

HOW TO GET YOUR NEW COACHES STARTED RIGHT



This training helps you get your new Coaches achieving success right from the start by conducting a Get Started Right (GSR) meeting with them. It begins with your preparation, setting expectations, and asking questions to learn their business goals. The key to successful Coaching is creating a culture of accountability on your Team. Use the [Coach Follow-Up Tracker](#) to help track your new Coaches' progress toward their goals.

In this training we will answer the following questions about the Get Started Right (GSR) meeting:

- What is it? When is it? How do you prepare for it?
- What information should you review during the meeting?
- What do you do after the meeting is over?

WHAT IS IT? WHEN IS IT? HOW DO YOU PREPARE FOR IT?

What is it?

A Get Started Right meeting is a meeting between you and your new Coach where you help them complete their [Business Quick Start](#) to learn about their new business, identify their goals, and create an action plan for success. It's recommended that you conduct the GSR in person or through a video chat.

When is it?

It's important to schedule the GSR within 24–48 hours of your new Coach signing up and joining your Team. Connecting with them during these first few days is critical because they are excited and motivated to start their business. You don't want their enthusiasm to fizzle out, or for them to second-guess their decision on becoming a Coach because you took too long to meet with them.

How do you prepare for it?

Both you and your new Coach have tasks to complete prior to the GSR meeting. Your new Coach will receive a New Coach Welcome email from Beachbody that will include their Coach ID and a link to the Business Quick Start document. Have your new Coach review their email and complete the first 3 steps on the first page of their Business Quick Start before their meeting with you.

Send your new Coach your own welcome email with information about your Team and ask a few questions to find out more about them. Here's an example of a [welcome email](#). Ask them to answer the questions and send it back to you prior to your GSR meeting. Add your new Coach to your Team's social media pages and make them feel welcome by introducing them to the Team.

Sample message to schedule the GSR and set expectations:

I'm really excited to have you on my Team. I'm going to track your order and follow up with you to make sure you get it, but first let's schedule time in the next 24–48 hours to meet so I can help you get your business started. I have time tomorrow at (Time), or the following day at (Time). Which would work better for you?

Great! Between now and our meeting you'll be receiving two emails. The first will be from Beachbody and has your Coach ID and a link to the Business Quick Start, which is a document to help you get started. Complete the first three steps on the form before we meet so we can focus on setting goals.

The second email will be from me with specific information about our Team and a few questions to help me get to know you better. If you could answer the questions and send them to me before our meeting that would be great! And if you have any questions between now and (Meeting Date), just let me know! Can't wait to get you started on achieving your goals!

WHAT INFORMATION SHOULD YOU REVIEW DURING THE MEETING?

During the GSR meeting you'll help your new Coach complete their Business Quick Start, make sure they have connected to the Team on social media, and answer any questions they may have about their business. Review the Business Quick Start so you can clearly explain the benefits and purpose of each section.

1 KNOW YOUR INFORMATION

Make sure your new Coach completes the information in this section and knows how to use the online Coach FAQ.

- Coach ID, Sponsoring Coach, Diamond Coach, and Star Diamond Coach names can be found on the homepage of the Coach Office.
- Verify that their Coach website addresses are correct, with their Team Beachbody® username filled in the blanks.

2 GET AND STAY CONNECTED

Make sure your new Coach knows how to connect with Team Beachbody's social networks and communication calls.

- Explain the importance of listening to the National Wake-Up Call every week and show them how to download the audio from the Coach Office if they are unable to listen live.
- Let them know they can simply text "CoachCall" to 96000 to be included in the National Wake-Up Call weekly call reminders, sent 15 minutes before every call.

