



NEW COACH TRAINING



welcome

Welcome to Faithfully Fit Nation! You are now officially part of our fitness family! This new coach training will serve as a guide to give you all of the COACH BASICS you need to know to get started. Don't worry (and don't stress) about learning it all now because so much of our job is "learn as you go" and so much of this will make more sense as you put it into action.

This training was designed to give you an overview of what a coach is, does and how to grow a successful business! We will review a variety of coaching concepts, brand-building & money-maximizing techniques and an overview of our product library so you'll be able to efficiently talk about, market and sell what Beachbody has to offer.

This training guide can continue to be used as a reference tool even after you've outgrown "new coach status."

Being part of the Faithfully Fit family means you're now part of an organization that is here to support you, to empower you, to mentor you and to help you grow your business into whatever you want it to be. As your coach mentor we want to see you succeed and we're here to help you get there! This is just the beginning... Your first milestone is just around the

what to expect...

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helpful links

+ YOUR WEBSITE LINKS

MAIN WEBSITE --> teambeachbody.com/YOURUSERNAME

SHAKEOLOGY --> shakeology.com/YOURUSERNAME

+ COACH ONLINE OFFICE

Coach.teambeachbody.com

+ BEACHBODY ON DEMAND

www.beachbodyondemand.com

+ CUSTOM LINK GENERATOR

US --> https://tbbcoach411.com/coach_link_generator_us/

CAD --> <https://tbbcoach411.com/coach-link-generator-canada/>

UK --> <https://tbbcoach411.com/coach-link-generator-uk/>

+ CUSTOMER / COACH SWAP FORM

https://faq.beachbody.com/.../customer_coach_change_.../lob/team

+ NEW COACH SIGN-UP LINK (where it says YOURID (swap with your coach ID number))

<https://www.teambeachbody.com/shop/us/coach/signup?referringRepld=YOURID>

+ FREE TRIAL ON DEMAND (where it says YOURID (swap with your coach ID number))

https://www.beachbodyondemand.com/plans/offers_bod?referringRepld=YOURID

+ COACH RELATIONS LIVE CHAT

https://faq.beachbody.ca/app/chat/chat_launch/lob/team

+ COACH RELATIONS PHONE NUMBER

800-240-0913

+ CUSTOMER SERVICE PHONE NUMBER

800-470-7870

+ SHAKEOLOGY MODIFY FORM - Coaches

https://faq.teambeachbody.com/app/order_alt

+ SHAKEOLOGY MODIFY FORM - Customers

https://faq.beachbody.com/app/order_alt/lob/team

+ COACH CANCELLATION FORM

<http://bit.do/efKAj>

what does it mean to be a beachbody coach

Now that you've officially signed up you still may be wondering...
"What does it mean to be a Beachbody Coach?" What exactly do I do? What is my job?

Yes - our business title is sales. We sell fitness programs and wellness products and that is SUPER important but what else?

We mentor people to crush their goals, we help bring people in to coach themselves and teach them financial freedom. We are cheerleaders, accountability buddies and sounding boards to our clients when they need us to keep them on track. We help our clients find a Beachbody product & program that is going to align with their specific goals and then we are going to coach them through the process while they achieve them.

VIDEO TRAINING

→ <https://www.youtube.com/embed/EQr4EoLPkfU>

coach online office overview

Your coach online office or “back office” link is:
coach.teambeachbody.com

It hosts your wholesale STORE for you to shop for YOURSELF. It also hosts information & resources about your business, etc. This is where YOU go to manage & view your business. Customer orders, downline coaches, Shakeology modifications, Preferred Placement for new coaches, volume, Success Club numbers, etc. Everything you need to manage your business is right there in your Coach Online Office (COO).

Here is a video tutorial on navigating through the back office, shows you where all of the tools you'll need to access are located and how to reach them.

VIDEO TRAINING → https://www.youtube.com/embed/_gz17-WggKQ

coach fees

MONTHLY COACH FEE: \$15.95/month + tax (differs per state due to tax, and in some states there is no fee)

This is your monthly coach fee that gives you access to your online websites. It also gives you access to the 25% discount & 25% commission. Charged MONTHLY This is non negotiable and will be charged every month until you cancel your account regardless of your active/inactive status.

**This CAN be waived if you, or your spouse are active military. If your spouse is a veteran, or honorable discharge, the coach account needs to be in their name for fees to be waived.

