

# P90X®

EXTREME HOME FITNESS

## P90X® App for iPhone® and Android™

### What is the P90X App?

**P90X** has evolved. The breakthrough workout program that revolutionized home fitness now has an app that lets you Bring It!® on your smartphone so you can work out with P90X anywhere—making it easier to get ripped on your own time.

Keep track of your sets, reps, and weights, view your progress, and share your amazing results. You can even automatically log your workouts in the SuperGym®. Interactive features like these can help you stay motivated so you'll be able to get more out of P90X than ever.

### How it works.

The **P90X App** has everything you'll need to get the most out of your experience with the P90X, P90X2®, and P90X3™ DVD programs. It even enables you to purchase P90X Guided Workouts designed specifically for your smartphone. Read on to learn more.



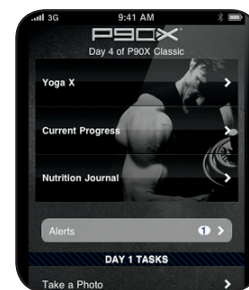
## You can use it to:

### Schedule your workouts.

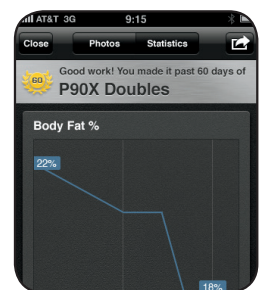
- Just select your choice of P90X Classic, Lean, or Doubles, and with the tap of a button, you've scheduled your 90-day journey in your calendar.
- For P90X2, tracking works by phase. Select the phase you plan to start—Phase 1, Phase 2, Phase 3, or Recovery—and your calendar will populate.
- For P90X3, select your choice of Classic, Lean, Doubles, or Mass.
- Plus you can add your own workouts, like running, hiking, swimming, and more.

### Track your progress.

- Record your sets, reps, and weights to see your progress clearly.
- Stay motivated with customized progress reports at Days 30, 60, and 90.
- Plan to show off! Create your own "before" and "after" photos with the Photo Wizard. You'll be amazed by your results.



Schedule



Progress Report



Track Your Workout

## Product Training Guide

### Earn badges and share your results.

- The app lets you rack up achievement badges for accomplishments like meeting fitness goals, completing workouts, or even working out on a Friday night.
- Then share your results! Compete with and inspire your friends and customers on Facebook®, Twitter®, email, and the Apple Game Center.

### Sync with Team Beachbody®.

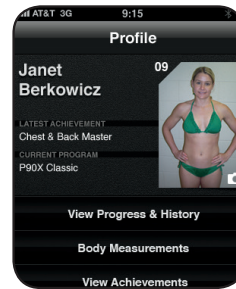
- Conveniently sync with TeamBeachbody.com from the app and your workouts are automatically logged in the SuperGym, which can help you win cash or prizes if you've entered the Beachbody Challenge™. Remember, you and your customers must each log in with your Team Beachbody email and password from the app through your Internet connection to sync your information.
- You can use your Coach discount on purchases in the Team Beachbody Mobile Store, and your customers can save 10% on purchases with their Team Beachbody Club Membership.
- Earn commissions\* when your customers log in with their Team Beachbody credentials and make a purchase from the Team Beachbody Mobile Store from the app.



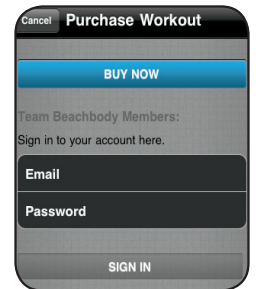
Achievement Badges



Share Your Results



Profile



Team Beachbody Log-In Screen

# Guided Workouts

Once you purchase the P90X App, you can purchase **Guided Workouts** within the app, which are versions of the P90X workouts designed specifically for your smartphone. With these guided workouts, you can do P90X workouts at the gym, outside, or on the go. The white background was designed especially for optimal visibility when outdoors.

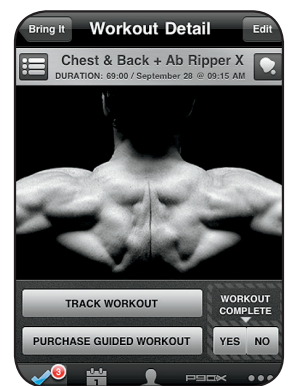
They feature video demonstrations of every move, tips on form, and audio guidance from Tony Horton himself.

