

# GET STARTED RIGHT GUIDE



YOUR FINANCIAL TRANSFORMATION BEGINS HERE. ROAD MAP INSIDE.

## From a guy who thinks the next 48 hours could change your life.

“ This is it, people—the fork in the road. And here are your choices: will you run a successful business or will it never get off the ground? What you do in the next couple of days will determine your direction.

Sound tough? I say this because I've seen the scenario played out many times. Even in my own life. Once you've made the decision to make a change, you need to take action quickly. Every success I've had, I've focused and moved fast.



So, now that you've signed on to be a Team Beachbody® Coach, complete the following steps to set up your business. They're simple and they work. To get started, sit down with your Upline Coach and complete this workbook together. The Get Started Right Interview will be the most important action you take in the next two days. This is how you figure out where you're going and how to get there. Without it, you'll never reach what comes next.

Remember, we're in this together. This is a proven system with all the support to help you succeed. What's it going to be then: Doer or Wannabe? You're here to make money, aren't you? Get going now. Get started right. ”

Carl Daikeler  
Chairman and CEO  
Beachbody®

## Check these off and you're open for business.

Your Upline Coach will help take you through the activities listed here and on the following pages. Now's the time to get things clear in your mind. So get started. And go make it happen.

- Determine your Why**  
Define your motivation for getting into the Team Beachbody Business. What's your north star—the driving force that'll help you achieve your goals?
- Set your business goals and income expectations**  
Turn your dreams into a real action plan with specific short- and long-term goals you can track and measure. Determine how much time you'll invest and what income you're aiming for.
- Set your fitness and nutrition goals**  
Commit to a fitness and nutrition program that will get you in the best shape of your life.
- Know your support team**  
Your Upline Team wants you to succeed and will be there every step of the way.
- Participate in events and training**  
Tap into local and corporate training events, Webinars, Team calls, and more.
- Set up your account**  
Get connected and plugged in. Check out your Coach Web site and create your profile page to stay present in the community.
- Create your list**  
Identify your top prospects, people who would be great business partners and customers. We'll show you how easy it is to get the word out.
- Follow the system**  
Exposure is everything, and using a Team Beachbody 3<sup>rd</sup> Party Tool is essential to help you tell the story.
- Earn commissions and bonuses**  
Make money as a Team Beachbody Coach. Climb the ladder for bigger rewards.

## Determine your Why.

**This is no time for flabby goals. Define your dreams.**

Knowing what's motivating you will help your vision become a reality.

Drill deep. Ask yourself for clear, specific answers.

This is going to help YOU see where you're going.

Zeroing in on your Why is a process of getting more and more specific.

Here are a few questions to get you going:

- What's my reason for becoming a Coach?
- What are my personal dreams?
- What would I do with extra income?
- What would I do if I had more time?
- What are my family goals?

What's your Why? Here are a few examples.

*I want to take my family on a vacation every year to an exotic location.*

*I want the time to be able to attend my children's activities.*

*I want to own a home.*

*I want to be debt free.*

*I'd like to redecorate my living room.*







## Set your business goals.

**Goals give you direction and focus.** Writing them down is a powerful exercise that will keep you on track and help you reach your intended target.

How many hours per day will you commit to your business?

How many days per week will you commit to your business?

Total hours per week I'm committing to my business:



## Set your income expectations.

Determine the amount you would like to earn:

1<sup>st</sup> month

6<sup>th</sup> month

12<sup>th</sup> month

## Set your fitness and nutrition goals.

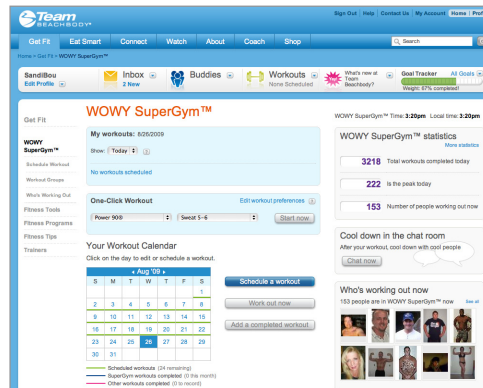
Having personal experience with the products transforms you into a walking billboard. In fact, it may just be your most effective sales tool.

Have your Upline Coach help you pick a fitness program and nutritional products that are right for you. Here's an example:

### Commit to a fitness program:



### Commit to a fitness program (go ahead, put it in writing):



### WOWY SuperGym™

Tap into WOWY, our online SuperGym at TeamBeachbody.com. Connect with others like you focused on living a healthy lifestyle. Plus, log in to WOWY every day for a chance to win cash and prizes in the Million Dollar Body Game.®

## Know your support team.

**You're never alone.** You may be in business for yourself, but you're not by yourself.

Your Upline Coaches are with you to provide motivation and guidance—  
an entire group, committed to helping you succeed every step of the way.