SHAKEOLOGY + PERFORMANCE LINE + DAILY SUNSHINE + 3 DAY REFRESH COMPLETE KIT + BEACHBARS (all optional monthly ADD-ONS to keep active status). When you sign up to coach you most likely purchased a Challenge Pack that included one of the above products. This item will automatically establish an "auto-ship" order which will be billed & delivered the same day each month. First auto shipment will be charged 30 days from original order date. This HD order will keep you active every month (50pv or more keeps you active). However, it is not required to be a Beachbody Coach. Keep in mind that you must be on HD to earn bonuses, leads, and incentives associated with Success Club.

BEACHBODY ON DEMAND is not required, but HIGHLY RECOMMENDED! If you become a subscriber when you sign up you may see one of the following charges: Monthly subscription - \$39 - charged 14 days from your subscription date and every month,

Semi-annual subscription - \$59 Billed Immediately and every 6 months,

Annual subscription - \$99 Billed Immediately and every year.

VIDEO TRAINING → <https://www.youtube.com/embed/M9gBmPbm2Ng>

challenge & accountability groups

Challenge groups are hands down the bread and butter to this business! They range from free groups to paid groups for fitness and nutrition. My biggest advice if you haven't already been inside a challenge group as a challenger is to join on with your upline. Be a challenger and learn the ins and outs of what works and what doesn't, what inspires you and motivates you and what doesn't help so you can know how to run one for your future clients.

I suggest opening a free community group where you can be constantly growing your market, inside this group I suggest having a broad range of topics so it's not just "health and fitness" so it doesn't turn people away and think you're just trying to make a sale. You can cover anything in this group so use your imagination. Inside this group a good idea is to run a free week long group every month, so you can be inviting new people into the group while also keep current people engaged. These groups can be about anything, some of my favorite have been, Mindset challenges, marriage challenges, crockpot groups, casserole recipe groups, budgeting your finances, sugar detox, organizing your house, the list goes on and on for these free 5-7 day groups you can run for this community group. When I'm not running a free group, I post recipes, articles, inspirational quotes, quick tips and tricks and just keep it alive until the next free group begins. I also share current paid challengers results and promote upcoming fitness groups there.

The second group I run is a monthly challenge group for actual customers. This group requires them to have BOD and be doing a program. I like for the program to be their choice, so it doesn't restrict people from being a part of it. Inside the group I run it same format each month which is easy and keeps them accountable. Here's the document that outlines how I run my groups

https://docs.google.com/document/d/1T770e3pPUG-KODn_3-Yz_ZZMKIJQm4qL2zj5C7Tommc

VIDEO TRAINING → <https://www.youtube.com/embed/dzO4lgfoBeo>

signing up new coaches: link, placement, legs

You're ready to grow your team and sign up your first coach or two? BEFORE you do that, watch this video to get an overview of the steps you'll want to take.

In this video we go through how to use "Share A Cart" to get your new coach enrolled seamlessly and correctly. We also dig into your "Graphical Genealogy" and the two "LEGS" of your business and what that means in reference to enrolling new coaches.

This can all feel super confusing to most new coaches, so don't feel discouraged if you feel like that too. It's just part of that learning that comes from being new and you'll be feeling like an expert in NO time. Always remember you can ask your diamond or star diamond upline at ANY time -- before, during or after your new coach enrolls. In fact, BEFORE is the best so we can help you if you have questions. Always watch & learn FIRST so that you can ask informed / educated questions!

This video also goes into selecting and changing coach placement. NOTE - If you DON'T select 'preferred placement' prior to a coach signing up the BB system will place your new coaches FOR you and they will likely end up in your genealogy in a random spot that could REALLY have serious consequences for both them and you down the road in regards to income or even rank! So stay in control and SELECT that placement prior to their enrollment and remember you have FIVE DAYS to change it if they do end up in the wrong place.

Don't be afraid to reach out with any questions or clarification you need!

VIDEO TRAINING → <https://www.youtube.com/embed/F4l-xPaGJYc>

making money: cycle bonuses + commission

So, you know how to make money by earning commissions on the Team Beachbody products you sell. But did you know that there's a whole OTHER, better way to earn money as a coach? I'm talking about Team Cycle Bonuses and the Quarterly Bonus Pool!! If you build your business out the right way, these become your primary source of income, and as you'll see in my video, the sky's the limit with income potential here!

