

Welcome! Please print off this guide to help you kick off your biz and get this journey started on the right foot!! As you work through the new coach checklist, refer to the links in the original email as we can't hyperlink here in a pdf file!



New Coach Quick Start

WELCOME

Welcome girl - this is the start!! First off A huge HELL YES to you for starting this amazing journey. Before we dive into all of the details, we need you to do a couple of things for us:

1. Believe in Yourself

You are MORE capable than you give yourself credit for. You CAN and Will inspire as many people as you allow yourself, so believe that YOU FREAKING CAN!

2. Be Okay with Failing

You will never fail because every “failure” really is a lesson. With every conversation and “misstep”, you will learn. Trust us when we say we will fall to triumph in this biz. Think about how many times Steve Jobs failed before the Apple Computer was made! The most successful people in the world are not naturally good at what they do, they just NEVER give up!

3. Lean In

You have an opportunity in front of you that many do not take advantage of. We know getting started, things will seem overwhelming and uneasy but we’ve got to learn how to crawl before we run. No matter what, we and the team are here for you! Lean in sister, we are here to support you, guide you, and help you to succeed faster than we did.

If we can be on the same page here let’s go get it!

xoxo,

Tamara & Clarissa

FIND YOUR WHY



Before we get in to learning about the products, the groups and getting overwhelmed, let’s assess WHY you are here! Why did you start, where do you want to go -- what was it that we said to make you READY TO RUN?

My favorite quote - “if your why isn’t big enough, your excuses will be” and a why of “helping people” isn’t big enough!!! We all want to help people. What else is your why? Financial freedom? Travel opportunities? Dig deep!

For us it was ALL about FREEDOM - the freedom to travel, live a full life, and feel like we had a purpose. We wanted to take control of our lives instead of accepting societal norms what is your WHY?

LET'S WRITE DOWN YOUR WHY:

SOME BASICS

One thing you will want to keep handy is your Coach ID!

- _____ is your Coach ID

Thank you for putting your trust in us as your mentors - whether you are planning on working this business to be a full-time career or you have joined us simply for the discount on products, we are thrilled to have you join us!! Our primary purpose as your sponsors and mentors is to provide you with the BEST tools to get started STRONG and to continuously build momentum on this journey!

NEW COACH HUBS

We have 2 Coach Hubs (facebook groups) for you to ensure you are getting all of the information you need!

1. Team FreeToBe New Coach Hub is where you will check in for frequent information from us.
2. Empower Squad New Coach Hub is where you will have access to the current news, trainings, events. You can post questions, successes and stay up to date on all things Beachbody! We check in with this group multiple times a day and this a super safe environment for NEW coaches

only!! So if you ever have questions you can search the FILE section, PHOTO ALBUM section, or simply ask in the group!! What we love about this platform, is other new coaches might be having the same question, so always feel free to ask and support each other!

You can REQUEST to join by clicking the links in your welcome email! These will be your home base for all coaching information.

BOOTCAMP

Included as a perk of being on the team, you have free access to our Online Groups! These groups are not coaching groups (but this is where you will learn what we do to ensure our clients see success and reach their goals) – the groups are 100% health, fitness and awesomeness. You are 100% welcomed and encouraged to join our monthly Challenges. We have a new theme that starts the first Monday of every month and you will have received an email invitation to the app from us!

We also have TEAM WIDE groups that are running so if you have a client who wants to join a specific program, you and your clients are MORE than welcome to join the team groups. We have specific Facebook groups for:

1. New programs that launch

2. Health & Fit Club

When you sign up your first few customers, you're welcome to add them to ANY of our fit club communities!! Typically new coaches will utilize this group until they are ready to make their own OR continue helping in the Team Wide groups!

O U R E X P E C T A T I O N S

1. Check in REGULARLY! Once you have read a post in the New Coach Hub, be sure to LIKE it (and if you choose, comment)!
2. Start your program and commit to it!
3. Follow the Daily Activity Tracker (referred to as BAT later in this booklet). These are the daily steps that will create habits for you to see success in this biz and in life. Give yourself a solid 3 months and commit to these daily! You will be amazed at your growth if you do.
4. Show UP - remember this is for YOU!
5. Ask questions when you need to.
6. Be coachable, be a learner, and let's GO GET IT!
7. AIM TO BE EMERALD WITHIN 1 WEEK (30 day max)!!!!

