



WELCOME!



Here at Team Beachbody[®],
our mission is to help people
achieve their goals and live
a healthy, fulfilling life.

Congratulations on becoming a Coach

We're so glad you've decided to join the Team Beachbody family! And you can be proud of that decision.

Why? Because the Team Beachbody Coach network of full- and part-time Team Beachbody Coaches includes genuine, frontline advocates for good health.

Now, as a Team Beachbody Coach yourself, you'll know exactly how satisfying it can be to create a powerful business built around your success at helping others live fitter, healthier lives.

Let's get started!

Getting Started

We know it may seem overwhelming when you first get started, but your Team Beachbody family will be with you every step of the way. The five videos in the Getting Started section under the Training tab in the Coach Office will cover some important information you need to know as you start your Coaching business. We encourage you to watch all five videos, and to reach out to your Upline Sponsor to set goals and create an action plan to achieve those goals.

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Coach Office
OVERVIEW

Setting up your
BUSINESS

Starting your
FIRST GROUP

Intro to
SUCCESS CLUB SYSTEM

shakeology
CHANGE STARTS HERE

TEAM@BEACHBODY

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Easy ways to connect with your support network.

Here's everything you need to connect with the many resources available to you as a Team Beachbody Coach.



Reach out to your Upline Sponsor. Think of him or her as your personal “Business Coach” who can help you get started and will be there to provide you with mentoring, support, and accountability.



Check out the latest Coach Breaking News in your Coach Office for important Coach news, reminders, and updates.



Join the National Wake-Up Call on the TBB Coach 411 Facebook Page to hear the latest in news, recognition, and training from an all-star lineup of top Coaches.



Stay up to date with the monthly news. The Coach Monthly email newsletter gives you all the latest updates on current promotions, best practices, upcoming events, product information, and more.



Connect through social media—the best and easiest way to get real-time information for Coaches.

-  Facebook.com/TBBCoach411
-  Instagram.com/TBBCoach411
-  Twitter.com/TBBCoach411
-  YouTube.com/TeamBeachbody



Rely on Coach Relations. Available 24/7, our Coach Relations department is your direct contact for support.

CoachFAQ.com

The Four Vital Behaviors

We looked at what our most successful Coaches have in common and it came down to consistently doing these four things.

1

Be Proof the Products Work.

Be a walking Success Story in progress. Create good habits, be confident with your results, and maintain your credibility by doing your daily workout and building a healthy nutritional foundation with Shakeology®.

2

Connect. Invite. Follow Up.

Invite people EVERY DAY to join your Beachbody Challenge Groups. Connect with people, focus on their goals, follow up, and help them get results.

3

Get people results.

Fulfill the Beachbody® mission for yourself and your customers as you help mentor your Coaches to do the same thing.

4

Do Personal Development.

Strengthen and better yourself every day by learning from the success of others. Expand your vision to create the best version of you.

Set up and invite your customers to your groups

Challenge Groups are key to helping your customers achieve their health and fitness goals, as well as building your business. To ensure you and your customers get the most out of your group, keep these best practices in mind:

Set up your group on BODgroups™

One of the first things you should do is to set up a group on the BODgroups platform. This will be your personal Beachbody community where you can provide support and accountability for your customers and where they can interact with others who are on a similar journey. BODgroups connects all of the tools you need to help you and your customers achieve results: Beachbody On Demand® fitness and nutrition programs, your groups and group activity, Coach tools like the Coach Office and Share-A-Cart, and the Team Beachbody store—all in one place. BODgroups makes it simple to run successful groups, build relationships for faster results, and kick-start your business or take it to the next level. Set up your group at BODgroups.com.

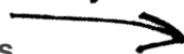
Get your customers started with a Challenge Pack

Challenge Packs bundle everything your customers need to reach their health and fitness goals, at a significant discount, including:

1. **Nutrition:** Shakeology, the delicious superfood nutrition shake, and/or one or more of Beachbody's other premium nutrition products.
2. **Fitness:** Whatever their fitness goals, your customers will find the right program on our streaming platform, Beachbody On Demand.
3. **Support:** You, as a Team Beachbody Coach, and the accountability you can offer with a Challenge Group.

†Promo codes can be used one time only on Challenge Packs and Completion Packs \$140 or more. Codes expire 30 days after enrollment date.
*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

Best value!



Share Your Promo Codes

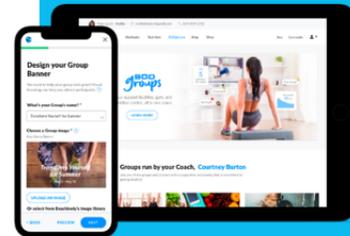
To help you invite your first customers to join you in your group and get started on their own fitness goals, we sent you three unique promo codes in your Coach welcome email for you to offer to three customers (or newly enrolling Coaches) to get \$10 off our most popular Challenge Packs.† You can give one of these codes directly to your customer and they'll enter it during the checkout process to get the discount.