Learn how to build smart and use coach placement to your advantage. And, find out WHY rank advancing is so important!

VIDEO TRAINING Part 1 → <https://www.youtube.com/embed/-mjfPPw3NPc>

Still confused? It's ok. This stuff is tricky! This video also serves to give you a basic understanding of how Beachbody Coach team cycle bonuses work

VIDEO TRAINING Part 2 → https://www.youtube.com/embed/uh9bxLl8K_k

As you can see from the video above, the concept of how the Beachbody Coach team cycle bonus works is pretty simple. Basically, every Coach has 2 legs, and once there is 200 Team Volume Points in one leg, and 100 Team Volume Points in the other leg, a Coach will earn a cycle bonus of either \$14, \$16, or \$18, depending on what rank the Coach is.

\$14 per cycle for Emerald Coaches

\$16 per cycle for Ruby Coaches

\$18 per cycle for Diamond Coaches

Now you might be thinking to yourself, only \$14.... But it is important to know that your team grows, and your team volume grows, the number of times you cycle per day will also grow and you will be cycling multiple times a day.

making money: cycle bonuses + commission pt 2

When it comes to the different Beachbody Coach ranks, don't feel like you have to know every single detail about every rank right from the start. A lot of this stuff you will learn as you go. If you try to learn every little detail before you get going, you'll end up never getting started because there is a lot of information to go over and to learn. I've been a Coach for over 4 years and I am still learning new things about the compensation plan and the policy and procedures of how the business works. Getting started and learning as you go is my recommendation.

If you are a newer Coach, what is important to know is that in order to receive Beachbody Coach team cycle bonuses, you first have to advance in rank to Emerald. To advance in rank to Emerald, you just need to sponsor 2 other active Coaches into the business, 1 Coach in your left leg, and 1 Coach in your right leg. An "active" Coach is a Coach that has met the 50 Personal Volume (PV) point requirement it takes to be considered an "active" Coach. The 50 PV point requirement can come from retail sales, or personal purchases. It is important to know that if you sponsor a Coach that pays the \$39.95 start up fee to get started, but the never makes a purchase of their own or makes a retail sale, that Coach will be considered "inactive" and you will not advance in rank to Emerald from sponsoring that inactive Coach.

So the first step, and the first goal a new Beachbody Coach should have is to advance in rank to Emerald. Being Emerald has a few benefits, and being able to receive a Beachbody Coach team cycle bonus is one of them.

As explained in the video above, once a Coach is Emerald, all of the Team Volume that is created in that Coach's organization starts to accumulate and bank, until that volume is cycled on. So if you are a Coach that has Team Volume being generated below you, but you are not Emerald, all of that volume is going to waste and you are flushing money down the toilet. It is important to understand that your Team Volume has a "REAL" value to you. This is volume that you can be earning cycle bonuses on.

making money: cycle bonuses + commission pt 3

**** Your Team Goes Down Infinite Levels! ****

A common question I get is, how many levels down does my Beachbody Coach team go?

Here is the awesome part, your organization goes down infinite levels. There is no limit to the amount of levels your organization can go grow. This means you can have hundreds, thousands, even tens of thousands of Coaches in your organization that could be creating team volume for you, causing you to “cycle” many times a day.

**** The Good News & The Bad News ****

(don't worry, the “bad” news isn't so bad)

Here is what I learned and why the Beachbody Coach team cycle bonus structure now makes sense to me. The bad news is that there is a “cap”, or a maximum amount that a Coach can earn from team cycle bonuses each week. The good news is that those maximum amounts are very, very generous, especially when a Coach starts to advance in rank.

Here are the Beachbody Coach team Cycle bonus weekly maximum amounts allowed per rank:

Emerald - \$250/week

Ruby - \$1000/week

Diamond - \$2000/week

1 Star Diamond - \$3000/week

2 Star Diamond - \$4000/week

3 Star Diamond - \$5000/week

4 Star Diamond - \$6000/week

5 Star Diamond - \$7000/week

6 Star Diamond - \$8000/week

7 Star Diamond - \$9000/week

8 Star Diamond - \$10,000/week

9 Star Diamond - \$11,000/week

10 Star Diamond - \$12,000/week

making money: cycle bonuses + commission pt4

From the numbers above, you can see the income potential this opportunity has. For example, a Diamond Beachbody Coach is able to earn \$2000/week, or \$104,000/year, just from team cycle bonuses. This compensation plan is generous and lucrative.

