

## Communication Examples

### WHEN SOMEONE ASKS MORE ABOUT AN UPCOMING CHALLENGE GROUP:

Hi Annette and great to hear from you. My challenge group is just a free group you can join where we do a program (workout) together. They are fun, great for accountability and we all help each other stay on track. In a nutshell we all start the program together and keep accountable through a private FB group. I'm hoping to start our group on Monday October the 6th so I am encouraging everyone to get their challenge pack ASAP since it takes around a week to ship.

The program comes with a full calendar and what to do and when, along with a food plan and lots of tips. I got to be in a few of the videos so I personally know how fun and effective (tough) this workout can be.... Let me know what questions you have. Below is how to get it but, feel free to text me, too. -> 817-239-1106

Take a look by going to:

Please go to [www.turbobarbie.com](http://www.turbobarbie.com)

- Click on Shop

- Look for Challenge Packs - Find the 21 Day Fix

(video for more info [https://www.youtube.com/watch?v=0F59U-R5\\_mY](https://www.youtube.com/watch?v=0F59U-R5_mY))

- Click it and I recommend getting the Chocolate Vegan Shakeology (it just tastes best to me)

- Finish and pay

There is a discount member (coach) option that I recommend since it gives you a discount and the initial cost is free when this kind of sign up. No worries either way, just want you to know.

Excited to work with you!



### WHEN YOU ARE ASKED WHAT IS SHAKEOLOGY:

Here is a video to tell you more about Shakeology but, for us it is a drink we have daily that ensures we get our vegetables, vitamins, pre-biotics, pro-biotics, phytonutrients plus about 70 other ingredients (all the stuff we should eat but, don't or have trouble getting our kids to eat). We have 6 flavors as well as ways to get a discount. While we aren't allowed to make "medical claims" it has helped with energy, weight-loss, back and neck pain, sleeping, diabetes type 2, High Cholesterol, high PB...and I could go on but, with whole nutrition this packed the body starts to work the way it should and great results come.

Check out this video and let me know what you think and any questions you may have.

[https://www.youtube.com/watch?v=aY4j9VYw\\_1I](https://www.youtube.com/watch?v=aY4j9VYw_1I)

### WHEN YOU TALK TO SOMEONE ABOUT BEING A COACH:

Hi Lisa, I am messaging you because I wondered if you had ever considered being a Coach. Not sure if you have heard of it or know that much about it but I see you posts (or how you talk to people at school/church/on Instagram etc) and I think you would like it. I am doing it and its so fun, inexpensive and helps keep me accountable to fitness, my nutrition and to others.

Let me know what you think and I am happy to send you more info. And no worries either way, just let me know  
(when they respond )

Send them the 7Minute Intro to Team BB Video and the Basics of the Business Doc.

### EXAMPLE ON RESPONSE WHEN SOMEONE ELSE GETS A PROGRAM FROM SOMEONE ELSE:

Oh, Gosh, I'm sorry, I didn't know you were working with someone else. I don't want to step on toes and I'm sure your coach is probably running a group similar to mine. Please let me know and I can help if not.

(They will come back and say they have never heard from a coach or aren't working with anyone, etc)

Oh, Great then, we can get you assigned to me then you are all mine! Please send the following email to – CoachRealtions@teambeachbody.com – "Dear Coach Relations, please change my Coach to be \_\_\_\_\_ coach id# 123456. Thank you"

This will get us connected and we can go from here!

(OR if they purchased something and really meant to get it from YOU)



OK, no worries we can get you assigned to me and reroute that purchase. Please send the following email to – CoachRealtions@teambeachbody.com – “Dear Coach Relations, I meant to order my 21 Day Fix Challenge Pack from \_\_\_\_\_ coach id# 123456 and can I please get her changed to be my Coach, too. Thank you”

This will get us all fixed up and hooked up. Looking forward to working with you!

### TALKING TO A CHALLENGER ABOUT BEING A COACH:

Hey Jessica, I wanted to message you and say thank you for being such an active member in my group. You are so encouraging and actually respond every time someone posts. Thank you! You make us all feel good. I have to ask if you have ever considered being a coach. You do exactly what I do and I can only imagine others would love to have your encouragement and accountability. We are not fitness experts as Coaches we are others help, accountability partner and just someone willing to help others. It is one of the best things I do and I think you would be great.

Let me know what you think and I can get you more information. It is so fun and so cheap to do this but, what you get out of it has no dollar value. Please let me know.

(When she says ok, give me a little more info... send her this and the 7 minute Intro to Team Beachbody YouTube)

Jessica, here is some of the basics of the business and a quick video telling you more. Feel free to text me, too with any questions.

Video - <https://www.youtube.com/watch?v=Nq-LyHSDszw>

Here are the basics... (add the Basics of the Business Doc here )



## FOR THE FRIEND WHO HAS NOT GOTTEN BACK WITH YOU ABOUT COACHING -

Hey girl, I'm following up with you on being a coach. Not sure if you had a chance to look at everything but, I have a few people to sign up and since I talked to you first, I would rather you be ahead of them. Here is info I found some basic info I found about coaching that may help. Please let me know and no worries either way - Here are the basics...

- As you know, BB is a HIGHLY reputable company w/products featured on news media, in magazines, on talk shows, used by celeb's, etc.
- 25% commissions on any sales from your site whether you've ever bought or sold anything or not
- No pressure to make sales or increase to a rank.. if you WANT to work it great, if not or not right now, that's cool too... enjoy the discounts!
- Team Cycle Bonus, paid weekly, if you decide to build a team
- 25% discounts on all products and programs
- First access to all new products and programs
- Free trainings, webinars, conference calls you can attend if you want to learn to be successful;
- You can cancel at any time... no obligation to stay in or penalty fees or anything like that
- I'd be your mentor, so any questions/struggles you have, I'm here to help!
- No stocking of product, or shipping products, or dealing with customer service issues
- No need for home parties (unless you want to, but that's not necessary)
- A HUGE support system from other coaches online!! You will feel like you have a whole new family!
- Start up is just \$39.95 and then you pay \$15.95/month as a website fee
- Incentive programs to get customers assigned to you!

