAME:

NAME:

1.

6.

2.

7.

3.

8.

4.

9.

5.

10.

GO PUBLIC!

Pick a start date for your Challenge Group within 21 days and go public by announcing it on Facebook.®

*"Mark your calendars—my (fitness, health, weight loss) Challenge Group starts on (insert date) !
Click 'like' or message me for more information."*

4 INVITE TO YOUR BEACHBODY CHALLENGE GROUP

Use the invitation tools, [How to Build Relationships](#), the complete [Customer 5-Step Invitation Process](#), and [How to Overcome Objections](#) to successfully invite to your Challenge Groups. Below is an overview of the 5-Step process.

STEP 1: THE INVITE

Find out if they're interested.

"Hi (NAME), I don't know if this is for you or not, but I was hoping you could help me. I'm going to start a health and fitness challenge and I wondered if you know anyone who would be interested?"

TIP: Don't overwhelm them with too much information.

BRIDGE: STEP 1 TO STEP 2

If they reply to your invitation or if they reach out to you first.

"Great, I'm glad you're interested. Let me ask you a few questions and we can go from there to make sure this is right for you."

TIP: Never skip the bridge; it sets up Step 2 and prepares your prospect for the questions you're going to ask.

STEP 2: THE INTERVIEW

Sample Questions:

"What made you interested in this fitness program?"

"How long have you struggled with nutrition?"

"Have you ever tried a Beachbody program before?"

*Refer to the 5-Step Invitation Process document for a complete list of sample questions.

TIP: Slow down and ask questions to understand their real motivation.

BRIDGE: STEP 2 TO STEP 3

"I still don't know if this is right for you, but it sounds like it is. I want to make sure this is a good fit for you and something you're willing to invest in, so if I send you videos that explain more about our group would you have a few minutes to watch them?"

TIP: Schedule the watch and the follow up as soon as possible, ideally within 24 hours.

STEP 3: SEND VIDEOS

"Great, so you can watch this tonight at (TIME). Go ahead and watch the videos, and I will follow up with you first thing in the morning to see what you thought about them. Sound good?" <Insert Videos>

TIP: Share the "Ever Feel Like This?" and "Customer Success Stories-Beachbody Challenge Groups" videos from the Coach Online Office > Video Library > Beachbody Challenge > General.

STEP 4: FOLLOW UP AND CONFIRM INTEREST

Follow Up:

"Hi (NAME), did you have a chance to watch the videos?"

"What did you like about them?"

Confirm Interest:

"(NAME), it sounds like this is something you are ready to do. Here's how it works: you enroll with a Challenge Pack, which comes complete with the full fitness program, the entire fitness and nutrition guide, your first month of Shakeology, and the accountability of me as your coach and our entire group. You get all of that for an initial investment of (COST). After your initial investment, you'll just have the investment of Shakeology each month. How would you like to cover that, with a credit or debit card?"

*Refer to the 5-Step Invitation Process for a complete list of follow up questions.

TIP: Ask questions to make sure they understand the expectations of the group and the monthly Shakeology HD investment.

STEP 5: HELP THEM ENROLL

"Great, why don't we get you started. It only takes about 10 minutes. Are you by your computer?"

TIP: Refer to the 5-Step Invitation Process for enrollment steps.

5 SUPPORT YOUR CHALLENGE GROUP

Use the easy [Challenge Group Guides](#) to help your members succeed.

- Product Training Guide
- Coach Starter Guide
- Participant Starter Guide
- Weekly Coaching Guide

6 TRACK YOUR PROGRESS

- Use the [Business Activity Tracker](#) to set your goals and track your activities.
- Success will be determined by how well you align your goals and activities.

7 COACH BASICS

Ask your sponsor about joining a Coach Basics Group to learn the fundamentals of being a Successful Team Beachbody Coach.

REGISTER FOR THE NEXT EVENT



July 16-19, 2015
www.CoachSummit.com



April 15-19, 2015
www.Cancun2015.com



2014 Dates:
January 11th, April 12th
June 28th, September 27th

[Regional and Local Events](#)

MORE HELP

- Get objections? See [Overcome Objections](#).
- Time still not right? Ask who they know that you can help.
- Got questions? Check out the [Coach FAQ](#) to get your questions answered.