

HOW TO SIGN UP COACHES AND SET YOUR PREFERRED PLACEMENT

Congratulations! You've done the hard work: recruiting prospects to the Team Beachbody® Business Opportunity. Now sending them through the sign-up flow is simple. Just follow the steps here to know what your new Coaches will see as they progress through the sign-up flow. Once they have completed the process, we will show you how to place them in your organization.

Step 1: Where Do New Coaches Sign Up?

Your prospects can sign up to become Coaches from a number of different places online; here are the two most popular methods.

Option 1: From Your Personalized Team Beachbody Coach Website

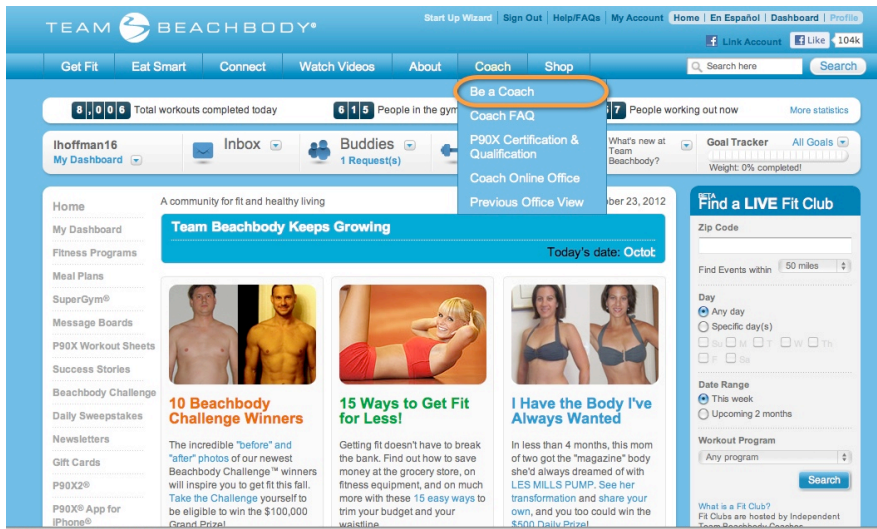


From your Team Beachbody Coach website, direct your new recruits to the button that reads "**Coach.**" Using this link from your site will automatically attach your Coach repID to the sign-up process.*

(*Provided the potential new Coach is not already a Team Beachbody customer assigned to another Coach.)

Option 2: From the TeamBeachbody.com Site

From the TeamBeachbody.com site, direct new Coaches to click on the **"Coach"** tab, then choose **"Be a Coach"** from the drop-down menu. Don't worry about it not being traced back to you on the following sign-up pages; they can select you as their Upline Coach later in the process.



From the "Be a Coach" Page

Have them click on the button **"Yes! I want to be a Team Beachbody Coach,"** and it will take them to the sign-up pages.



Step 2: Enter Account Information

Already Have a Team Beachbody Account?

If yes, your new Coach will be directed to log in to TeamBeachbody.com first before completing the rest of the sign-up process. If no, your new Coach will first need to create a Team Beachbody member account before completing the rest of the sign-up process. Follow along with the images here to see how they will complete this process.

The screenshot shows the Team Beachbody website's sign-up process. At the top, there's a navigation bar with links like 'Get Fit', 'Eat Smart', 'Connect', 'Watch Videos', 'About', 'Coach', and 'Shop'. Below this is a large banner with the text 'Ready to become a Team Beachbody® Coach? Get Started Now!' and an image of a smiling woman holding a business card. The main content area has a heading 'You're just moments away from becoming a more physically and financially fit you.' followed by promotional text about a sign-up offer. Below this is a section titled 'Already have an account?' with two radio button options: 'Yes, I have an account and will log in now.' and 'No, I do not have an account yet.' The 'No' option is selected. The 'Account Information' section is highlighted with a blue circle and the number '1'. It contains several form fields: 'First Name', 'Last Name', 'Coach Company Name', 'Address', 'City', 'State/Province' (a dropdown menu showing 'Alabama'), 'Zip/Postal', 'Country' (a dropdown menu showing 'United States'), 'SSN/Tax I.D.', and 'Phone'. There are also fields for 'Gender' (radio buttons for 'Male' and 'Female') and 'Date of Birth' (a date picker showing 'October 23, 2012').