**NOW LET'S DIVE IN A LITTLE
DEEPER WITH YOUR FIRST STEPS!**

This is your New Coach Checklist. Please follow along IN ORDER as we have broken this down into the necessary stages you will need to complete in order to see success with your journey and your business!

PART 1 = DOCUMENTS TO COMPLETE ASAP:

- ❑ About Me Form - link to the form is on the welcome email!
- ❑ Video on how to navigate your Coach Office account (link to the video is on the welcome email)
- ❑ If you are a CANADIAN coach, you MUST complete the w8-ben form. A link was provided in your welcome email and all you have to do to find out how to complete properly is google (w8-ben form for Canadian coaches and look at a google image putting in your information)
- ❑ 30 Day Coach Action Plan, Business Quickstart = these are for your information and will help you learn how to find your coach ID # in your online office, where to find our info, etc.; these came in your email from Beachbody and we are provided just as an added resource for you in case you need to track down again.
- ❑ Step by Step FitGuide - this business is entirely about YOU first and foremost - your fitness, your nutrition, etc. This Guide will help you get started on YOUR journey before your package arrives in the mail! Generally we recommend that coaches start with the 21 Day Fix as it is a quick 3 weeks and everyone who follows gets results!!!
- ❑ ***Install the app "WhatsApp" and add me as a contact (Tamara Fraser - 1-604-307-5602), then send me a***

message letting me know who you are and that you are done Part 1!

PART 2 = BOOTCAMP (you MUST come first or you will not have a business):

- ❑ Download the "My Challenge Tracker App" that you received an email invite to - and join!
- ❑ Join our Facebook group - the Health & Fit Club
- ❑ Work through our "FreeToBe Fit Club" website to help you understand how to kick off your program and help you understand the resources we have to get new clients started!
 - ❑ <https://www.freetobegirls.com/fit-club-family>
 - ❑ Work through the videos
- ❑ Pick your program (we can help with this but we generally recommend 21 Day Fix because in 3 short weeks, you can have a significant transformation) AND ***DO YOUR PROGRAM!*** This means following the workout schedule, meal plan and drinking Shakeology!
 - ❑ You access this via the Beachbody on Demand APP (same login information as when you completed your registration) or stream it (using the same information) at www.beachbodyondemand.com (quick note that SAFARI does NOT work)
- ❑ Start working on ***YOUR program*** → following along with the workout calendar and the nutrition plan! Remember - ***YOU COME FIRST*** which means your fitness, your nutrition, and personal development!

- ❑ Follow the Shakeology Guide provided for delicious recipes and for more information about Shakeology because this is NOT just a protein shake! Our cells are screaming for nutrients as our food is depleted of the vitamins, minerals, etc. that it once contained. Shakeology provides those missing links which then helps reduce cravings as well as fuel us with what our bodies need to have energy for our lives!
- ❑ ***Send me a message on WhatsApp letting me know that you are done Part 2 and working on YOUR program!***
- ❑ ***WATCH THE NEW COACH CALL AND THEN BOOK A CALL WITH US (you have access to our bi-weekly calendar via the google link in part 5 or you can just message us and give us some of your available times and we will do our best to accommodate)***

DO NOT MOVE ON TO PART 3 UNTIL YOU ARE ESTABLISHED IN YOUR JOURNEY - YOU ARE DOING YOUR PROGRAM, YOU ARE CHECKING IN TO THE HEALTH & FIT CLUB OR CHALLENGE TRACKER APP, YOU UNDERSTAND THE NUTRITION AND SO ON! WE ONLY HAVE A BUSINESS WHEN WE COMMIT TO OURSELVES FIRST!!!

PART 3 - YOU'RE ON YOUR JOURNEY!!!

- ❑ Join our Facebook Coach Groups (these are MANDATORY - links are in welcome email) and check in to these groups EVERY DAY!!!
 - ❑ Freetobe Coach Hangout
 - ❑ Empower Squad Coach Hub
- ❑ Success Club Activity Tracker (BAT) - print off this form as it will literally walk you through everything you need

to do in your business to see success starting NOW! Print it off and GO!!! We use this every single day and in under 2 hours (including your workout), you will start growing your biz and seeing huge success!