While they're not meant to replace the P90X DVD workouts, they'll give you enough direction to complete the workouts anywhere, without the DVDs.

Get the complete P90X Guided Workout series—the best value—or just select the individual workouts you want. The Fit Test and Ab Ripper X guided workouts are FREE.



Workout Guide



Workout Detail

# Product Training Guide

## — RETAILING TIPS —

| Who to target:  | Why the P90X App?   |
|---|---|
| <b>New P90X, P90X2, and P90X3 customers</b>                                       | The app is perfect for those who've just purchased the P90X, P90X2, or P90X3 program. They can get the extra push they need to remain accountable and motivated for the best results possible.  |
| <b>Recent P90X, P90X2, and P90X3 customers</b>                                    | Even those who've already started the program can benefit from the motivation, accountability, and convenience of the P90X App. It can help them stay on track to reach their goals—and have fun doing it!  |
| <b>P90X, P90X2, and P90X3 grads (those who have completed the 90-day program)</b> | Results don't last if you don't keep up the hard work. These customers have invested in a program that works, and now they can incorporate the app to help them remain engaged and competitive. They can crush it in their next round with this app. And with the Guided Workouts and easy-to-read white screens, they can work out outside or on the go. |

### How to position it to customers.

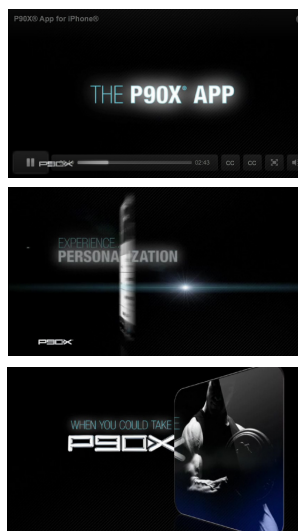
Reach out to your customers who've already purchased the P90X, P90X2, or P90X3 DVD program. You'll be able to go into your database in your Coach Online Office to identify previous P90X, P90X2, and P90X3 purchasers. Remember, this is a way to enhance their experience and help them get even more amazing results.

### Take advantage of this opportunity.

This app is a must-have for Xers and is the ultimate door opener for your business. To help you profit from this exciting asset, we've created these tools:

### Coach tools\*\*

- eCard
- Email template
- Promotional video
- Facebook badge
- FAQ
- Web banner
- Demo video



Demo Video



eCard

\*\*Available in your Coach Online Office

# Here's how it works.

## App pricing

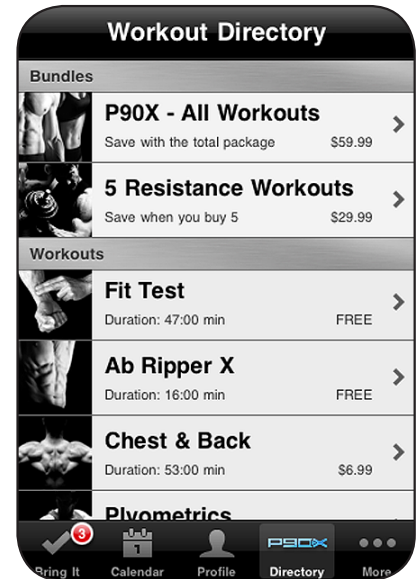
The app is available on the iTunes® App store and the Google Play™ store. Because the initial purchase is anonymous, there isn't a way to track it, so there can't be any commission associated with that purchase.

## Coach compensation\*

The customer's purchase of the P90X App opens the door for you to get credit for additional purchases a customer makes within the app, as well as on other items from the Team Beachbody Mobile Store accessed through the app.

## Guided Workouts pricing and Personal Volume

Once a customer has purchased the app, they'll have the opportunity to purchase the P90X Guided Workouts within the app.