1. Account Information

All fields should be completed with accurate information, especially those fields identified with bold text. We'll need a social security number or tax ID to get the new business started and to allow your new Coach to receive commission checks.

Important: Your prospects should only complete the Coach Company Name field if they have created a business entity. The name they put there will be printed on their checks.

Enter your Account Information (Continued...)

The screenshot shows a web form titled "2 Login Information". It includes fields for Email, Password, Screen Name, Confirm Email, and Confirm Password. A "Check Availability" button is next to the Screen Name field. Below this is section "3 Did a Coach Refer You?" with radio buttons for "I have a Coach" and "I was not referred by a Coach". The "I have a Coach" option is selected, showing a dropdown menu and a search criteria field. A "Confirm Your Coach" button is next to the search criteria field. Below this is section "4 Terms and Conditions" with three checkboxes for agreement. A scrollable text area contains the terms and conditions, including a list of trademarks and copyrights. At the bottom, there is a signature line and a "Continue My Enrollment" button. A small disclaimer at the bottom right states: "* The purchase of a Coach Business Kit is optional in North Dakota."

2. Login Information

If your Coach is not already a Team Beachbody member, they should enter the email address, password, and username they would like to use.

3. Did a Coach Refer You?

If someone signs up from your Coach website, your information will automatically populate in the sign-up process, and they will not have to search for you.

Alternatively, if your new Coach signs up through TeamBeachbody.com, they can search for you by your screen name, your email address, or your Coach repID. They then click the "**Confirm Your Coach**" button to find you. If the new Coach was not referred by a Coach, they will automatically be assigned a random Coach.

4. Terms and Conditions

To continue with the enrollment process, the new Coach will need to review all terms and conditions. Once they check all three boxes and consent to the use of an electronic record, they can continue by clicking the orange button "**Continue My Enrollment.**"

Step 3: Challenge Pack Options

Assist your new Coach in selecting the Challenge Pack that's right for them, including choosing the appropriate fitness program and Shakeology® option. To complete the selection, click on **"Sign me up!"** This will take them directly to the Account Details and Billing Information page.



Your Journey Starts Now!
We've packaged everything you need to transform your life.

Welcome! You're on your way to officially becoming a Team Beachbody® Coach—and the CEO of your own health and fitness business.

Begin your Success Story with a Beachbody® Challenge Pack.
As a Coach, you won't "sell" miracles. You'll "share" successes! Choose a Challenge Pack below, so you can experience REAL results firsthand. You'll find that telling your own story is so much more powerful than any sales script.



Select the Challenge Pack that's right for you.

Each pack includes:

- Shakeology®—your favorite flavor(s) delivered on Home Direct*
- Choice of ONE of Beachbody's top fitness programs
- 30-day FREE trial membership to the Team Beachbody Club**†
- Business Essentials Starter Program (see what's included)

[Learn More](#)

*With Shakeology Home Direct, you'll receive this item every 30 days, shipped directly to your door and billed to the credit card you use today in the amount of \$89.96 a month (\$97.46 a month for vegan Tropical Strawberry)—only about \$3.00 a day!—which includes FREE shipping to your doorstep. You may cancel at any time to avoid future charges by calling Customer Service.

**After your first 30 days, you'll be automatically billed to continue your Team Beachbody Club membership at a cost of \$2.99 a week, billed \$38.87 per quarter in advance to the credit card you provide today. You can cancel anytime to avoid future charges.

†Offer not valid for current paying Team Beachbody Club members.

‡With Ultimate Reset Home Direct, you'll receive the Ultimate Reset Maintenance Kit and Tropical Strawberry Shakeology every 30 days, shipped directly to your door and billed to the credit card you use today in the amount of \$229.90 a month, which includes FREE shipping to your doorstep. You may cancel at any time to avoid future charges by contacting Customer Service.


Alternatively, if they already have a Challenge Pack or want to opt out of purchasing one, they can scroll to the bottom of the page and choose, **"No thanks, just sign me up!"** This option will take them to the a la carte page first, before taking them to the Account Details and Billing Information page.

A la Carte Options

This page is only accessible to Coaches who opted out of the Challenge Packs.