My Coach Sponsor is:

.....  
name

.....  
email

.....  
phone

My Diamond Coach is:

.....  
name

.....  
email

.....  
phone

My Star Diamond Coach is:

.....  
name

.....  
email

.....  
phone

Coach Relations:

*Coach Relations*

.....  
name

*coachrelations@teambeachbody.com*

.....  
email

*1 (800) 240-0913*

.....  
phone

## Participate in events and training.

Get plugged in quickly for a running start on the road to success. Begin by organizing your Team Beachbody schedule. With a little planning you can treat your business like a business. And get paid.

Schedule my first  
Beachbody Home Party:

Location \_\_\_\_\_  
Date \_\_\_\_\_ Time \_\_\_\_\_:\_\_\_\_\_  
Number invited \_\_\_\_\_

My weekly Beachbody  
Briefing is at:

Location \_\_\_\_\_  
Date \_\_\_\_\_ Time \_\_\_\_\_:\_\_\_\_\_  
Number invited \_\_\_\_\_

My next Training Event is at:

Event name .....

Location \_\_\_\_\_  
Date \_\_\_\_\_ Time \_\_\_\_\_:\_\_\_\_\_  
Number invited \_\_\_\_\_

My next Team Call is:

Event name .....

Date \_\_\_\_\_ Time \_\_\_\_\_:\_\_\_\_\_  
PIN#: \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_-\_\_\_\_

My next Webinar is:

Event name .....

Date \_\_\_\_\_ Time \_\_\_\_\_:\_\_\_\_\_  
PIN#: \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_-\_\_\_\_

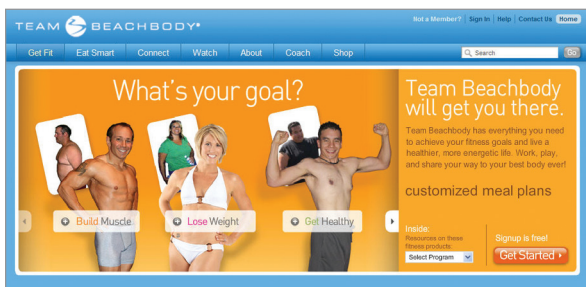


**TIP:** The quicker you get into a rhythm, the quicker it will become a habit.

# Set up your account.

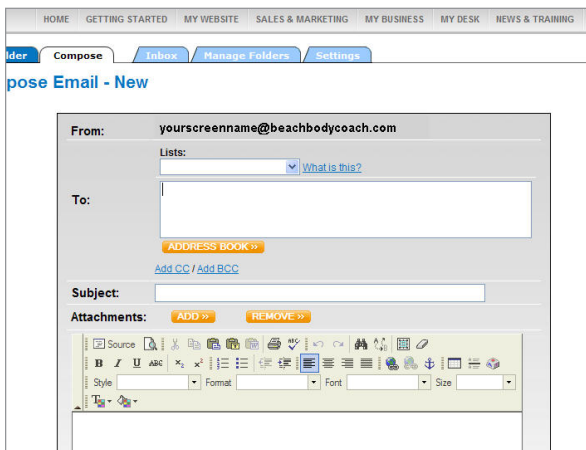
**Connect NOW.** When you're plugged in, it's easy to do business.

[TeamBeachbody.com](http://TeamBeachbody.com)



## 1. Start here. Go to [TeamBeachbody.com](http://TeamBeachbody.com) and log in.

Set up your community profile. Remember, this is your "face" online. It's how the Team Beachbody community will see you, so provide a good amount of information about yourself and don't forget to upload photos. Letting people know you're on the same journey as they are is a great way to break the ice with potential customers. Your profile page also acts as a storefront where you can send customers to shop for products and sign up to be a Coach. You can do all this at [TeamBeachbody.com/screenname](http://TeamBeachbody.com/screenname).



## 2. Start using your Coach email account.

While you're in your Online Office, you'll find your Coach email account under My Desk. Your account has been automatically set up for you at: [Yourscreenname@BeachbodyCoach.com](mailto:Yourscreenname@BeachbodyCoach.com). Put it to work by sending emails and eCards to reach out to prospects, customers and your team of Coaches.

[BeachbodyCoach.com/yourscreenname](http://BeachbodyCoach.com/yourscreenname)



### 3. Check out your Coach Web site.

From TeamBeachbody.com, click on the Online Office and go to My Web site. Voilà! You've got your own customizable Web page to greet visitors, service customers, and sign up new Coaches.



### 4. Plug into other tools.

Go to the Getting Started Section in the Online Office to find the latest tools to help you get started right.

#### Tip: The name sticks.

If you've chosen BuffnStuff as your screen name, that name will follow you around. You'll use it as the screen name for your Web site, email account and all your business activities with Team Beachbody.





## Create your list.



**Identifying your contacts** is very important in launching a successful Team Beachbody Business. Generate a list of prospective Coaches—those who'd make great business partners—and start building your organization. Then keep adding to your list.

Name	Phone	Email	3 <sup>rd</sup> Party Tool	Follow-up
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

**TIP:** Use Team Beachbody 3<sup>rd</sup> Party Tools with all your contacts. (See page 14.) And be sure to follow up.





## Keep going.



**From athletes to accountants and marathoners to moms,**

Beachbody products are famous for getting results and changing lives. Write down the first 10 people you'd like to help.

They'll be glad you did.

