

# 90 DAYS TO DIAMOND

THE PATH TO OWNING A ROCK-SOLID BUSINESS.

# The road to success is paved in Diamonds.

Becoming a Diamond Coach depends on you. Are you determined to stick with your goals? Do you know what you want to accomplish in a week? Three months? One year? Good. Knowing what you want is exactly what will help you achieve your goals.

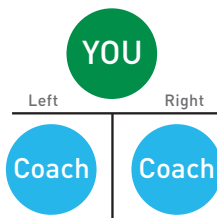
All of us at Team Beachbody® are here to help. We've taken the guesswork out of how to reach the goals you've set for yourself. The steps we've mapped out have been created to help you develop a profitable business, and turn you into a Diamond Coach within 90 days. So stay on course and success will come.

## Let's break it down.

Here are the levels leading up to Diamond rank.

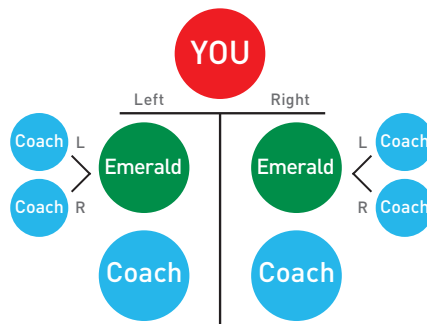


Make your daily Exposures and you could be an Emerald Coach in 30 days. To achieve this, enroll at least one Active Coach\* in each of your left and right legs.



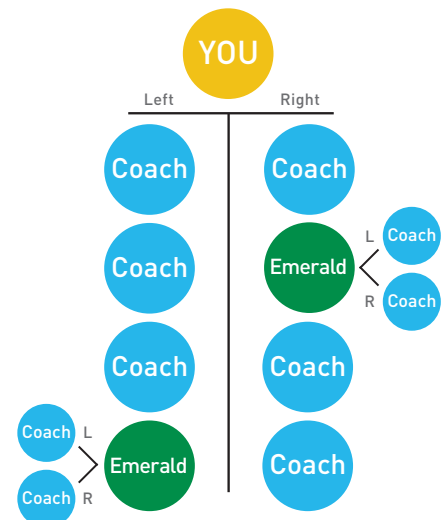
You can be a Ruby Coach in 60 days by:

- Helping your two Active Coaches reach Emerald rank by each enrolling their own two Active Coaches
- Enrolling at least one Active Coach in each of your left and right legs



By 90 days you've already exposed dozens of people to the business. To achieve Diamond rank you'll need:

- A total of 12 people on your team
- 8 are personally sponsored with 4 placed in each leg
- One Coach in each leg needs to be Emerald rank
- All Coaches must be active



\*Active status means maintaining at least 50 Personal Volume points within the bonus qualification period. Personal Volume point requirements vary depending on rank: Emerald = 50, Ruby = 75, Diamond = 100. Note: These timelines are for illustrative purposes only.



## How do I get there from here?

Print out this workbook and fill in the sections each day. Doing your daily activity will lead to achieving your monthly goals. A successful business is based on a solid plan. We've already paved the way for you. Stay on course and you could be a Diamond Coach in 90 days.



# Daily Activity Sheet

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## Keep track of your business.

You should be making at least two Exposures each day, introducing people to the products and the business opportunity. Share the business with everyone you know. Your enthusiasm will attract interest. Team Beachbody 3<sup>rd</sup> Party Tools will tell the story. And every day you'll achieve more.

Name	Call/Email	Appointment/ Exposure	Follow-Up	Interest: Products/Opportunity

## Total Daily Exposures/Activities

3 <sup>rd</sup> Party Tools	One-on-Ones	3-Way Calls	Beachbody Home Parties	Beachbody Briefings	Get Started Right Interviews	Total Exposures

## Total Products Sold/Coaches Sponsored

Retail products sold	Home Direct products sold	Team Beachbody Club memberships	Personally sponsored Coaches

## Personal Development

Book I'm reading	# pages read	Audio I'm listening to	# minutes listened

Make additional copies and use the Activity Sheet daily.

# The three C's to goal setting: Clear. Concise. Complete.

Clear and concise goals are valuable tools for achieving what you want from your Team Beachbody Business. Also, keep your goals real so you can complete them. Each short-term goal you accomplish will bring you closer to your long-term goals.

**Create a list of goals you want to achieve with your business.**

We've listed some suggestions as a starting point.