On this page, a new Coach can choose individual fitness programs, nutritional supplements, Beachbody Sharing Tools, and a 30-day risk-free membership in the Team Beachbody Club. Click on any of the "**Learn More**" buttons for a full description of the selected products. Click on the desired products and then click "**YES! Upgrade My Order**." The other option is to choose "**No thanks, just complete my enrollment**."

Upgrade your order and save with these exciting additions.



Just select the products you want below, then click the button to complete your enrollment.

☐ **Beachbody Fitness Programs**

Select any one of our comprehensive fitness and nutrition programs like P90X, 10-Minute Trainer, Turbo Jam, or others, or upgrade to the Showcase Pack and receive 6 of our best-selling programs.

Learn More

Select your fitness Program:

Showcase Pack

Price: \$269.99

Just select the products you want below, then click the button to complete your enrollment.

☐ **Shakeology and Beachbody Nutritionals®**

Make sure to include Shakeology and other Beachbody supplements to help accelerate your results. Every 30 days, you'll automatically receive a fresh supply at the same low price (including shipping and handling, if applicable) billed to your credit card. You can cancel anytime to avoid future charges.

Learn More

Select your supplement:

Shakeology HD (Fast Start) Chocolate Bag

Price: \$89.96

Just select the products you want below, then click the button to complete your enrollment.

☐ **Team Beachbody™ Online Diet and Support Club**

Get 24/7 access to personalized meal plans, trainer tips, fitness tracking tools, and an amazing community of people helping one another succeed! The cost is just \$2.99 a week, billed \$38.87 a quarter in advance to your credit card, and is risk free for 30 days. You can cancel anytime to avoid future charges.

Learn More

Price: \$38.87

Just select the products you want below, then click the button to complete your enrollment.

☐ **3rd Party Tools for Retailing and Recruiting**

Help build your team by using 3rd Party Tools. These explain our products and business so you don't have to be an expert to effectively get the word out.

Learn More

Select your 3rd Party Tools:

Beachbody Sharing Tools: Business Builder Pack

Price: \$79.70

YES! Upgrade My Order

No thanks, just complete my enrollment

Choose One

Consult your physician before beginning any exercise program or using any supplement. These statements have not been evaluated by the Food and Drug Administration. These products are not intended to diagnose, cure, or prevent any disease. Yoga Booty Ballet is a registered trademark of Goddess & Co.

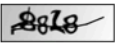
Step 4: Account Details and Billing Info

You're almost a Team Beachbody® Member.
Complete your billing information below and submit.

Account Details
Marcus O'Reilly (Edit)
5555 Exposition Los Angeles, California 90066
jha@gmail.com
Date of Birth: 10/23/74
Gender: Male

Order Summary

Cart Items (Edit)	Item Total
Game Plan Tools Kit	\$39.95
Subtotal:	\$39.95
Shipping FedEx SmartPost \$0.00	Shipping: \$0.00
	Tax: \$3.50
	Total: \$43.45

Billing Information
Cardholder First Name Cardholder Last Name
Credit Card Type Please select Credit Card Number
Expiration Jan 2012 CVV2
☐ My billing address is the same as my Account Information above.
Address Apt, Suite, etc.
City State/Province Alabama
Zip/Postal Country United States

Text Verification

This is where the new Coach can view the items in their cart. Business Essentials Starter Program (\$39.95) will automatically be ordered and sent to every new Coach upon sign-up.

The new Coach can select faster shipping methods if they choose.

The billing information has several required fields to complete, indicated in bold, before submitting the secure order for processing.

Included in the Business Essentials Starter Program:

- Business toolkit
- Personalized websites and online office
- Plus the first 30 days' Business Services Fee paid

Step 5: Registration Complete

A new Coach will receive a congratulations and welcome note from Beachbody CEO Carl Daikeler once the sign-up process is successful. They are then directed to visit

Congratulations.
You're now officially a Team Beachbody® Coach.


Carl Daikeler
Chairman,
Chief Executive Officer

Welcome to the greatest business opportunity I've seen yet. Together, we'll help people achieve their goals and live healthy, fulfilling lives.

Plus, you're joining our team at one of the most thrilling times in our company's history. As our business continues to strengthen, I'm convinced Team Beachbody will capture a major share of the \$60 billion health and fitness industry. Now you're an integral part of our success.

Prepare to experience your own financial transformation, even if you've never run a business before. With Team Beachbody, you'll have all the tools and support you need—every step of the way.