BUSINESS QUICK START

1 KNOW YOUR INFORMATION

MY COACH ID: _____

MY COACH WEBSITES: _____

MY COACH SUPPORT TEAM

NAME: _____ PHONE: _____

1. Sponsoring Coach: _____

2. Diamond Coach: _____

3. Star Diamond Coach: _____

Coach Relations: 1 (800) 248-9913 fcoach@coachhelp.com

2 GET AND STAY CONNECTED

SOCIAL MEDIA

Facebook: _____ Instagram: _____

Twitter: _____ YouTube: _____

LinkedIn: _____

NATIONAL WAKE-UP CALL

Monday: 8:00 AMPT

Listen Live: 1 (800) 225-5000

Playback via Phone: 1 (800) 225-5000

Download the Audio File: #WAKEUPCALL Archive

3 SET UP YOUR BUSINESS

☐ How to Set Up Your Profile & Websites Video (Video)

☐ How to Navigate the Coach Office Website Video (Video)

☐ The Value of Team Beachbody Club Video (Video)

4 CREATE AN ACTION PLAN

☐ Complete Your Coach Action Plan (See Page Two)

5 IDENTIFY PEOPLE TO HELP

☐ Download and Use: Memory Jogger (PDF)

☐ Download and Use: Contact List (PDF / Word / Excel)

6 ENGAGE IN TRAINING

Ask your sponsor or Upline Diamond to join their Coach Basics Group.

☐ Review: Coach Basics Participant Starter Guide (PDF)

☐ Review: Coach Training Website (Coach Office > News & Training > Training)

☐ Review: Leadership Ladder (Website) (Coach Office > News & Training > Training > Leadership Ladder)

4 VITAL BEHAVIORS of a Team Beachbody® Coach

1. Be Proud the Products Work. Drink Shakeshake®, complete Beachbody® programs, and tell a winning Success Story in progress.

2. Be Healthy, Be Healthy. Be healthy, invite everyone to join a Beachbody Challenge Group. Focus on your goals, follow up, and help them get results.

3. Recognize, Recognize, Recognize. Celebrate and recognize every meaningful achievement and activity that leads to results.

4. Do Personal Development. Strengthen and better yourself every day by learning from the success of others. Become the best version of you.

ATTEND EVENTS

Annual Event

Super Saturday

Quarterly Events

3 SET UP YOUR BUSINESS

Prior to your GSR meeting your new Coach should have watched the three videos in this section and completed the steps to set up their Team Beachbody profile and websites.

- Ask them if they have any questions regarding their online business.
- Log in to the Coach Office with them and show them a few of your favorite tools, making sure they know how to navigate the site.

4 CREATE AN ACTION PLAN

In this section you'll help your new Coach set their goals and create their action plan for success.

My Success Partner

The Success Partner your new Coach chooses should be someone who is willing to commit to help them achieve their goals.

- If they don't have a Success Partner offer to pair them up with another new Coach on your Team.
- Make sure they schedule time to check in with their Success Partner every week, to share their goals, accomplishments, struggles, etc.

COACH ACTION PLAN

My Success Partner(s): _____

My Why: _____

I become a Team Beachbody Coach because _____

Set Your Goals:

GOALS	MONTH 1	MONTH 2	MONTH 3
Revenue Club (Monthly for Success Partner)			
Monthly Income (Pay for Your Product)			
Rank Advancement (Personal Goals)			
Other: _____			

Connect Your Goals to Your Why:

Achieving these goals will impact my business and personal life by: _____

Define Your Daily Activity:

I will complete the following activity every day: _____

(Ex: 3 social media posts, 2 new contacts, etc.)

These activities will help me: _____

(Ex: Build my social media brand, increase my confidence, etc.)

Identify Potential Obstacles:

The following are potential obstacles that I foresee: _____

(Ex: Kids getting sick, working late, etc.)

I plan to overcome these obstacles by: _____

(Ex: Have a back-up plan, plan ahead and adjust schedule, etc.)

Hold Yourself Accountable:

I will hold myself accountable to my action plan by using the Business Activity Tracker every week and sharing it with my Success Partner(s).

Schedule a Challenge Group and Go Public:

I will share the start date for my Challenge Group on social media.

Challenge Group Start Date: _____

My Why

Take time to help your new Coach fill in their reason for becoming a Coach. When they have a clearly defined, deeply personal Why, it will help them stay committed to their business and motivated to keep going when they encounter roadblocks. Ask lots of questions to get to the heart of their why.

