

GETTING THE MOST OUT OF THE CHALLENGE YOURSELF PRODUCT CATALOG

Looking for a great way to share our top-selling products? You will love the Team Beachbody® *Challenge Yourself* Product Catalog. It is your go-to tool for showing your friends all the health and fitness options available with your Team Beachbody business. It is also a great reference for you to use as you learn about our entire product offerings, and it includes a helpful comparison chart of our popular fitness programs. You will have much more confidence when you use it as part of your inviting conversations, because you will not have to know all the details of our products.

To make the most of this catalog, you will want to do the following things:

As a Coach

Action Item	Tip
Add your contact information on the back	Print your name, phone number, email, and Team Beachbody website on a label to make it easy to add to all of your catalogs
Hand them out to new friends and contacts like you would a business card	Make sure you've added your contact label before you hand them out
Give one to all of your Shakeology® customers	Follow up with a phone call and ask if your customer is ready to add a fitness program to their daily routine
Give one with every Shakeology sample	Follow up with a phone call to emphasize the value of getting a fitness program along with their Shakeology purchase
Ask permission to leave them in waiting rooms, the lunchroom at work, and other areas where people congregate	Make sure you've added your contact label before you leave them to ensure the person who picks one up knows who to contact
Mail them to potential customers who don't live locally	Follow up with a phone call, email, or Facebook® message to see which program your potential customer is interested in trying
Give one to all Challenge Group members	Follow up with a Challenge Group Facebook post and/or individual phone calls or messages to point out supplements, tools, and fitness gear they can purchase from you to enhance their fitness program
Have copies readily available to hand out wherever you go	Always carry extras in your purse, gym bag, or in your car so you are never without one
Bring copies to all Beachbody® events, such as Fit Clubs, to hand out to attendees	Show everyone where they can find Shakeology and Challenge Packs in the catalog
Insert a Team Beachbody Product Order Form into the catalog so prospects can get a complete list of products available for purchase	Download and print the form from the Coach Online Office > My Business > My Forms & Documents

Your success in using this tool will multiply when you promptly follow up with everyone you personally hand it to. Be sure you get their contact information and call them within 24–48 hours to continue your conversation while it is fresh in their mind.

As a Leader

Action Item	Tip
Teach the Coaches on your Team the value of investing in this tool to use as a conversation starter or a great way to invite	Make sure each Coach on your Team reviews this document to learn how they can use the catalog to add to their contact list
Use them as incentives for your Coaches	Possible incentive ideas include: <ul style="list-style-type: none">• Earn a pack when you sponsor a Coach• Earn a pack when you hit Success Club the first time• Earn a pack when you register for Summit

Catalogs are sold in packs of 5 and are available by going to TeamBeachbody.com and clicking on Shop. Click on Coach Products and Tools and then Beachbody Sharing Tools. You will find the Team Beachbody Product Catalogs at the bottom of the page. Be sure to invest in multiple packs, so you don't run out.