**** Where The "Big" Money Is - Beachbody Coach Team Cycle Bonus ****

Everyone Coach has different goals and expectations on where they want to take their business. If you are a Coach that is happy to make a few extra hundred dollars a month by retailing Beachbody products and earning a 25% commission, that is great, and completely fine. Many people would be happy to be able to earn a couple extra hundred dollars a month.

But if you're someone with bigger goals for your business, and are looking to turn your Beachbody business into a 6 figure a year income or more....read on.

As a Beachbody Coach, it is important to understand the business model and the benefits that it has. While you can make a decent amount of money selling Beachbody products and earning a 25% on all of your personal sales, it is very unlikely for you will get rich just from that.

The "big" money comes from sponsoring new Coaches and growing a team. This is where you will get your LEVERAGE from. I put leverage in all caps because this is a very important word and concept to understand. Leverage is the key to be able to create wealth. By growing a team of Coaches you are able to leverage the work of others. But not in a bad way or an "all about you" way. With this business model, you truly want to see your team succeed, because you have a vested interest. If your team does well, you do well.

making money: cycle bonuses + commission pt 5

There are only 2 scenarios, you are either leveraging, or being leveraged. If you currently have a job, Most likely you are being leveraged by your employer. But as a Beachbody Coach, you are now able use leverage to your own advantage.

Think about how many Shakeology sales you would need to make in order to earn 100k a year as a Beachbody Coach. How hard would that be? But if you have a team of 100 Coaches, or even a thousand of Coaches, all doing just a little bit, generating volume through their own retail sales and personal sales, that volume can start to add up very fast.

To make a lot of money in this business, you will need to grow a large team. This is something that takes time. Don't expect to sign up and a build a team of 100 Coaches your first month in the business, these things take time, and it start out incredibly slow. It may take you 2 years to build a team of 100 Coaches. But here is where exponential growth with come into play. Even though it took you 2 years to build a team of 100 Beachbody Coaches, it wouldn't be far-fetched to say that your team could go from 200-400 Coaches in that 3rd year due to exponential growth. And in the 4th year go from 400-800 Coaches. It is very important to understand that in the early days (even years) of building your Beachbody Coach business, you numbers are going to be small. Think long term, put in a serious and consistent effort, and things will eventually start to take off.

all about ranks

Rank advancing is one of the most exciting parts of our business! In this training you'll learn what each rank is, how to achieve it, and what benefits come with them.

VIDEO TRAINING

→ <https://www.youtube.com/embed/E63Po7PYunI>

active vs inactive coach

What is an Inactive VS Active Coach?

Inactive Coach :

When a coach business {cbc} has accumulated 49 personal volume {PV} points or less in any Bonus Qualification Period, it is inactive!

Active Coach:

When a coaches business center accumulates and maintains 50 or more personal volume {pv} in any bonus qualification period. PV is earned when a coach or a coach's customer places a PERSONAL order!

How much PV is required for Active Status?

The minimum PV to stay ACTIVE is always 50 PV regardless of rank.

How much PV is required for each rank?

To keep a given rank, coaches much be ACTIVE and maintain the following amount of PV: {this can come from coaches personal orders and a combination of customer orders too!

Emerald: 50PV

Ruby: 75PV

Diamond: 100PV

Star diamond: 200PV

IN ORDER TO QUALIFY FOR SUCCESS CLUB AND INCENTIVES COACH'S MUST HAVE 90PV WITH THEIR OWN ORDER. SHAKEOLOGY = 90PV HD {HOME DIRECT}

VIDEO TRAINING → <https://www.youtube.com/embed/KtrXavSOWsA>

time management

Balancing your time when running an at-home business can be tough. When you sit in an office or cubicle at work you know you're there for a reason. There are fewer distractions and you probably have a boss or supervisor giving you a list of specific tasks they want you to complete that day. As your own boss, working from home your setting is much different. You're able to see that pile of laundry peering at you from the corner, or the stack of dishes piling up in the sink. Maybe you are a mom of little ones that demand a lot of your time, or perhaps you're a full-time student trying to start up your business while working to obtain your degree, or maybe you're already working full-time and you need to find a way to balance your office job with your Beachbody business. The first thing you should know is you'll need to give yourself some grace. It'll take a little bit of time to find your balance and allow yourself to embrace those growing pains until you find a structure that works for you. There are many different time management + scheduling + organization methods that you can adapt but today we're going to share with you a couple different viewpoints and you can see what clicks for you!