Sample questions to help define their Why:

Why: I want to earn more \$

How will (\$) change your life? How will it make you feel if you were able to make (\$) ? What will you be able to do if you made (\$) that you can't do now?

Why: I want more time with my family

When you have more time with your family, what will you be able to do? How will you feel being able to (be home, go on vacation, etc.)? What does the perfect day in your life look like?

Why: I want to help people

Why do you want to help people? What will it feel like to help someone transform his/her life? How will your life change when you're able to help others?

COACH ACTION PLAN

My Success Partner(s): _____

My Why:
I became a Team Beachbody Coach because _____

Set Your Goals:

GOAL 1	MONTH 1	MONTH 2	MONTH 3
Success Club (Qualify for Success Starter)			
Monthly Income (Pay for Your Product)			
Rank Advancement (Emerald Coach)			
Other			

Connect Your Goals to Your Why:
Achieving these goals will impact my business and personal life by _____

Define Your Daily Activity:
I will complete the following activity every day:
Ex: 3 social media posts, 2 new contacts, etc.) _____

These activities will help me:
Ex: Build my social media brand, increase my confidence, etc.) _____

Hold Yourself Accountable:
I will hold myself accountable to my action plan by using the Business Activity Tracker every week and sharing it with my Success Partner(s). _____

Schedule Your Time:
I will work _____ hours a day (week) on my business.
I will fit this time into my schedule by:
Ex: Wake-up early, on lunch hour, after kids go to bed, etc.) _____

Identify Potential Obstacles:
The following are potential obstacles that I foresee:
Ex: Kids getting sick, working late, etc.) _____

I plan to overcome these obstacles by:
Ex: Have a back-up other list, plan ahead and adjust schedule, etc.) _____

Schedule a Challenge Group and Go Public:
I will share the start date for my Challenge Group on social media.
Challenge Group Start Date: _____

2

Set Your Goals

Three goals to get new Coaches started on the right track are to qualify for Success Starter, earn enough money to pay for their products, and advance to Emerald Rank. If they have an additional goal have them write it in "other." Spend time talking through these goals and help your new Coach get even more specific about what they want to achieve in their first three months.

- Explain the Success Starter and Success Club programs so they understand how to qualify, the benefits, and the rewards they'll receive.
- Find out their income goal each month and explain how much time and commitment they'll need to put into their business to achieve their goals. Set the expectations now so they understand the importance of aligning their goals with their daily activity in order to be successful.
- Spend a few minutes talking about why advancing to Emerald Coach rank is important. How will it help their business? How is it different than Coach rank? What do they need to do to advance?
- Let them know that they will learn how to achieve these goals in their Coach Basics Group.

Connect Your Goals to Your Why

Help your new Coach see how achieving the goals they outlined will impact their business and their personal life.

For Example:

Success Club

Qualifying for SC will allow them to help at least 3 people start living a healthier life. In addition, they will earn rewards and residual income through their Shakeology® HD sales.

Income

Earning (\$) can help them (pay their car payment/pay their heating bill/pay for their kids' afterl school activities/pay for an upcoming trip, etc.).

Rank Advancement

Advancing to Emerald allows them to help two more people change their lives with the Coaching Opportunity. It expands their influence and increases the number of people they can help get healthy and fit. It is also the first step in increasing their income opportunity to earn Team bonuses for helping their Coaches achieve success.

Schedule Your Time

Make sure your new Coach schedules time to work on their business. You'll be able to gauge their commitment by the amount of time they are willing to put in. It will also help you see if their commitment aligns with their goals, and if it doesn't, you need to help them either rethink their goals, or find more time to work on their business.

- Have them commit to a specific number of hours they will work, daily or weekly.
- Have them write down exactly how they will fit the hours into their schedule.
- Have them get out their calendar and actually schedule the hours into their day.
- Recommend they share their work hours with their family and friends to help set the expectation that during those hours they are committed to their business.

Define Your Daily Activity

Help your new Coach identify the activity they will complete during their business hours and how the activity helps their business. Their activity should be specific and measurable.

