

## 2014 Holiday Sale - US

November 25, 2014 – December 2, 2014

### Holiday Promotion Link

<https://www.TeamBeachbody.com/Shop/HolidaySpecials?referringRepId=yourID>

### PROMOTION HIGHLIGHTS

During the weekend of Black Friday/Cyber Monday, Team Beachbody® is offering deep discounts on a variety of select Beachbody products! The offer is valid for a **LIMITED TIME ONLY** starting Tuesday November 25<sup>th</sup> 5PM PST until Tuesday December 2<sup>nd</sup> at 5PM PST. Offer quantities are limited and we're expecting that some items will sell out quickly.

HOLIDAY OFFER ITEM	REGULAR PRICE*	DISCOUNT	PROMOTION PRICING*				
			RETAIL	CLUB (10%)	COACH (25%)	TV	PV
TurboFire® Original Kit	\$79.90	50%	\$39.95	\$35.96	\$29.96	17	30
TurboFire® Deluxe DVDs + Journal	\$59.70	50%	\$29.95	\$26.96	\$22.46	20	22
P90X® + FREE P90X Plus®	\$119.85	58% + Free \$60 Gift	\$49.95	\$44.96	\$37.46	30	38
P90X2® (DVD) + FREE P90X Plus	\$119.85	58% + Free \$60 Gift	\$49.95	\$44.96	\$37.46	30	38
P90X2® (Blu-Ray) + FREE P90X Plus	\$119.85	58% + Free \$60 Gift	\$49.95	\$44.96	\$37.46	30	38
P90X3® + FREE P90X Plus	\$119.85	Free \$60 Gift	\$119.85	\$107.87	\$89.89	90	90
LES MILLS PUMP	\$165.95	60%	\$66.95	\$60.26	\$50.21	0	50
LES MILLS COMBAT + FREE COMBAT Gloves	\$59.85	60%	\$23.95	\$21.56	\$17.96	0	18
Slim Series®	\$29.90	67%	\$9.95	\$8.96	\$7.46	7	7
INSANITY: THE ASYLUM® Vol. 1	\$89.85	38%	\$56.00	\$50.40	\$42.00	42	42
Hip Hop Abs® Dance Party Series – Rockin' Abs/Hard Body DVD (1 DVD)	\$19.95	70%	\$5.95	\$5.36	\$4.46	0	5
Barbell Weights (5 lbs.)	\$16.90	60%	\$6.75	\$6.08	\$5.06	0	5
Barbell Weights (10 lbs.)	\$31.90	60%	\$12.75	\$11.48	\$9.56	0	10
LES MILLS COMBAT Gloves	\$39.95	85%	\$5.95	\$5.36	\$4.46	0	4
Barbell with Speed Safety Clips	\$56.90	83%	\$9.95	\$8.96	\$7.46	0	7
Ultimate Reset® Dry Brush	\$29.95	60%	\$11.95	\$10.76	\$8.96	9	9
Beachbody® Jump Mat	\$59.85	50%	\$29.95	\$26.96	\$22.46	1	23
Stability Ball + Medicine Ball Combo Pack	\$130.85	77%	\$29.95	\$26.96	\$22.46	0	23
Step with 4 Risers	\$99.90	70%	\$29.95	\$26.96	\$22.46	0	22
Apparel on TBB.com	Varies	Free Shipping	Free Shipping	NA	NA	0	0

\*All prices in USD. International pricing may vary.

## PROMOTION TRAINING TIPS

1. **Lead with Challenge Packs:** Always lead with offering Challenge Packs as the solution to your prospects health and fitness goals. If your prospect says no to the Challenge Pack offer, then you can suggest a Holiday Sale deal. If they say yes to the Challenge Pack then you can still offer Holiday Sale deals as great add-ons to support their health and fitness goals.
2. **Connect With Existing Customers:** Use Holiday Sale offers to connect with existing customers and offer additional products at incredible prices to help them achieve their goals. Learn how to run a customer report in the video [How to Use Reports to Connect with Your Customers](#).
3. **Know Your “Main” Audience:** Holiday Sale offers are designed to help you connect with “Deal Seekers.” Deal Seekers are customers who only buy when things are on deep discount because they just can’t pass up a deal. They’re also designed to help you connect people on your contact list who you’ve already contacted but said “no” to a Beachbody Challenge Pack or Shakeology HD.
3. **Treat Customers as Leads:** Since you won’t earn Success Club points from customers who purchase from the Holiday Sale offers, treat these customers like leads. If they’re not already Beachbody Challenge Pack or Shakeology HD customers, make sure to follow up with them and help them see how a Challenge Pack or Shakeology HD is the perfect solution to help them accelerate their results. Once they purchase Shakeology HD you'll earn Success Club points!
4. **For more training tips,** check out [7 Tips to Maximize Black Friday Offers](#).

## SALES/PITCH POINTS

1. For a limited time only, get select Beachbody programs, equipment and supplements for the lowest price of the year.
2. Save up to 85% on Beachbody programs and equipment.
3. Give yourself, a friend or a loved one the gift of health and fitness this holiday season.
4. Stay on top of your health and fitness goals during the holidays with Beachbody programs like P90X3, LES MILLS COMBAT, TurboFire and INSANITY: THE ASYLUM.

## PROMOTION MARKETING ASSETS

### [Promotion eCard](#)

- See above Training Tips for information on how to target your eCards.

### **Replicated Site Banner**

- In COO, go to “My Websites” > “Edit Beachbody Coach” and choose the Holiday Savings banner to be displayed on your Team Beachbody replicated website.