MY GOALS:

Daily goal:

*2 Exposures.  
Read 10 pages.*

Monthly goal:

*Become an Emerald Coach.  
Host a Beachbody Home Party.*

90 days from today:

*Become a Diamond Coach.  
Cover my car payment.*

Exposures/ Activities:	Week 1	Week 2	Week 3	Week 4	Total
3 <sup>rd</sup> Party Tools					
One-on-Ones					
3-Way Calls					
Beachbody Home Parties					
Beachbody Briefings					
Get Started Right Interviews					
Follow-ups					
<b>Sales/Coaches Sponsored:</b>					
Retail products sold					
Home Direct products sold					
Team Beachbody Club memberships					
Personally sponsored Coaches					
<b>Personal Growth:</b>					
Books I've read					
Audios I've listened to					
Classes I've attended					



# Good job.



You've completed your first month of being a Team Beachbody Coach.

Let's do a recap of your achievements.

Did my activities reflect my goals for the month?

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What was my toughest challenge? Is there a way to make this task easier?

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Am I an Emerald Coach yet?

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Did I use 3<sup>rd</sup> Party Tools to tell the story?

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What will I do differently in the next 30 days?

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Did I treat my business like a business?

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**“What you get by achieving your goals is not as important as what you become by achieving your goals.”**

**—Zig Ziglar**

Author, *See You at the Top*



month

# The key to reaching goals: Keep it real.

Set realistic goals and you'll have a better chance of achieving them. Continue to make two Exposures every day and you'll be building a strong business. Just remember, take consistent steps toward getting what you want and, eventually, you'll get to where you want to be.

Create a list of goals you want to achieve with your business.

### MY GOALS:

Daily goal:

*2 or more Exposures a day.  
3-Way Call with my Upline.*

Monthly goal:

*Become a Ruby Coach.  
Recruit 2 new Coaches.*

60 days from today:

*Become a Diamond Coach.  
Read 3 personal development books.*

Exposures/ Activities:	Week 1	Week 2	Week 3	Week 4	Total
3 <sup>rd</sup> Party Tools					
One-on-Ones					
3-Way Calls					
Beachbody Home Parties					
Beachbody Briefings					
Get Started Right Interviews					
Follow-ups					
<b>Sales/Coaches Sponsored:</b>					
Retail products sold					
Home Direct products sold					
Team Beachbody Club memberships					
Personally sponsored Coaches					
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Classes I've attended					

# High five.

Two down and one to go! Keep up your motivation by reflecting on your accomplishments. What's working for you? What would you do differently as you're in the home stretch? Are you staying focused on your daily activities?



## Review last month's accomplishments.

What were the most effective ways of introducing people to the products and business opportunity?

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What were my results from using the products firsthand?

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How did the online support tools in my Online Office help my business and personal goals?

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Am I a Ruby Coach yet? If not, what activities do I need to do more of?

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Am I applying the laws of duplication?

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What will I do differently in the next 30 days?

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**“By recording your dreams and goals on paper, you set in motion the process of becoming the person you most want to be. Put your future in good hands—your own.”**

**—Mark Victor Hansen**  
Author, *Chicken Soup for the Soul*



month

# Reaching one goal will lead to new ones.

Did you achieve your goals this month? Keep it up. You're on the right path. If you need extra motivation, reach out to your Upline support team. Working together means winning together. You're just 30 days away from Diamond. Go for it!

### Create a list of goals you want to achieve with your business.

#### MY GOALS:

Daily goal:

*2 or more Exposures and Follow-ups a day.*

Monthly goal:

*Recruit 4 new Coaches.  
Attend 1 event per week.*

30 days from today:

*Become a Diamond Coach.  
Attend a corporate event.*

Exposures/ Activities:	Week 1	Week 2	Week 3	Week 4	Total
3 <sup>rd</sup> Party Tools					
One-on-Ones					
3-Way Calls					
Beachbody Home Parties					
Beachbody Briefings					
Get Started Right Interviews					
Follow-ups					
<b>Sales/Coaches Sponsored:</b>					
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Classes I've attended					

# Congratulations.

You've finished your 90 Days to Diamond. Pat yourself on the back for a job well done. You've built a strong network of Coaches and customers. Don't stop now. Keep up the good work. Continue to help people achieve their goals and enjoy a healthy, fulfilling life.



## Recap the last 30 days.

Which activities did I do best?

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Which activities do I need to improve on?

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What can I change about my business to make it even more successful next month?

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What will I need to focus on to continue growing my team and stay in Phase One?

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**“The world changes when YOU are in control of your circumstances. But nobody GIVES you control. You have to step up and earn control. You have to step up and be in control. And stay after it, every day. That’s how you succeed on your terms.”**

**—Carl Daikeler**  
*Founder and CEO, Beachbody®*