For Example:

Post 3 times on social media every day	→	Creates consistency and helps build my brand
Make 2 new contacts every day	→	Expands my list of people to help
FORM 2 people every day	→	Builds trust and confidence
Follow up with 2 people every day	→	Builds loyalty and cements relationships

Identify Potential Obstacles

Identifying potential obstacles before they occur will help your new Coach develop strategies they can use to overcome them before they happen. Help your Coach brainstorm potential obstacles they foresee and make a list of things they can do to either prevent them from occurring, or options on what to do if they do occur.

For Example:

Obstacles: I'm too busy to take a lunch break and work on my Team Beachbody business.
Overcome Strategy: I'll ask my husband to make dinner so I can use that time to work on my business instead.
Obstacle: My kids get sick and I have to spend all my time with them.
Overcome Strategy: I'll be flexible with my business hours, working while they rest during the day and after they go to bed at night.

COACH ACTION PLAN

My Success Partner(s): _____

My Why:
I became a Team Beachbody Coach because _____

Set Your Goals:

GOALS	MONTH 1	MONTH 2	MONTH 3
Success Club (Identify for <u>Success Strategy</u>)			
Monthly Income (Pay for Your Product)			
Team Advancement (<u>Success Strategy</u>)			
Other _____			

Connect Your Goals to Your Why:
Achieving these goals will impact my business and personal life by: _____

Schedule Your Time:
I will work _____ hours a day (I need) on my business.
I will fit this time into my schedule by: _____
(Eg. Wake-up early, on lunch hour, after kids go to bed, etc.)

Define Your Daily Activity:
I will complete the following activity every day: _____
(Eg. 2 social media posts, 2 new contacts, etc.)

Identify Potential Obstacles:
The following are potential obstacles that I foresee: _____
(Eg. Kids getting sick, working late, etc.)

Hold Yourself Accountable:
I will hold myself accountable to my action plan by using the Business Activity Tracker every week and sharing it with my Success Partner(s).

Schedule a Challenge Group and Go Public:
I will share the start date for my Challenge Group on social media.
Challenge Group Start Date: _____

2

Hold Yourself Accountable

Show your new Coach how to use the Business Activity Tracker to keep track of their daily activity and use it to measure their progress toward achieving their goals.

- Ask them to send their BAT to you and their Success Partner each week for accountability.
- Review their activity with them each week and discuss if they need to adjust their activity the next week to achieve their goals.

Schedule a Challenge Group and Go Public

Decide with your new Coach if they feel comfortable running their own Challenge Group or if they'd rather invite prospects to your Challenge Group so they can learn how to lead a Group by learning from you.

- Have them write down the date the Challenge Group will start.
- Help them create their social media post announcing the Challenge Group to officially go public with their business.

COACH ACTION PLAN

My Success Partner(s): _____

My Why:
I became a Team Beachbody Coach because:

Set Your Goals:

GOALS	MONTH 1	MONTH 2	MONTH 3
Services I will identify for Success Partner(s)			
Monthly Income Plan for Your Product			
Rank Advancement (Special Coach?)			
Other:			

Connect Your Goals to Your Why:
Achieving these goals will impact my business and personal life by:

Define Your Daily Activity:
I will complete the following activity every day:
(E.g. 3 social media posts, 2 new contacts, etc.)

These activities will help me:
(E.g. Build my social media brand, increase my confidence, etc.)

Identify Potential Obstacles:
The following are potential obstacles that I foresee:
(E.g. Kids getting sick, working late, etc.)

I plan to overcome these obstacles by:
(E.g. Have a back-up after list, plan ahead and adjust schedule, etc.)

Hold Yourself Accountable:
I will hold myself accountable to my action plan by using the [Business Activity Tracker](#) every week and sharing it with my Success Partner(s).

Schedule a Challenge Goal and Public:
I will share the start date for my Challenge Goal with public.

Challenge Group Start Date: _____

5 IDENTIFY PEOPLE TO HELP

The first step in inviting people to join a Challenge Group is having a list. Help your new Coach start their first Contact List with names of people they can help.