### COACH COMPENSATION CHART FOR P90X APP AND GUIDED WORKOUTS

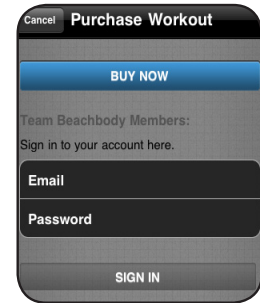
|                                   | CUSTOMER<br>(FREE MEMBER) | TBB CLUB     | COACH        | COACH PERSONAL<br>VOLUME POINTS |
|-----------------------------------|---------------------------|--------------|--------------|---------------------------------|
| <b>BONUS WORKOUTS:</b>            | <b>PRICE</b>              | <b>PRICE</b> | <b>PRICE</b> |                                 |
| P90X Fit Test                     | FREE                      | FREE         | FREE         | 0                               |
| Ab Ripper X                       | FREE                      | FREE         | FREE         | 0                               |
| <b>BUNDLED:</b>                   |                           |              |              |                                 |
| All 12 P90X Workouts Bundle       | \$59.99                   | \$49.99      | \$44.99      | 25                              |
| 5 P90X Resistance Workouts Bundle | \$29.99                   | \$26.99      | \$21.99      | 12                              |
| <b>INDIVIDUAL WORKOUTS:</b>       |                           |              |              |                                 |
| Chest & Back                      | \$6.99                    | \$5.99       | \$4.99       | 3                               |
| Plyometrics                       | \$6.99                    | \$5.99       | \$4.99       | 3                               |
| Shoulders & Arms                  | \$6.99                    | \$5.99       | \$4.99       | 3                               |
| Yoga X                            | \$6.99                    | \$5.99       | \$4.99       | 3                               |
| Legs & Back                       | \$6.99                    | \$5.99       | \$4.99       | 3                               |
| Kenpo X                           | \$6.99                    | \$5.99       | \$4.99       | 3                               |
| X Stretch                         | \$6.99                    | \$5.99       | \$4.99       | 3                               |
| Core Synergistics                 | \$6.99                    | \$5.99       | \$4.99       | 3                               |
| Chest, Shoulders & Triceps        | \$6.99                    | \$5.99       | \$4.99       | 3                               |
| Back & Biceps                     | \$6.99                    | \$5.99       | \$4.99       | 3                               |
| Cardio X                          | \$6.99                    | \$5.99       | \$4.99       | 3                               |

## Product Training Guide

### How to get commission on purchases\*

Make sure your customers log in to TeamBeachbody.com via the P90X App. This enables you to get credit for their purchase of Guided Workouts and any commissionable item in the Team Beachbody Mobile Store, such as Shakeology® and P90X nutritional products.

Just remind them to log in to Team Beachbody from the app when they first get the P90X App. That way, Club Members can get discounts on purchases (and you can get credit for Club Member and FREE Member purchases).



| GUIDED WORKOUTS | INDIVIDUAL PRICE | COMMISSION | PV/TV | 12 WORKOUT BUNDLE PRICE | COMMISSION | PV/TV | 5 WORKOUT BUNDLE PRICE | COMMISSION | PV/TV |
|-----------------|------------------|------------|-------|-------------------------|------------|-------|------------------------|------------|-------|
| RETAIL          | \$6.99           | \$1.22     | 3     | \$59.99                 | \$10.50    | 25    | \$29.99                | \$5.25     | 12    |
| CLUB            | \$5.99           | \$0.63     | 3     | \$49.99                 | \$5.25     | 25    | \$26.99                | \$2.83     | 12    |
| COACH           | \$4.99           | \$0.00     | 3     | \$44.99                 | \$0.00     | 25    | \$21.99                | \$0.00     | 12    |

### Compensation troubleshooting\*

Let's clarify possible compensation confusion. Here are some unlikely but possible instances in which you may not get compensation for a customer's purchase:

- The customer had not yet logged in to their Team Beachbody account through the app when they purchased a Guided Workout.
- Two or more customers are sharing a single iTunes or Google Play account (such as a husband and wife). The commission from the second person's purchase defaults to whoever received it from the first person's purchase.
- The purchase has not been passed from the app to Team Beachbody yet.
- The purchase was passed to Team Beachbody but hasn't been processed yet.

\*Beachbody does not guarantee any level of success or income from the Beachbody Coach Opportunity. Each Coach's income depends on his or her own efforts, diligence, and skill.

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