

NEXT STEP BUSINESS TRACKER

Grand Opening (*Home Party, Webinar*) Date: _____ Number Attended: _____
Results: _____

Next Step Training

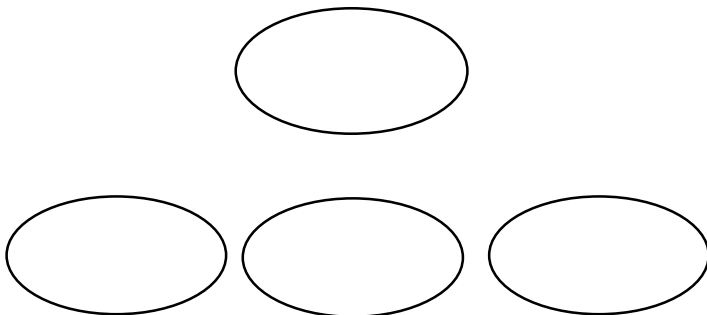
- Game Plan CD/Audio Link**
The Game Plan contains the principles upon which everything is built. Have your New Coach listen to the audio and read the 10 Commitments document. Both can be accessed through their Online Office or obtained from you.
- Success Club**
Our Rewards and Recognition Program can put extra money into a Coach's pocket every month for consistent activity. Shakeology customers, a car bonus, even an exotic vacation for two are just around the corner. Point them to their Online Office to learn about Success Club.
- 3rd Party Tools**
Knowing which tools to use, where to locate them in the Online Office, and how to send them out to prospects is essential. Give your New Coach a quick tour of where these valuable resources are, and how simple it is to use them to promote their Team Beachbody business.

Next Step Activities

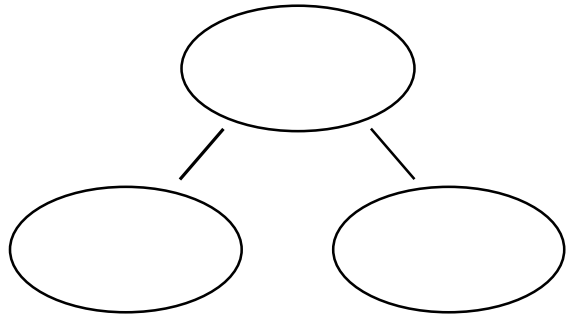
- Memory Jogger**
Helping your New Coach identify their next group of prospects is crucial in keeping them moving forward. Use the Memory Jogger exercise to expand their list. From there, sort and select their top 10 "Hot List" and continue with the exposure process.
- Personal Development**
*The best way to grow a team is to grow the people on your team. Here are two recommendations that will get them off to a great start. Book: *The Slight Edge* by Jeff Olson, Audio: *Building Your Network Marketing Business* by Jim Rohn. (10 pages/15 minutes of audio a day.)*
- Attend A Team Beachbody Event**
Network marketing is an event-driven, relationship building business. Identify a nearby event for your Coach to attend so they can build their business and their belief.

Goals

Get 3 on HD



Emerald



Rank Advancement

Rank	Date Achieved
Emerald	
Ruby	
Diamond	

Success Club

Month	5	10