

## Nonprofit Organization Program

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### FAQ

#### What is the program?

This is an opportunity for a qualified, charitable organization (IRS designated 501(c)(3) or other officially designated Tax Exempt Organization) to earn money with a Team Beachbody® Coach business. Qualified organizations can sign up as an Independent Team Beachbody Coach—free of sign-up and business-services fees—and participate in the income-earning opportunities (i.e., retail, team bonus cycle bonuses, etc.).

#### What are the benefits to the organization?

- § No sign-up fees
- § No business services fees
- § 25% commission on retail sales
- § Weekly commission checks
- § Web site with online store
- § Easy administration
- § 25% discount on fitness and nutritional products

#### How to Get Started:

1. Complete a **Team Beachbody Nonprofit Coach Application** form, and fax it along with supporting paperwork to Coach Relations at (310)-453-3639
2. Appoint a Business Administrator. Each nonprofit organization must appoint an adult (18 years of age or older) to be the account administrator responsible for the organization's Coach Business Center. NOTE: This individual cannot enroll as a Coach elsewhere in the organization.
3. Provide proof of 501(c)(3) status. The organization must fax a copy of their IRS 501(c)(3) Determination Letter or an IRS Letter showing they are part of a tax-exempt organization.

#### Frequently Asked Questions:

##### How can the nonprofit organization make money?

There are three ways.

- First, the organization can purchase products at wholesale and then turn around and sell them at retail (i.e., purchase 50 videos and sell them at a Spring Carnival—making \$8.00 per video).
- Secondly, the organization can send customers directly to their Team Beachbody Web site to order products. This method can help the nonprofit Coach achieve active status for the organization, should they desire it.

- Thirdly, the organization (or their sponsor) can enroll other Coaches and build a Team from which they may earn team cycle bonuses.

**What is the message (pitch) from the organization to their members?**

This can be communicated as the healthy alternative fundraiser where members can get healthy and fit—a win-win for everyone.

**Who is the administrator for the organization, and what is their role?**

An administrator is necessary to manage the nonprofit Coach Business Center (credit card, Web site administration, account updates, etc.). This administrator will need to answer or redirect customer questions. An event chairperson or assigned person responsible for coordinating activities can act as the administrator. The administrator cannot have his or her own Coach business. The administrator must be 18 years of age or older.

**Who are the commission checks made out to?**

Any commissions earned will be paid through weekly checks made out to the charitable organization. The organization can also choose a direct deposit option (EFT—Electronic Funds Transfer), and their commissions will be electronically transferred into their account.

**Does the organization need to maintain active status?**

It is not necessary to maintain monthly active status, unless the organization chooses to participate in the team cycle bonus.

**How does the organization set up their Coach Business Center?**

The organization will have to sign up as a Coach via a manual process (not online). This means they will need to produce the necessary forms and applications and fax/email them to Coach Relations.

*Administrative forms needed:*

-A Nonprofit Coach Application

-Proof of 501(c) Status (IRS Ruling Letter of IRS Letter of Determination)

*How to submit to Coach Relations:*

Email: [coachrelations@teambeachbody.com](mailto:coachrelations@teambeachbody.com)

Fax: 1 (310) 453-3639

**What's in it for the upline Coach?**

§ Satisfaction of replacing candy drives with wellness drives!

§ Nonprofit sales can drive your Team Volume.

**What does the Upline Coach have to do?**

The Upline Coach can do many things to help the charitable organization start and maintain a healthy business.

- If the administrator for the organization needs additional support to field calls/emails, the upline Coach could forward all emails to their own address. This way, the organization will not have to answer product-related questions.
- The Upline Coach can also hold meetings with the organization to discuss future fundraisers and other ways to increase the organization's profits.
- Upline Coaches can help recruit Coaches on each of the organization's legs to help build Team Volume and create residual income for the organization.

**Can the organization have Coaches placed under it?**

Newly enrolled Coaches may be placed beneath the nonprofit Coach, either as a result of the nonprofit organization personally sponsoring the new Coach or as a result of upline Coaches placing other new Coaches in the genealogy.

**Can the organization personally sponsor Coaches?**

Yes. If someone wants to sign up as a Coach under the organization, they can.

**Can the organization get customer leads?**

Yes, if the organization meets all of the lead qualifications explained in the Team Beachbody Coach Policies and Procedures and has an administrator, Upline or Downline, willing to service the customer.