VIDEO TRAINING 1

→ <https://www.youtube.com/embed/PGqCaN1zd5M>

VIDEO TRAINING 2

→ <https://www.youtube.com/embed/O9CtYkDcqQE>

4 vital behaviors + daily power hour

Beachbody has FOUR Vital Behaviors to help you itemize what is really important in your business.

#1 - INVITE, INVITE, INVITE!

#2- BE PROOF THE PRODUCTS WORK.

Complete your workouts and drink your Shakeo EVERY DAY!

#3- PERSONAL DEVELOPMENT

You can't lead others if you aren't in a good place yourself.

#4- RECOGNITION

Now let's talk POWER HOUR because how awesome would it be if you knew exactly what to do to build your business?? Well, you're in luck because with implementing these FOUR Vital Behaviors you have a road map of exactly what to do each day. And I'll share how to manage your time into Power Hours or Power Pockets so that you can knock out your work in an effective and efficient method. This business does not have to be a time vampire if you use this method!!

VIDEO TRAINING → <https://vimeo.com/267408132>

personal development

Personal Development is one of our vital behaviors and helps us keep a positive mindset. We recommend new coaches read 10-15 minutes per day. I personally like to listen to books on audible so I can do laundry, do dishes or drive at the same time. Personal Development books can help you with time management, leadership skills, overcoming fears and have a positive outlook on life. Do NOT underestimate how important this step is to your coaching journey! Here are some of our favorite books for new coaches!

EX: Mastering Your Mean Girl, The 5 Second Rule, The Energy Bus, Get Over Your Damn Self, Girl Code and Eat that Frog

VIDEO TRAINING

→ <https://www.youtube.com/embed/ls6RR6djVZO>

building your brand

What is Branding? What does it mean to brand myself and my business?

In this training we'll be talking about how you can stand out on social media, connect with your avatar and attract your tribe! We will cover all of the things you need to know to create your own business brand.

VIDEO TRAINING

→ https://www.youtube.com/embed/q_U_VP8xiEw

building your lists

There is a FLOW or a method to our team's madness when building your COACH or client lists! It's called the Beachbody EXPERIENCE or your INVITE FUNNEL!!! Your flow on how to add even more beautiful people that truly LOVE these products and this business and that truly want to help more people to your team! Lists of new friends and people into your network - saying hello to them immediately!

Lists of those that have been in your free or community groups!

Lists of those that have JOINED your challenge groups or that want to in the future

Lists of those that you just KNOW would make an amazing coach on your team

Then it's always a good idea to have that final list of all the coaches on your beautiful team so you can know who needs to be involved with ALL that you do and know this beachbody experience invite funnel in the depths of your soul! Happy List building!

VIDEO TRAINING

→ https://www.youtube.com/embed/_KGyUb2B3W8

how to invite

Inviting is the bread and butter of your business. Without it, your business will never move forward. I know as a new coach it can be a little intimidating BUT remember that what we have to offer can change someone's life, and that is a gift!

Ways to invite:

- CTA's (posts on your personal page or feed)
- Private messaging
- IG or FB stories
- Engagement posts

Always remember:

- You're offering someone a solution to their problems or struggles. You can be the answer to someone's prayers. You have that power.
- Come from a genuine place
- Check out their feed/page BEFORE sending an invite to see if this is something that can help them and to make sure they're not already a coach/working with a coach.
- Remember that they are probably just as scared to reach out to you as you are to reach out to them
- ALWAYS ask if they're working with a Beachbody coach

And to make it a little easier for you, here's a link to a bunch of examples and ways to invite. ALWAYS tweak the templates and wording so it sounds like YOU!

<https://docs.google.com/document/d/1t9Q5iLEOgMHSNRu2ehdRGiW0cH89VB6x2O-by-cLIII/edit?usp=sharing>

VIDEO TRAINING → https://www.youtube.com/watch_popup?v=17dvTvl5u4s

finding your why

Everyone has a WHY, you just might not know that's what it's called! It's the reason you started following your Beachbody Coach, it's why you decided to jump in, it's why you show up every day and keep going. Sit down for a few minutes with a notepad or journal and brainstorm these things. Then think about your friends and family, and even strangers, and think about how it would inspire others to share those thoughts you just put on paper with them. Write something that is vulnerable and authentic. Yes, I might be asking you to step outside your comfort zone, but nothing grows inside it. We have to do that and in the 2.5 yrs I've been a coach, I can say I am uncomfortable every day. That's how I know I'm working towards the right goals. And YES, you can be an introvert and still share, or I wouldn't still be here. Know that over time, your WHY might change too. The reason I signed up initially is different from the reasons I kept going a year later when I'd already hit my goals. And it's different from the reasons I keep going now at 2.5 yrs living in another country and traveling all year long. I can't wait to hear your story and know you'll motivate so many!!