- Have them spend a few minutes during the GSR to write down the first 10 names of people they could help.
- Ask them to use the Memory Jogger and expand their list to 50 names over the course of the next week.

6 ENGAGE IN TRAINING

Help build the confidence of your new Coach by letting them know that they'll receive training every step of the way to learn how to be a successful Coach.

- Invite them to join your (or your Team's) Coach Basics Group and have them review the Coach Basics Participant Starter Guide.
- Show them how to find the Coach Training section in the Coach Office and start reviewing the training in preparation for their Coach Basics Group.

BUSINESS QUICK START

KNOW YOUR INFORMATION

MY COACH ID

1

My COACH WEBSITES

BeachbodyCoach.com/
Shakalogo.com/
MyCoachNameBeach.com

GET AND STAY CONNECTED

SOCIAL MEDIA

2

Facebook.com/TEAMBEACHBODY

Instagram.com/TEAMBEACHBODY

Twitter.com/TeamBeachbody

YouTube.com/TeamBeachbody

Beachbody.com/TeamBeachbody

SET UP YOUR BUSINESS

3

How to Set Up Your Profile & Website Video: (Video)

How to Navigate the Coach's Website Video: (Video)

The Value of Team Beachbody Club Video: (Video)

CREATE AN ACTION PLAN

Complete your Coach Action Plan (see Page Two)

IDENTIFY PEOPLE TO HELP

4

Download and Use: Memory Jogger (PDF)

Download and Use: Contact List (PDF / Word / Excel)

ENHANCE IN TRAINING

Get your personal or online Diamond to join your coach Basics Group.

5

Review: Coach Basics Participant Starter Guide (PDF)

Coach Basics Training (Webinar)

Coach Office - News & Training - Morning

Review: Leadership Leader (Webinar)

Coach Office - News & Training - Evening & Leadership Leader)

MY COACH SUPPORT TEAM

6

NAME: _____ PHONE: _____

1. Support Coach

2. Diamond Coach

3. Star Diamond Coach

Coach Relations:
1 (800) 245-0913 fasccoach.custhelp.com

NATIONAL WAKE-UP CALL

Wakeup: 8:00 AM EST
Lapdesk Line: 1 (800) 225-5055
Purchase Line: 1 (800) 225-5045
Download the Audio File: WWW.FUSPCALL.COM

4 VITAL BEHAVIORS OF A Successful Beachbody® Coach

- 1. Be Proud The Products Work**
Drink Something, "Complete Beachbody®" program, and be a walking Success Story in progress.
Include, invite, inspire.
Involve daily! Invite everyone to join the Beachbody Challenge® Group. Focus on your goals, follow up, and help them find Results.
- 2. Recognize Recruits, Recognize, Celebrate**
Celebrate and reinforce every meaningful achievement and activity that leads to Results.
- 3. Do Personal Development**
Investigate and better yourself every day by learning from the success of others.
Become the best version of you.

ATTEND EVENTS

SUPER saturday

Quarterly Events

Annual Event

Beachbody doesn't guarantee any level of success or income from the Beachbody Coach Opportunity. Each Coach's income depends on his or her own efforts, diligence and hard work. See [http://www.beachbody.com/coach](#) for more information.

For Example:

The next step in learning how to achieve the goals you set and be a successful Coach is to get started in my Coach Basics Group. My next group starts on (DATE) and in it you will learn the fundamentals of being a Coach, like how to find people, how to build relationships to increase your success in helping people, the value of Challenge Packs and Shakeology, social media skills, etc. I run the group just like a Challenge Group, using a private Facebook page with daily posts and assignments. I'll send you a link to join the Facebook group this week. Make sure to review the Participant Starter Guide before Day One. If you have any questions you can always message me, or we can chat next week during our weekly follow-up.

4 VITAL BEHAVIORS OF A TEAM BEACHBODY COACH

Make sure your new Coach understands what the 4 Vital Behaviors are and the importance of doing them every day to grow their business.

