

# 7-DAY QUICK START

My Coach ID:

## COACH SUPPORT TEAM

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

## CORPORATE SUPPORT TEAM

### Coach Relations:

1 (800) 240-0913

[CoachRelations@TeamBeachbody.com](mailto:CoachRelations@TeamBeachbody.com)

### Technical Support:

[TechSupport@TeamBeachbody.com](mailto:TechSupport@TeamBeachbody.com)

## STAY CONNECTED

 [Facebook.com/TBBCoach411](https://www.facebook.com/TBBCoach411)

 [@TBBCoach411](https://twitter.com/TBBCoach411)

 [CarlDaikeler.com](mailto:CarlDaikeler.com)

 [YouTube.com/TeamBeachbody](https://www.youtube.com/TeamBeachbody)

## 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.

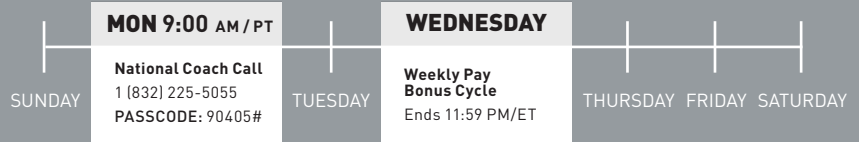
### 3) Personal Development.

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.

Personalize Your Websites

Set Up Your Electronic Funds Transfer (EFT)

MY "WHY":



## 1 SET GOALS.

**Month 1:** Pay for your product.  
(Sponsor 3 customers on Challenge Packs.)

DAY 30: \_\_\_/\_\_\_/\_\_\_

**Month 2:** Earn Success Club 5 (SC) and advance to Emerald Coach.

DAY 60: \_\_\_/\_\_\_/\_\_\_

## SUCCESS CLUB 5\*

Earn rewards and recognition, including annual trips for your entire family. Achieve SC 5 by earning 5 SC points in 1 calendar month.

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).

## 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 \_\_\_\_\_! Click 'like' or message me for more information."*

## 2 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.

NAME:	NAME:	NAME:
1.	8.	15.
2.	9.	16.
3.	10.	17.
4.	11.	18.
5.	12.	19.
6.	13.	20.
7.	14.	21.

### 3 INVITE TO YOUR BEACHBODY CHALLENGE GROUP.

Use the complete **Invitation Guide** to invite to your Challenge Group and personalize your messages. Post, text, or call from your list of people to help.

#### INVITE. INVITE. INVITE.

Find out if they're interested.



*"Hey, (NAME), I'm starting a fitness Challenge Group—do you want to join us?"*

TIPS:

- Don't overwhelm them with too much information.
- Don't send the second message until they say yes.

#### USE QUESTIONS TO FIND OUT WHY THEY'RE INTERESTED.

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



*"Awesome! I'm excited you're considering the Challenge. I'm curious—what's motivating you to want to join the group?"*

TIPS:

- Slow down and ask questions to understand their real motivation.
- The deeper their motivation, the stronger their commitment.

#### SHOW THE "EVER FEEL LIKE THIS?" VIDEO.

If they want more information or have an objection.



*"I have no doubt this Challenge Group will help you (REPEAT THEIR NEEDS AND WANTS FROM STEP 2). This short video explains more about the Challenge Group experience. Can you watch it now?"*

TIPS:

Insert the video link from the Coach Online Office > Video Library.

- Click the "Share" feature and hit "Copy Link."
- When clicked, the link will take your prospect directly to your Coach website.

#### SHARE COMMITMENTS AND EXPECTATIONS.

After they watch the video and still show interest in your Challenge Group.



*"I'm glad you're serious about (REPEAT THEIR NEEDS AND WANTS FROM STEP 2). I have no doubt this Challenge Group will give you the absolute BEST results! We all work together and help each other throughout the entire program. Here are the commitments:*

- Purchase a Challenge Pack by [DATE].
- Start the (30/60/90)-day Challenge Group on [DATE].
- Work out at home and drink Shakeology daily.
- Interact daily in a private Facebook group page and share your goals.
- Receive personal coaching from me and support from other Challenge Group members to help you achieve your goals.

*Are you ready to enroll now?"*

TIPS:

- Be clear and direct.
- You want them to succeed, so set the expectations.

#### HELP THEM ENROLL.

Offer the best customer service.



*"OK, great! It only takes about 10 minutes. Let's get you started!"*

TIPS:

- Use the Coach Mobile App if you're enrolling them in person, or walk them through the steps online if you're enrolling them over the phone.
- Refer to the Invitation Guide for the enrollment steps.

### 4 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

### 5 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.

REGISTER FOR  
THE NEXT EVENT



June 20–23, 2013  
[www.CoachSummit.com](http://www.CoachSummit.com)

**Quarterly Super Saturdays 2013:**  
January 5th, April 13th,  
June 29th, September 28th

**Regional and Local Events**

#### MORE HELP

- Get objections? See the Invitation Guide.
- Time still not right? Ask who they know that you can help.
- Need the Invitation Guide? Find the guide in the Beachbody Challenge Tool Kit, located in the Coach Online Office > Sales & Marketing.