Name	Phone	Email	3 <sup>rd</sup> Party Tool	Follow-up
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

### Memory jogger:

Family, Friends, Neighbors, Co-workers, Babysitter, Housekeeper, Gym buddies, Trainer, Church group, Hairstylist, Dentist, Doctor, Teacher, Veterinarian, Kids' coach, Team parents, Accountant, Dry cleaner, Architect, Manicurist, Pharmacist, Postal carrier, Painter, Optometrist, Plumber, Realtor, Attorney, Insurance agent, Chiropractor, Volunteer group

## Follow the system.

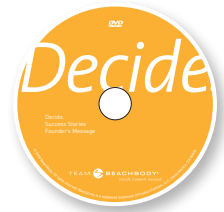
No need to reinvent the wheel. This system is proven, simple, and easy to duplicate. You've identified your contacts. Now this is how to do it.

### 1. Exposure is everything.

Exposure is really just advertising. Getting the message out to more people allows you to do more business. Using a Team Beachbody 3<sup>rd</sup> Party Tool to do this is essential.

### 2. The power of 3<sup>rd</sup> Party.

A 3<sup>rd</sup> Party Tool is anything, other than you, that explains the Business Opportunity or products (e.g. The Decide DVD, The Beachbody Solution DVD, the This Is Team Beachbody brochure). With tools like these, you don't have to be an expert or a public speaker to get the word out effectively. 3<sup>rd</sup> Party Tools tell the story so you don't have to.



### 3. Sort—don't sell.

We're not in the convincing business. We're in the looking-for-the-people-who-are-looking-for-us business. Using 3<sup>rd</sup> Party Tools acts as a screening process, quickly identifying who is—and isn't—interested. Follow up with those who show an interest.

### 4. The fortune is in the follow-up.

When following up with a prospect, ask questions that will tell you where your focus should be. Ask: what made the most sense to you—getting in great shape, making money, or both? If they answer “fitness,” then that's your focus. If they answer “money,” show them the money. Simple, right?

### 5. Work with the willing.

Once someone has gone through all these steps and is ready to get going, you've found a willing business partner. This is a business of sharing information about something you're passionate about, then partnering with those who want to row in the same direction.

# Earn commissions.

Designer shoes. Car payment. Carnival in Rio. Here's how it can happen.



As a Coach, you're encouraged to retail the products, build a team of Coaches, and to "coach" or assist your team in doing the same activities. Meanwhile, you're earning commissions on all products you retail.

## Commissions\*

- Earn **25%** commission on all customer purchases
- Earn **15%** commission on Team Beachbody Club member purchases
- Earn **50%** commission on Team Beachbody Club member quarterly fees



You make commissions on all products you retail, including a 25% commission on all customer purchases. Let's say you sell Shakeology® to a customer for \$119.95. That's a \$29.99 commission you've just earned.



\*For compensation details, see the Coach Compensation Plan in your Online Office.

## Earn bonuses.

Build a network of Coaches who are also retailing and you'll earn compensation on the sales generated by your team. This compensation is called Team Bonus. Remember, your first goal is to become an Emerald Coach so that you can qualify for bonuses and other rewards.

### Bonuses\*

- **Team Bonus:** Once you sponsor just two active Coaches, you can earn a bonus based on your team sales
- Participate in other bonuses depending on your Coach rank



### Tip: Make money right from the get-go with Shakeology.

**Our Fast Start Bonus** gives you another way to make extra cash. Every time you enroll a new Coach and they buy a Shakeology Starter Pack, you earn \$20 (only one pack allowed per Coach). It's a great way to get your team selling Shakeology quickly. Plus, sell five Starter Packs within any five consecutive weeks and earn an extra \$100.

\*For compensation details, see the Coach Compensation Plan in your Online Office.

# Coach compensation ranks.

The higher you go, the greater the rewards.



## COACH

- Commissions—paid weekly
- Shakeology Fast Start & Fast Start Plus Bonus
- Showcase Pack Bonus



## EMERALD COACH

- Commissions—paid weekly
- Shakeology Fast Start & Fast Start Plus Bonus
- Showcase Pack Bonus
- Customer Lead Program
- Team Cycle Bonus



## RUBY COACH

- Commissions—paid weekly
- Shakeology Fast Start & Fast Start Plus Bonus
- Showcase Pack Bonus
- Customer Lead Program
- Greater per cycle Team Cycle Bonus
- Matching Check Bonus



## DIAMOND COACH

- Commissions—paid weekly
- Shakeology Fast Start & Fast Start Plus Bonus
- Showcase Pack Bonus
- Customer Lead Program
- Even greater per cycle Team Cycle Bonus
- Greater Matching Check Bonus
- Coach Connection Lead Program\*\*
- Star Diamond Bonus\*
- Multiple Business Centers\*

\*Available to 2 Star Diamonds and above.

\*\*Additional requirements. See Online Office for details.





**There's no telling how far your financial transformation can take you. For some, it's making enough for a car payment. For others, it could mean a ticket to paradise. It's your goal. Your motivation. Your Why.**



TEAM  BEACHBODY®  
*Decide. Commit. Succeed.®*

