

How to Sign up Coaches and Set Preferred Placement

You've done the hard work, recruiting prospects to the business opportunity. Now signing them up is easy. New recruits can sign up to be a Coach from your Coach Web site or your Team Beachbody community profile page. When they follow the signup process it will ensure that you are assigned as their Upline Coach. The process is completed electronically, and Coaches are automatically placed on your team, depending on how you set up your **Preferred Placement**.

This is the actual online sign up process your recruits will experience. This tutorial will help you understand the latest startup packages that are being offered so that you can communicate more effectively with your new recruits. Follow the Preferred Placement instructions on the last page to help you set placement and strategically balance your organization.

Where to Sign up?

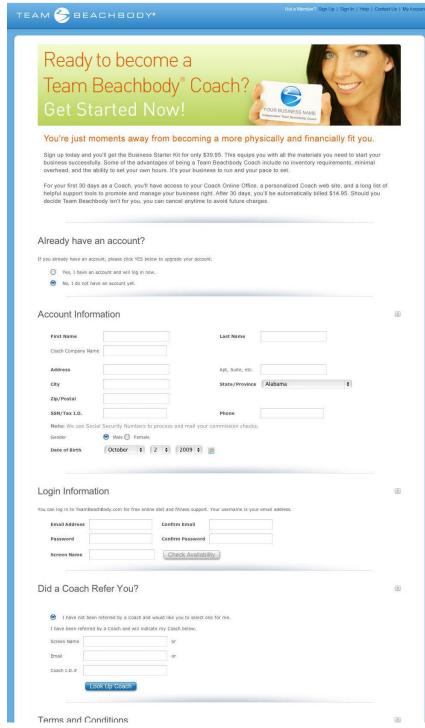


Similarly, your Coach Web site has several areas where your prospects can sign up, including the big Green button that reads **Coach**. This makes it simple for you to direct people from your site and your Coach ID will be attached in the process.

Your prospects can sign up to become a Coach from a number of different places online. From the TeamBeachbody.com site, they can click on the **Coach** button and then **Be a Coach**. Once they answer **Yes! I want to be a Team Beachbody Coach**, they will be taken to the signup pages where they can select you as their Upline Coach.



Get Started Now with the new Signup process



Already have an account?

If yes, this will take your recruit to the login section and then back to complete the rest of the signup process. If no, they'll need to complete the account information.

Account Information

All fields should be completed with accurate information, especially those fields identified with bold text. We'll need a Social Security Number or Tax ID to get the new business started and so that your new Coach can receive commission checks.

Important: Your prospects should only complete the Coach Company Name field if they have created a business entity. The name they put there will be printed on their checks.

Login Information

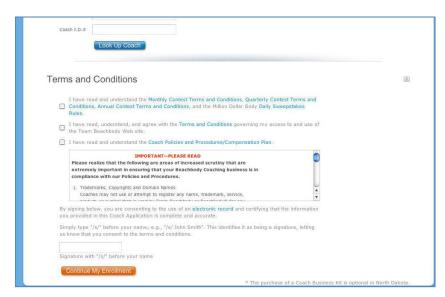
If your recruit is not already a Team Beachbody member, they should enter the email address, password, and username they would like to use.

Did a Coach Refer You?

This is where your recruit can

type in your Screen Name, email address, or Coach ID be assigned to you. If they forget your information or need a reminder, they can search for you with either your Coach ID, screen name, or email using the **Look Up Coach** function. If the recruit was not referred by a Coach, we will assign a Coach to them.

NOTE: If someone signs up from your Coach Web site, your information will automatically populate in the signup process and they will not have to search for you.



Terms and Conditions

To continue with the enrollment process, the recruit will need to review all terms and conditions. Once they check off all 3 boxes and consent to the use of an electronic record, they can continue by clicking the orange button:

Continue my enrollment

Get Started Right!

We've prepackaged everything you need to launch your business



Select a package below, then click the button to continue



"The start-up bundle of champions" is a \$1,278.53 value and puts you on the fast track to financial and fitness freedom. With the Diamond Pack, you're equipped from day 1 with the full arsenal of the most successful Beachbody Prutritional products and fitness programs, Club membership, business services, and 3rd Party Tools. Plus, we'll throw in a FREE Business Starter Kit (a \$39.95 value) and FREE basic ground shipping.

