

# THE FITCLUB NETWORK

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## New Coach Cheat Sheet

- Introduction
  - Always work from your list!
  - Become a Professional...
    - Pointer
    - Inviter
    - Coordinator
  - Determine your Support System
    - Sponsor
    - Upline Diamond
    - Upline Star Diamond
    - Who is your “go to” Coach?
  - Commit to The Game Plan

- The List – Your Best Tool
  - Start by listing 10 to 20 prospects
    - Do not exclude or prejudge anyone – You’ll never know unless you ask
    - Use Resources in Fit Club Network Coaches Corner
    - Separate Business from Fitness/Nutrition
    - Include people from online Social Networks
  - Send initial list to your “go to” Coach
  - The List evolves
    - List is not static
    - Every new “contact” should be added to list
    - Names stay on list until “Decision” is made
      - Yes or no

### **Become a Professional Pointer**

- Use 3<sup>rd</sup> Party Tools to point people to products or the Business Opportunity
- Back Office Video Library – Click [Links](#) to view resouces
  - Retailing
  - Recruiting



- General Fitness – [Beachbody Solutions Link/DVD](#)
- Shakeology
  - [35 Doctors Don't Lie](#)
  - [Glycemic Index](#)
- Individual Fitness Products
  - Select videos from Back Office Video Library
- Business Opportunity
  - [Decide](#)
  - [Invitation from Carl](#)
  - [Presentation – 25 mins](#)
- Point to how to Create a Free Player Account or Switch Coaches
  - “Are you working with a Beachbody Coach right now?”
  - Stock Phrase – Substitute Highlighted Information

If you don't already have a Team Beachbody account just go to [www.beachbodycoach.com/YOURUSERNAME](http://www.beachbodycoach.com/YOURUSERNAME) and click “Join” and then “Try Free Membership” (grey button not the orange Club button). You can review the information on the Team Beachbody Club while you are signing up for the free account, but you do not need to be a Club Member to receive my help. If you already have a Team Beachbody account, but NOT are already working with a Team Beachbody Coach, then send an email to [coachrelations@teambeachbody.com](mailto:coachrelations@teambeachbody.com) and tell them you want [YOUR NAME \(YOUR USER NAME, Coach ID \\_\\_\\_\\_\\_\)](#) to be your Coach. They will make the switch in 24 to 48 hours.

- Point Customers to Webstore
  - [www.beachbodycoach.com/YOURUSERNAME](http://www.beachbodycoach.com/YOURUSERNAME)
  - Click “Store”
- Track activity using your List

## **Becoming a Professional Inviter**

- Business Opportunity Presentations
  - Corporate Presentation
    - Back Office – News & Events – Webinars/Conference Calls



The screenshot shows the Beachbody Coach Online Office interface. At the top, there is a navigation bar with the Beachbody logo, a 'RETURN TO TEAM BEACHBODY >>' button, and a 'LOGOUT >>' button. Below this is a secondary navigation bar with links for HOME, GETTING STARTED, MY WEBSITES, SALES & MARKETING, MY BUSINESS, MY DESK, NEWS & TRAINING, and VIDEO LIBRARY. The main content area is titled 'WEBINARS AND CONFERENCE CALLS' and features a sub-header 'The Future of Interactive Training Starts Here!'. A welcome message states: 'Welcome to the digital communications corner of your Coach Online Office. This is where you'll get to utilize all the latest communication technology that we're using to connect your team with ours. You'll also find a frequently updated forecast of upcoming Webinars and conference calls, as well as an archive of previous calls and Webinars. It's where magic happens—and stays. So, check back often!'. Below the message are three tabs: 'WEBINARS', 'CONFERENCE CALLS', and 'WEBINAR/CONFERENCE CALL ARCHIVE'. The 'WEBINARS' tab is active, showing a list of webinar types: Business Opportunity Presentation, Social Media Training, Compensation Plan Training, Get Started Right Training, and Monthly Diamond Call. A sidebar on the left contains various navigation options like 'WHAT'S NEW', 'RECOGNITION', 'THE BASICS', 'New Coach Welcome', 'Shakeology', 'Webinars / Conference Calls', 'Product Training', 'Coach/Company Policies', 'Program Comparison Chart', and 'GAME PLAN TRAINING'.

- Team Fit Revolution – [www.teamfitrevolution.com](http://www.teamfitrevolution.com)
  - Create free account
  - Business Opportunity Webinar every Monday Night
- Live Local Meetings
  - Watch Events Calendar for local corporate sponsored events featuring Business Opportunity Presentations

- Invite to Fit Club or Weekly Meeting
  - Back Office – News & Events – Events – Local Events



The screenshot shows the Team Beachbody website's 'EVENTS' section. At the top, there is a navigation bar with the logo and links for 'RETURN TO TEAM BEACHBODY' and 'LOGOUT'. Below this is a secondary navigation bar with links for 'HOME', 'GETTING STARTED', 'MY WEBSITES', 'SALES & MARKETING', 'MY BUSINESS', 'MY DESK', 'NEWS & TRAINING', and 'VIDEO LIBRARY'. The main content area is titled 'EVENTS' and features a sidebar with buttons for 'WHAT'S NEW', 'RECOGNITION', 'THE BASICS', 'GAME PLAN TRAINING', 'EVENTS', 'Webinars / Conference Calls', 'TEAMWORK', and 'SUCCESS CLUB'. The main content area has a sub-header 'EVENTS' and a call to action: 'Check out these business-building events!'. Below this, there are tabs for 'CORPORATE EVENTS', 'LOCAL EVENTS', 'PAST EVENTS', and 'EVENT REQUESTS'. A prominent blue box contains the text: 'SUBMIT YOUR LOCAL EVENTS AND WE'LL PROMOTE THEM!'. This box includes instructions on how to submit an event, a list of required information (Event date(s), Time, Location, Agenda, Optional: Additional information, Contact information, Fees to attend), and a submission cycle: 'Submit a posting by Friday at 8:00 PM ET, and it will post the following Wednesday by 8:00 PM ET.'

- Invite people to meet for coffee or to workout – Keep it simple

## **Becoming a Professional Coordinator**

- 3-Way Phone Calls - Process
  - Approach – Brief conversation regarding Coaching
  - Present – Send 3<sup>rd</sup> Party Tool
    - Prospect must watch some form of 3<sup>rd</sup> party tool prior to 3-way phone call
  - Coordinate Call
    - Know who your “go to” Coach for 3 way calls is
      - Sponsor
      - Upline Diamond
      - Upline Star Diamond



- Know the best way to contact your “go to” Coach
- Offer Prospect a call with experienced Coach
  - Edify Upline Coach
  - Prospect should know they are speaking with someone experienced and busy
- Let Upline Coach know what information the prospect has seen and what questions they have (if you know)

### **Conclusion**

- Always work from a List
- The fortune is in the follow up – Use your List to track your prospects
- Time is your greatest ally – Be here a year from now