- Stress the importance of being proof the products work and sharing their experience and story with how Beachbody® products are changing their life.
- Let them know they will learn more about inviting in their Coach Basics Group.
- Celebrate success by recognizing every action that leads to positive results.
- Show them how to find the Success on Demand section of the Coach Office and have them get a copy of The Compound Effect before their Coach Basics Group starts.

BUSINESS QUICK START TEAM BEACHBODY®

1 KNOW YOUR INFORMATION

MY COACH ID: _____

MY COACH WEBSITES

BeachbodyCoach.com/_____
Shakeology.com/_____
MyCompoundEffect.com/_____

MY COACH SUPPORT TEAM

NAME	PHONE
1. Mentor Coach	
2. Co-Mentor Coach	
3. Your Diamond Coach	

Coach Relations:
1 (800) 245-0913 fbcoach.custhelp.com

2 GET AND STAY CONNECTED

SOCIAL MEDIA

Facebook.com/TeamBeachbody Instagram.com/TeamBeachbody
Twitter.com/TeamBeachbody YouTube.com/TeamBeachbody
TikTok.com/TeamBeachbody SoundCloud.com/TeamBeachbody

3 SET UP YOUR BUSINESS

☐ How to Set Up Your Profile & Websites Video (Video)
☐ How to Navigate the Coach Office Welcome Video (Video)
☐ The Value of Team Beachbody Club Video (Video)

4 CREATE AN ACTION PLAN

☐ Complete Your Coach Action Plan (See Page Two)

5 IDENTIFY PEOPLE TO HELP

☐ Download and Use: Memory Jogger (PDF)
☐ Download and Use: Contact List (PDF / Word / Excel)

6 ENGAGE IN TRAINING

Ask your sponsor or Upline Diamond to join their Coach Basics Group.

☐ Review: Coach Basics Participant Starter Guide (PDF)
☐ Review: Coach Training (Webinar)
☐ Review: Coach Office > News & Training > Training
☐ Review: Leadership Leader (Webinar)
☐ Review: Coach Office > News & Training > Training > Leadership Leader

4 VITAL BEHAVIORS of a Team Beachbody® Coach

1. **Be Proud of the Products Work**
Drink Shakeology®, complete Beachbody® programs, and tell a winning Success Story in progress.

2. **Invite, Invite, Invite**
Invite daily. Invite everyone to join a Beachbody Challenge® Group. Focus on their goals, follow up, and help them get results.

3. **Recognize, Recognize, Recognize**
Celebrate and reinforce every meaningful achievement and activity that leads to results.

4. **Do Personal Development**
Strengthen and better yourself every day by learning from the success of others. Become the best version of you.

NATIONAL WAKE-UP CALL

Mondays: 8:00 AMPT
Listen Live: 1 (800) 225-0808
Playback via Phone: 1 (800) 225-5045
Download the Audio File: www.k90x.com/USCALL_Archive

ATTEND EVENTS

Annual Event
SUPER saturday
Quarterly Events

Beachbody does not guarantee any level of success or income from the Beachbody Coach Opportunity. Each Coach's income depends on his or her own efforts, diligence, and skills. See 10010719.

REGISTER TO ATTEND EVENTS

Make sure your new Coach is registered to attend the next Team/Beachbody event.

- Share your experience attending Summit, Super Saturday, Success Club trips, etc., and how the events made an impact on your business.

WHAT DO YOU DO AFTER THE MEETING IS OVER?

At the end of the GSR meeting make sure to schedule your weekly check-in with your new Coach. Remind them of their next step items and answer any questions they may still have. Use the [Coach Follow-Up Tracker](#) to help your new Coach stay focused and on track with their business goals.

Next Step Items:

- Make a list of 50 names
- Go public on social media announcing first Challenge Group
- Review Coach Basics Participant Starter Guide
- Review Coach Training
- Register to attend next Team Beachbody event
- Post on Team Facebook page
- Listen to National Wake-Up Call
- Join weekly Team call
- Have first meeting with Success Partner to review goals and action plan