The Diamond Pack Includes:



The platinum collection of Beachbody fitness programs

Your journey starts with fitness, and your first goal is to become a product of the product. The Diamond Pack allows you to get familiar AND interact with the best of Beachbody's programs right away. PBOX®, INSANITY® Hip Hop Abs®, Turbo Jam®, Brazil But Litt®, Power 30®, Slim in 6®, and One on One with Tony Horton (Volume 2, Disc 1). We will continue to ship a new Tony Horton workout every month, but you can cancel anytime.



The platinum collection of Beachbody nutritionals

Behind every good workout regimen is good nutrition. The Diamond Pack ensures you're covered from all angles, regardless of your body's needs. P90X Results and Recovery Formula "Packets, Core Onega-3", Core Cal-Mag", Herbal Immune Boost, P90X Peak Health Formula, P90X Peak Performance Protein Bars Variety Pack.



The Shakeology® Fast Start Pack

Shakeology is Team Beachbody's ultra-premium health shake and the smartest calories you can put into your body. This Fast Start Bonus Pack is a Coach-exclusive offer that includes FREE shipping and is delivered to your door morthly. Your first shipment comes with a special Shakeology workout DVD and a set of recipe cards that can be used to promote the product to customers. You'll also get a FREE shaker cup with your second shipment, Your first shipment will include a combination of single-serving packets—helf Chocolate Shakeology and half Greenberry Shakeology.

Learn More



Membership to the Team Beachbody® Club

The Diamond Pack includes a ONE YEAR trial membership to the Team Beachbody Club (a \$99.00 value). During your membership, you'll receive incredible online diet support, healthy recipes, state-of-the-art fitness tools, and tips for long-term success. To continue the membership after one year, the cost is just \$1.90 a week, billed \$99 yearly in advance to the credit card you enter today. You can cancel anytime to avoid future charges.



3rd Party Tools Business Builder Pack

Arm your business with the best sales and marketing tools we have to offer. You'll get 40 "Decide" DVDs to share the opportunity, 20 "The Beachbody Solution" DVDs for retailing, 10 Product Catalogs, and 5 Get Started Right Guides—all the essential tools you need to launch your business.

Learn More



The Business Starter Kit

The Business Starter Kit is essential to a smooth launch, it includes one "Watch" DVD, one Print CD, and one Get Started Right Guide. The "Watch" DVD contains all the key Coach training you need to get acquainted with your new business. The Print CD serves as an ongoing reference point for other training materials and resources. Finally, the Business Starter Kit includes the Get Started Right Guide, which shows you how to fit the ground running within 48 hours of starting your Coach Business.



Extras

As an added bonus and to help you start promoting your business from day 1, the Diamond Pack also includes a P90X hat, product stickers, and a "FREE workout program of your choice" coupon that incentivizes you to reach your first milestone as a Coach within 30 days.

> Volume Points: 100 Price: \$699.96

> > I want this!

Start Up Pack #1

You can assist your new Coach with selecting the best Start Up package that's right for them.

The **Diamond Pack** is what we call the start up bundle of champions and puts you on the fast track to financial and fitness freedom. This comprehensive pack will equip you with Beachbody's most successful nutritional products and fitness programs, business services and 3rd Party Tools from day one. You'll also receive the Business Starter Kit for free and ground shipping for free.

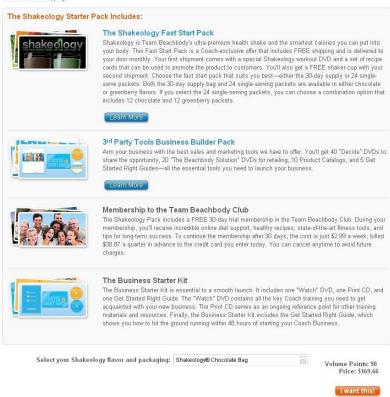
This bundle will display the Coach price and the Volume points associated with the pack.

Click on any Learn More links for a full description of the selected products.

Click on **I want this!** to purchase this pack.



The "business essentials" start-up bundle is by no means less effective. You'll still get all the Shakeology, Team Beachbody Club access, and 3rd Party Tools you need to launch your business like a seasoned pro. We'll also waive the cost of your Business Starter Kit (a \$39.95 value) and throw in FREE shipping.



Start Up Pack #2

The **Shakeology Starter Pack** provides a new Coach with a Shakeology Fast Start Pack, the 3rd Party Tools Business Builder Pack, an introductory membership to the Team Beachbody Club, and the Business Starter Kit. If they select this bundle, the initial \$39.95 fee for the Business Starter is waived and basic shipping is free.

This pack will display the Coach price and the Volume points associated with the pack. The purchaser can click on the dropdown menu to make specific choices on Shakeology flavor and size.

Click on any Learn More links for a full description of the selected products.