VIDEO TRAINING →

<https://www.youtube.com/embed/tdBgtoHM8B8>

how to share your story

Sharing your story can be difficult as you become vulnerable. But making a list of things that make you, YOU will ultimately help you see how you can share those points. Bread-crumbling them into your daily life posts and coaching posts will be helpful to open up to others. Remember when you are sharing about your coaching journey, that you stay creative and positive!

HOW and WHY has coaching helped you get through any of your struggles - those are the things that ultimately make up your story. Share with others how you have changed through those life experiences and why coaching has impacted you!

VIDEO TRAINING → https://www.youtube.com/embed/9Yin_onB6L8

building your team: recruiting

How do you build your dream team and create that RESIDUAL INCOME that keeps your business moving? What does recruiting to your team look like? Let's take a look at the importance of CONTINUING to recruit, and HOW to recruit your dream team list.

VIDEO TRAINING →

<https://www.youtube.com/embed/zMjTPxkMbjA>

social media 101: instagram

New to Instagram?

Need to identify your niche market?

Need more “target market” followers?

Not sure how to run your Instagram when it comes to your business?

Need more engagement on your posts?

This is the video training for you!

VIDEO TRAINING

→ https://www.youtube.com/embed/YqG5BM_w9-Y

social media 101: facebook

Ready to start using Facebook to build your business?

Here are some tips and tricks on how to do just that!

Some small tweaks that will help your post stand out during the “scroll” and how to set up your page to look professional and branded to who you are!

VIDEO TRAINING →

<https://vimeo.com/267879357>

Success Club

How you consistently grow your business to ensure a growing commission, referrals and new friends always in your challenge group. Your NUMBER ONE GOAL is to hit Success Club 5 or Success Club 10 every single month.

We hit Success Club by selling our challenge packs. A challenge pack is a month of shakeology or the performance line paired with a year of beachbody on demand. Or shakeology with the 2B Mindset training. A challenge pack is the total package your customer needs to ensure they have the best chance at getting their best results.

If your customer comes to you only wanting shakeology, when you sell shakeology on home direct that also is a way to earn Success Club points!

Challenge pack = 2 points

Shakeology HD = 2 points

Your goal is to help 3-5 new people every month of the year! I know you can do it!

Incentives for consistently hitting Success Club.

A growing commission.

A growing team.

Monthly success Club prizes from beachbody and some months your upline.

See your name on your teams leaderboard flyer.

A chance to earn a free trip for your family - your success Club points earn you trip dollars!

When you hit SC consistently 12 months in a row you earn the recognition of being a Success Club All Star! You will be recognized at Summit and get to walk the stage as a Success Club 5 or 10 all star!

24 months in a row at Success Club 10 or higher then you my dear, are a Success Club All Star Legend!

Success Starters

Start your business by earning a free ticket to our biggest event of the year--Summit! Hit Success Club your first, second, and third month as a new coach and you qualify.

Qualify in January, February, or March to earn a Summit ticket for the same calendar year or qualify in April (or later) to earn your Summit ticket for the following calendar year.

TOP TIP TO HIT SUCCESS STARTER put a recurring alarm on your phone to hit Success Club by the 10th of each month. Set up another alarm to go off on the 20th of the month as a reminder to reach out to your upline coach if you haven't hit Success Club and need help to reach that goal.

VIDEO TRAINING

→ <https://www.youtube.com/embed/zEGU9n-OkP8>

product & program training

Now that you have a background on what it means to be a coach let's dive a little deeper into our most popular selling items so that you have a better idea of what they are and how to market and sell them to your potential customers.

BEACHBODY ON DEMAND

Beachbody On Demand is SO MUCH more than just workouts. Did you know there's a cooking show, yoga studio, incredible blog articles, and more? So many tools right at your fingertips, not only for your potential customers and coaches, but also for YOU and your own health and fitness goals. It's so helpful to spend some time going through all of the resources BOD has to offer, so that you really know what kind of resources are right at your fingertips!