NOTE: It may take up to 15 minutes for our system to set up your Online Office. While you wait, why not create your TeamBeachbody.com profile and start exploring your amazing new support network?

Welcome to the Team!

Click one of the buttons below to go to Team Beachbody.

TeamBeachbody.com while they are waiting for their Coach Online Office to be set up, which can take up to 15 minutes. The Coach will also receive a welcome email from Carl within 3 minutes that includes their login credentials and a link to the 7-Day Quick Start guide.

Step 6: Enroll in the Beachbody Challenge

Make sure new Coaches enroll in the Beachbody Challenge Contest. Have them complete the steps to **"Commit Now"** on the Contest page located at TeamBeachbody.com > Beachbody Challenge > Challenge Contest so they get their shot to win big.



The screenshot shows the 'TEAM BEACHBODY' website with the 'Beachbody Challenge' tab selected. The main heading is 'CONTEST'. Below this, a large orange banner reads 'WE'RE GIVING AWAY OVER \$1,000,000 IN CASH AND PRIZES!'. To the right is a video player showing a man speaking with the text 'Beachbody Challenge \$100,000 Grand Prize Winners An...' and 'GRAND PRIZE WINNERS' overlaid. Below the banner, text explains the challenge and lists prizes: \$500 Daily, \$1,000 Monthly, \$5,000 Quarterly, and \$100,000 Annual Grand Prize. A link for 'Price details' is provided. At the bottom, a blue banner says 'JUST COMPLETE ANY PROGRAM AND SHARE YOUR RESULTS WITH US!'.

Setting Your Preferred Placement

Once you become a Team Beachbody Coach, you will have access to the Coach Online Office from the TeamBeachbody.com site.



The screenshot shows the 'TEAM BEACHBODY' website from a Coach's perspective. The 'Coach' tab is selected in the top navigation bar. A dropdown menu is open under the 'Coach' tab, showing options: 'Be a Coach', 'Coach FAQ', 'P90X Certification & Registration', and 'Coach Online Office'. The 'Coach Online Office' option is circled in orange. The dashboard also displays various widgets including 'Total workouts completed today', 'People in the gym at', 'Inbox', 'Buddies', 'Goal Tracker', and a 'Find a LIVE Fit Club' section.

As you sponsor new Coaches, they will become a part of your Team. You can decide where Coaches are placed on your Team by going to the My Preferred Placement link under "My Business" in your Coach Online Office.

BEACHBODY®

RETURN TO TEAM BEACHBODY >> LOGOUT >>

Tuesday, October 23, 2012

HOME GETTING STARTED MY WEBSITES SALES & MARKETING MY BUSINESS MY DESK NEWS & TRAINING VIDEO LIBRARY

SUCCESS

Welcome
ALEXIS MARIONI

My Current Rank:
Coach

My Qualification Status:
None

My Status:
Inactive

My Upline Sponsor:
No information on file

My Upline Diamond Coach
Corporate

My Upline Star Diamond Coach
Corporate

My Volume:
Projected PV

Projected Customer PV

Personal Volume Sales volume for last 5 weeks

Team Volume

Personal Volume

Team Volume

MY PREFERRED PLACEMENT

- MY DOWNLINE
- MY VOLUME
- MY CUSTOMERS
- MY LEADS
- MY ORDERS
- MY EARNINGS
- MY COMMISSIONS
- MY QUALIFICATION PROGRAMS
- MY SAVED REPORTS
- MY FORMS & DOCUMENTS
- MY PROFILE
- MY EFT MANAGEMENT

MY DOWNLINE

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MY PROFILE

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10/11 – INSANITY: The ASYLUM, Vol. 2 Has Arrived!

JOIN THE CONVERSATION!

If you select Automatic Placement, the system will place new Coaches on your Team in a random position. If you select "**Set Preferred Placement**," you have more control over where new Coaches will be placed in your organization. There are many different strategies for the placement of Coaches. Ask your Upline Coach what works best for them.

Preferred Placement

Choose your Preferred Placement:

Choose the preferred placement for new Coach. This will be used when new reps signup via the Personal Replicated Sites.

Placement Type: ☐ Automatic Placement ☒ Set Preferred Placement

Placement ID: (optional)

Business Center:

Position:

SAVE