- ❑ START YOUR TRAINING = Empower Squad University Trainings - (refer to link in the welcome email; you will have to create an account - it is all free); these trainings will literally walk you through the basics of your biz and how to see success immediately!
- ❑ CONTINUE YOUR TRAINING = UpRoar University (refer to link in the welcome email)
- ❑ Video on Your First Month as New Coach (link to video is in welcome email)
- ❑ Win the Week for Coaches - again, just another tracking system to help you stay laser focused on your goals for the week!!!
- ❑ ***Send me a message on WhatsApp letting me know that you are done Part 3 and working on building these business habits into your days and weeks!***

PART 4 - SUCCESS CLUB & REACHING EMERALD:

The BEST thing for us in this business is helping YOU succeed and after years working the biz, we know the 2 things that always lead to success = hitting Emerald and Success Club!!! So - our next goal is for you to reach EMERALD within the next 30 days - Emerald in 30 days, Diamond in 60-90.

Success Club

As people notice your new venture, or start engaging with you on social media, they might want in on the action too! The most common way New Clients OR New coaches get started is with a Challenge Pack. If you help 3 people in 1 month with a Challenge Pack, you will earn Success Club 5 (2 points per CP). Help 3 people per month for a year and earn a FREE Trip for you and a Guest on our Annual Tropical Vacation!

Success Starters

Earn Success Club your first 3 months in a row and you will earn Success Starter which gets you a FREE ticket to our Annual Conference (\$400 value)! Plus the designation of Success Starter (Special Recognition) and the chance for special calls with top people in the company!

Emerald Promotion

Emerald is simply YOU + 2 coaches and usually we recommend 2 people you know and that love you! For example, you can do a spouse/partner/significant other (on your weak leg and we will help you with this) and a friend/parent, etc.... These people do not have to be your forever coaches BUT will help you get to this promotion in your biz and start seeing success right away.

You also earn Success Club Points for coaches that start with a challenge pack. You can go Emerald in 24 hours and your new coaches will get all of the resources and mentorship you do, so they can join you along the journey!

Your first month is considered the month you signed up in, or the following calendar month. For example, if you signed up August 3rd, your first month can be August or September.

In the welcome email you will find a link to our Emerald Training (there is one on our freetobegirls.com website that you have access to) and using this space, we'd love for you to jot down some names of people you think will help you reach your goal of Emerald!

Diamond Promotion

We also have a Diamond Training platform as well that you will have access to and get the password once you have reached Emerald!

- ❑ ***Send me a message on WhatsApp letting me know that you are done Part 4 and ready to strategize how to reach Emerald!***

on personal development, follow up on past conversations, check in with clients, tap into training (New Coach Training, Weekly Training, Past Training)!

- ❑ You can do your vitals in 1 hour per day (minus workout) but if you have more time, start more conversations and invite more people to join the fun. Watch your business explode!
- ❑ All of these “tasks” are broken down in the Success Club Activity Tracker (also known as the BAT) and can be found attached to your welcome email!

PART 7 - MISCELLANEOUS EXTRAS:

- ❑ Once a month we host a New Coach Call and a New Coach Q&A to allow all of our new coaches to get the details they need to jump start their businesses and see success right away. These calls are recorded and posted in our New Coach Hub. Please:
 - ❑ Find the most recent new coach call and watch
 - ❑ Find the most recent new coach Q&A and watch that one as well
- ❑ You also have access to other groups and will find the links in the welcome email. We leave it up TO YOU to join as you are the one who will be getting the notifications and checking in. **YOU MUST join the 2 NEW COACH HUBS** - beyond that is completely your choice!
 - ❑ TBB Coach 411 (where you will find the National WakeUp Call) and other announcements (link is in the welcome email)
 - ❑ Beachbody Champions (access to tons of amazing trainings - link is in the welcome email)

- ❑ Some links you will want for future reference (actual links are in the welcome email):
 - ❑ Coach Office → coach.teambeachbody.com
 - ❑ ShareACart (for registration of coaches/clients) → coachmobile.teambeachbody.com
 - ❑ Team Beachbody Site (www.teambeachbody.com)
 - ❑ Coach Relations Phone is 1-800-240-0913
 - ❑ Customer Service Phone is 1-800-470-7870
- ❑ Please be sure that we are Facebook Friends
 - ❑ Tamara Fraser (Aven)
 - ❑ Clarissa Pastor (Brazil)
- ❑ Coming out post - it lets your following know you are about to get started as a coach and they can join you (you are opening a business)! There are a variety of ways to do this. The most common ones are:
 - ❑ Transformation picture
 - ❑ Getting started post
 - ❑ Refer to Empower Squad University as well as the tips in our initial video we sent you!



❑ With Transformation



❑ Getting Started