### [Third Party Site Banners](#)

- Use these banners to advertise on other potential websites.

### **Social Postcards**

- Share the social postcards located in the “Holiday Specials” photo album on the [Team Beachbody Coach 411 Facebook page](#).

## PROMOTION FAQ'S

### **How can a customer or Coach take advantage of the offer?**

There is a special landing page titled [Teambeachbody.com/Shop/HolidaySpecials](#) that will take them to the discounted items. Customers and Coaches can also access the offer by going to [Teambeachbody.com/Shop/HolidaySpecials](#) shop and browsing those specific products. Or, use the individual offer links below to send to your customers. Be sure to include your Coach Rep ID to the URLs as shown below to get credit for your sales. **NOTE:** These are U.S. links and should not be sent to Canadian customers (see Holiday Sale details for [Canada](#)).

**TurboFire® Original Kit**

<http://www.teambeachbody.com/shop/-/shopping/TurboFireOffer?referringRepId=yourID>

**TurboFire® Deluxe DVDs + Journal**

<http://www.teambeachbody.com/shop/-/shopping/TRDlxDVDsOffer?referringRepId=yourID>

**P90X® + FREE P90X Plus**

<http://www.teambeachbody.com/shop/-/shopping/P90XOfferEN?referringRepId=yourID>

**P90X2® + FREE P90X Plus**

<http://www.teambeachbody.com/shop/-/shopping/X2Offer?referringRepId=yourID>

**P90X3® + FREE P90X Plus**

<http://www.teambeachbody.com/shop/-/shopping/X3Offer?referringRepId=yourID>

**LES MILLS PUMP**

<http://www.teambeachbody.com/shop/-/shopping/LMPOffer?referringRepId=yourID>

**LES MILLS COMBAT + FREE COMBAT Gloves**

<http://www.teambeachbody.com/shop/-/shopping/LMCOffer?referringRepId=yourID>

**Slim Series®**

<http://www.teambeachbody.com/shop/-/shopping/SL6Offer?referringRepId=yourID>

**INSANITY: THE ASYLUM® Vol. 1**

<http://www.teambeachbody.com/shop/-/shopping/AsylumOffer?referringRepId=yourID>

**Hip Hop Abs® Dance Party Series – Rockin' Abs/Hard Body DVD**

<http://www.teambeachbody.com/shop/-/shopping/HHAS8DVDOffer?referringRepId=yourID>

**Barbell Weights**

<http://www.teambeachbody.com/shop/-/shopping/WeightOffer?referringRepId=yourID>

**LES MILLS COMBAT Gloves**

<http://www.teambeachbody.com/shop/-/shopping/LMCGLOVEOffer?referringRepId=yourID>

**Barbell with Speed Safety Clips**

<http://www.teambeachbody.com/shop/-/shopping/BarbellOffer?referringRepId=yourID>

**Ultimate Reset Dry Brush**

<http://www.teambeachbody.com/shop/-/shopping/BBURBrushOffer?referringRepId=yourID>

**Beachbody® Jump Mat**

<http://www.teambeachbody.com/shop/-/shopping/BBJumpMatOffer?referringRepId=yourID>

**Stability Ball + Medicine Ball Combo Pack**

<http://www.teambeachbody.com/shop/-/shopping/StbMedBallOffer?referringRepId=yourID>

**Step with 4 Risers**

<http://www.teambeachbody.com/shop/-/shopping/BBStepOffer?referringRepId=yourID>

**Women's Apparel**

[http://www.teambeachbody.com/shop/-/shopping\\_category/womens%20apparel%20FREE%20SHIPPING](http://www.teambeachbody.com/shop/-/shopping_category/womens%20apparel%20FREE%20SHIPPING)

**Men's Apparel**

[http://www.teambeachbody.com/en\\_US/shop/-/shopping\\_category/Mens%20Apparel%20FREE%20SHIPPING](http://www.teambeachbody.com/en_US/shop/-/shopping_category/Mens%20Apparel%20FREE%20SHIPPING)

**Will I receive commission on these sales?**

Yes, 25% commissions will be paid out for all Holiday Sale purchases, except apparel. Volume varies per offer and is displayed in the chart above.

**Will I still receive a 25% discount as a Beachbody Coach?**

Yes, as a Coach, you will receive 25% off the special offer price.

**Will Team Beachbody Club Members receive a 10% discount?**

Yes, paying club members will receive 10% off of the special offer price.

**If the offer says "Sold Out," does that mean I can't buy it anymore?**

Correct. If the offer is sold out on the Team Beachbody Shop, then inventory has run out and you will only be able to purchase the product at the regular retail price, if available.

**Do normal taxes and shipping fees apply?**

All normal taxes and shipping and handling apply, with the exception of the following:

Hip Hop Abs DVD - \$3.95 s/h

LES MILLS COMBAT Gloves - \$3.95 s/h

Stability Ball + Medicine Ball Combo Pack - \$9.95 s/h

**Is the offer available in Canada?**

All offers are available for Canadian Coaches and customers except for Hip Hop Abs Dance Party Series DVD, Ultimate Reset Dry Brush and apparel free shipping. See Holiday Sale details for [Canada](#).

**Can I buy as many of these items as I want?**

Yes, except for Barbell Weights (5lbs & 10lbs), Step with 4 Risers, and Barbell with Speed Safety Clips which are limited to one per customer.

**What are the refund terms and conditions?**

Team Beachbody offers a 30-day money back guarantee (less shipping and handling) for all products. This guarantee is extended to 60 or more days for certain products, when specified. Visit [Teambeachbody.com](http://Teambeachbody.com) for more detailed return instructions.