VIDEO TRAINING → <https://www.youtube.com/embed/GB-S9paHKQU>

product & program training

2B MINDSET

2B Mindset is a lifestyle weight loss program and breakthrough new way of eating created by Iliana Muhlstein, RDN. Included with the program are 41 real life instructional videos, a tracker, amazing recipes, a 30 ounce water bottle, as well as access to Beachbody's nutritional platform.

Unlike other programs, 2B mindset doesn't require counting calories or points, measuring food, or cutting food groups. Instead, you get to eat the foods you love and live your life in a way that will have you feeling full and satisfied instead of hungry and deprived. 2B mindset is based on simple principals and backed by clinical research and studies proven to lead to weight loss.

With 2B mindset, exercise is considered extra credit! Creating a healthy lifestyle can feel daunting and overwhelming, especially to those that have a significant amount of weight to lose. Think of this program more like a nutritional course. Along the way you'll re-write you're relationship with food and the scale while teaching you what works for YOU.

This program is one you can follow long term, and it will help you lose & keep the weight off for good. It's so sustainable and will change the way you look at dieting for good. It's fantastic for those who are emotional or stress eaters, and for anyone who has fallen into yo-up dieting.

Following 2B mindset will completely change the way you look at weight loss!

VIDEO LINK → <https://www.youtube.com/embed/n1NvUdHkzul>

product & program training

SHAKEOLOGY

Shakeology, our premiere product and leading seller in all of Beachbody. It's the thing we love to consume and love to promote. Our customers will see the best results in their fitness regimen USING Shakeology and we earn the most commission when selling Shakeology in conjunction with a program (i.e. the challenge pack.)

So what is Shakeology? What is in it? What does it do? How does it compare to other brands? This is by far my favorite video. It shows Shakeology creator, Darien Olien, traveling the WORLD in search of the best possible ingredients to go into Shakeology! Definitely take a peak at this video, it's incredible.

VIDEO LINK → <https://www.youtube.com/embed/vMJOOIQYI5w>

ABOUT SHAKEOLOGY

Shakeology is **not** a protein powder. That is a common misconception. People say "why is Shakeology so expensive, I see protein powders at GNC for half the price." Well, that's because Shakeology is a nutrition supplement with over 70 ingredients (superfoods, vitamins, minerals, probiotics!) Check out this from Tony Horton about what is IN Shakeology and how it would cost SO much more if you were to purchase everything in Shakeology individually.

VIDEO LINK → <https://www.youtube.com/embed/HwgaeGBvm4c>

SHAKEOLOGY PRICING

Shakeology is \$129.95 (before tax & shipping) and is available on Home Direct (HD) for \$2 shipping. We always try to get our customers on HD for 2 reasons: 1) they save on shipping (it's around \$10 if not on HD) and 2) we get a Success Club point if they choose the HD option. As a coach we get Shakeology for 25% off that price - around \$96 (before tax & shipping which will vary based on state sales tax.)

Get excited about Shakeology and start sharing right away how the benefits from Shakeology help and affect your lifestyle!!

VIDEO TRAINING → <https://www.youtube.com/embed/8kl9BpuQZjk>

product & program training

PERFORMANCE LINE

Beachbody Performance is an all-in-one system of powerful supplements. They're designed to help you take on crazy challenges. Overcome monster obstacles. Cross the finish line first. How? Our cutting-edge products are formulated with key ingredients to help you have:

- More energy and endurance
- Better focus and reaction time
- Less exercise-induced muscle soreness
- Faster recovery times

There are the products that make up Beachbody's Performance Line: Energize, Hydrate, Recover, Recharge and Creatine.

ENERGIZE

Blast through your toughest challenges with a surge of energy. Before you get active, take Energize to help sharpen focus, push harder, and last longer. Because let's face it, every extra ounce of energy counts when you're looking for a winning edge. The key ingredients in Energize have been scientifically shown to help buffer lactic acid buildup, delay exercise-related muscle fatigue, and improve performance, all to help you crush the competition with maximum intensity.