Click on **I want this!** To purchase or **No thanks, just complete my enrollment**.

No thanks, just complete my enrollment



Start Up Pack #3

The **Shakeology Plus Fitness Starter Pack**provides a new Coach with a Shakeology Fast Start
Pack, the 3rd Party Tools
Business Builder Pack, an introductory membership to the Team Beachbody Club, and the Business Starter
Kit. If they select this bundle, the initial \$39.95 fee for the Business Starter is waived and basic shipping is free.

Plus, the new Coach gets a choice of one Beachbody fitness program from a list provided.

This pack will display the Coach price and the Volume Points associated with the

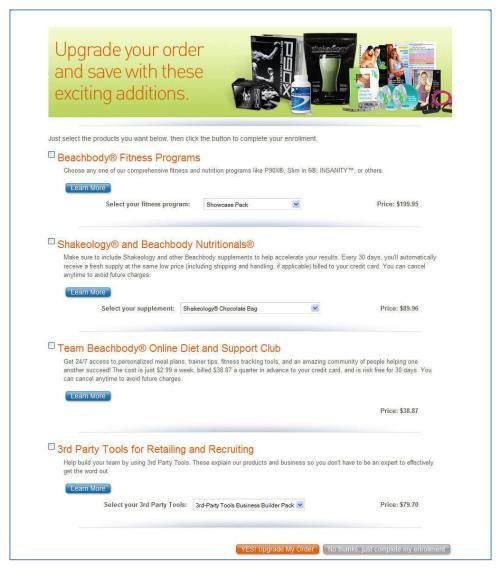
pack. The purchaser can click on the dropdown menus to make specific choices on a fitness program and Shakeology flavor and size.

Click on View Programs to see which fitness programs can be selected.

Click on I want this! to purchase or No thanks, just complete my enrollment.

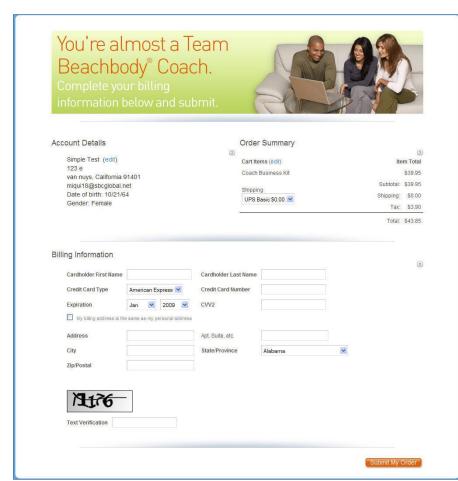
No thanks, just complete my enrollment

If your new Coach does not select one of the packs in the above three offers another page will display product categories where they can order individual products.



A la Carte Page

On this page a new Coach can choose individual fitness programs, nutritional supplements, 3rd Party Tools, and a risk-free membership in the Team Beachbody Club.



Account Details

This is where the new Coach can view the items in their cart. A Business Starter Kit will automatically be ordered and sent to every new Coach upon signup.

The new Coach can select faster shipping methods if they choose.

The billing information has several required fields (in bold) to complete before a submitting the "secure" order for processing.

Registration Completed

A new Coach will receive a congratulations and welcome from CEO, Carl Daikeler, once the Sign Up process was successful. The information on this page

with Carl's picture directs a new Coach to start editing their Profile page or visit the Team Beachbody site (Dashboard)

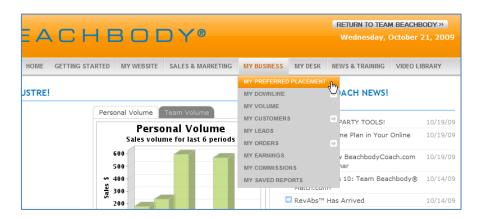


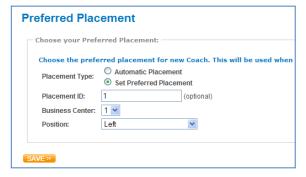
Preferred Placement.

Once you become a Team Beachbody Coach, you will have access to the Coach Online Office from the TeamBeachbody.com site.



As you sponsor new Coaches, they will become a part of your team or organization. You can decide where Coaches are placed on your team by going to the Preferred Placement link under My Business in your Coach Online Office.





If you select Automatic Placement, the system will place new Coaches on your team in a random position. If you select Set Preferred Placement, you have more control over where new Coaches will be placed in your organization. A productive team means that your business will become more profitable, and there are many different strategies for the placement of Coaches. Ask your Upline Coach what works best for them.