HYDRATE

Boost hydration during your training sessions for outstanding performance. Typical sports drinks can have too much sugar and artificial ingredients that can actually dehydrate you. And water alone doesn't effectively hydrate during training or replace what you lose through sweat. Hydrate gives you an optimal balance of carbohydrates, electrolytes, and water to quickly replenish what's lost, helping you train longer.*

product & program training

3 DAY REFRESH

3 Day Detox that is a quick way to lose weight and break bad habits. It consists of 3 daily shakes, a fiber drink and fresh fruits and vegetables and healthy fats so that you don't feel deprived and keeps your energy and metabolism going.

There are 2 kits to choose from:

Complete Kit (with Shakeology)

Customer - \$69.95

Coach - \$52.46

Volume: PV 52, BP 17.49

Basic Kit (no shakeology)

Customer - \$59.95

Coach - \$44.96

Volume: PV 45, BP: 14.99

Note: The complete kit is a GREAT way to stay active since it's 52 PV, the basic kit (w/o shakeo-is only 45, so not enough to stay active)

VIDEO TRAINING

→ <https://www.youtube.com/embed/dztXxNBJOHM>

product & program training

BEACHBARS

With only 150 calories these bars are a great grab and go snack.

With 10 grams of protein and only 5-6 grams of sugar they also fit perfectly into the portion fix meal plan as well as snack options for 2Bmindset. They are gluten free and taste delicious. You have your choice of peanut butter and chocolate or cherry almond chocolate flavors.

PRICE OPTION:

customer/coach (PV)

1 box: \$45/\$30 (30PV)

2 boxes: \$80/\$60 (60PV)

3 boxes: \$120/\$90 (90PV)

You also get 2 SC points for the 3 box option!

VIDEO TRAINING

→ <https://www.youtube.com/embed/vB38didITTY>

product & program training

DAILY SUNSHINE

Daily Sunshine Smoothie is a great tasting pediatrician approved kids smoothie that is a great healthy snack. Daily Sunshine is packed with fruits, vegetables, and protein and is organic and non-GMO. Daily Sunshine was designed and formulated for kids. In addition to two kid-approved flavors, it provides the building blocks of nutrition that kids need every day: a fruit and veggie blend, protein, and healthy fats.

VIDEO TRAINING

→ <https://www.youtube.com/embed/xBd6BKmwmmQ>

product & program training

THE ULTIMATE RESET

The Beachbody Ultimate Reset is a comprehensive, no-starvation, inner body tune-up that offers much more than the typical cleanse programs on the market. The Ultimate Reset not only helps you eliminate toxins from your body naturally and it also helps revitalize your body and mind, and fuel your body with the micro- and macronutrients it craves. You'll replace the processed foods you've been eating with healthy foods. You'll eat cleanly—possibly for the first time in your life—and take supplements designed to help your Reset.

The Beachbody Ultimate Reset is a complete, three-phase, 21-day mind/body program that provides everything you need to help:

- Reclaim your body's natural balance
- Release unwanted compounds that have been holding your system back
- Restore your system to its maximum efficiency

Ultimate Reset also helps with the following benefits:

- Improved digestion
- Healthy energy
- A more positive mood and better focus
- Weight loss (improved BMI)

VIDEO TRAINING →

<https://www.youtube.com/embed/cKe109Tj7Zw>

helpful tools

Beachbody is constantly trying to make our jobs' easier and more efficient. Here are a couple of examples of newly released add-on features Beachbody has implemented to make our customer's experience checking out and their experience in a challenge group even easier.

SHARE-A-CART

Share-a-Cart allows Coaches to easily create orders for new AND existing customers and enrolling Coaches. You can access it here:

<https://shareacart.teambeachbody.com/>

Share-a-Cart allows you to easily create orders for customers and pre-enroll Coaches. Using the tool, you can:

- Create a cart for new customers or enrolling Coaches
- Create a cart for existing customers
- Track the status of all orders/Coach enrollment invitations.

Watch this step-by-step tutorial for help on how to use Share-a-Cart.

VIDEO TRAINING → https://www.youtube.com/embed/_lxEOOxZN-g

helpful tools

CHALLENGE TRACKER APP

An official Team Beachbody app that helps you stay motivated, accountable and connected throughout your Challenge Group. Through the app, you can stay engaged with your Team Beachbody Coach and check-in daily to log your workouts and Shakeology intake, as well as regularly update your weight and measurements to ensure you're on track to reach your goals.

FULL DETAILS: <http://bit.do/efE6M>

VIDEO TRAINING →

https://www.youtube.com/watch?v=_lxE00xZN-g



Congrats,
you did
it!