Challenge Pack

Encourage challengers to commit to drinking Shakeology daily

Good nutrition is key for long-term success with any program. Shakeology helps your customers build a foundation of health by providing them with a potent blend of nutrients that can help them feel better and achieve more.*



Reward challengers through the Beachbody Challenge® contest

Once your Challenge Group ends, encourage your customers to submit their results and enter the Beachbody Challenge contest. Not only will they have a chance to win big cash prizes, but they will also get a free gift (while supplies last) to celebrate their success! Challengers can submit their results at BeachbodyChallenge.com.



FREE GIFT

Customers who submit their results and enter the Beachbody Challenge can get a FREE gift while supplies last! Go to BeachbodyChallenge.com for more details!

Rewards and Recognition Programs

SUCCESS CLUB

At Team Beachbody, we define our success by the number of people we help achieve their health and fitness goals. Success Club is a simple point-based program we developed to measure, recognize, and reward Coaches for helping people get started down that path.

In any month, when you help just three new people connect with key Beachbody solutions, you're in Success Club.

BENEFITS OF SUCCESS CLUB

In addition to building your business, the satisfaction of helping people reach their goals is the most rewarding part of what we do. Other benefits include:

- Opportunities for exclusive prizes and recognition
- Opportunities to earn credits toward our annual Success Club trip
- Participation in Beachbody's Customer Lead Program

SUCCESS STARTER

The Success Starter program recognizes new Coaches who achieve Success Club three times during their first 6 months as a Coach.



Rewards and Recognition Programs (Cont.)

Road to Elite

The Road to Elite is made up of four milestones and is designed to help Coaches of all experience levels focus on the key outcomes and behaviors that create a stable, rewarding, and growing business. Hitting each of the four milestones on the path will serve as a guide to help you focus on attainable goals along the way. Talk to your Upline Sponsor for more information.

Elite and Premiere

The last two milestones on the Road to Elite, these recognition levels reward Coaches who are building high-performance organizations. Elite and Premiere Coaches qualify for various incentive programs, travel opportunities, and other exciting perks. Talk to your Upline Sponsor for more information.



Many Ways to Earn

As a Team Beachbody Coach, you can earn an income as you help other people reach their health and fitness goals. The more people you help, the more you can earn. With consistent effort over time, your business has the potential to develop into a rewarding source of monthly residual income for you!

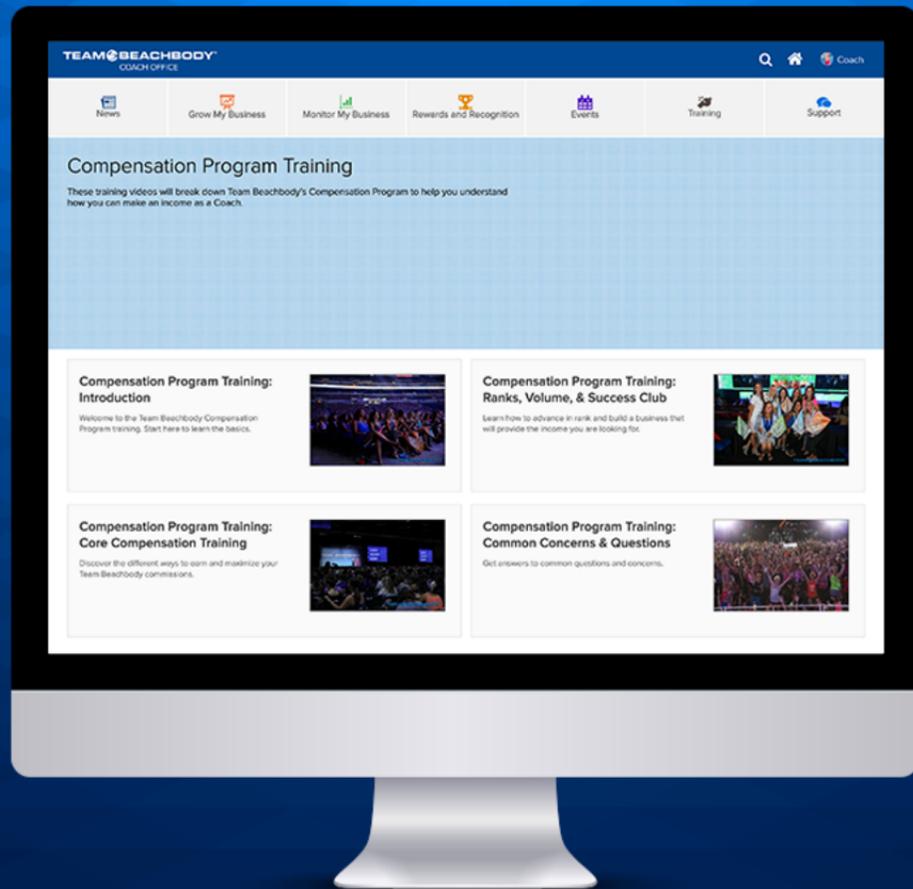
Want to Learn More?

- Read the [Compensation Plan](#) found under the Team Beachbody Coach Policies & Procedures.
- Visit the [Compensation Program Training](#) section under the Training tab in the Coach Office.



Want an extra boost to build your business?
Every Coach can qualify to receive Customer Leads.
You can learn all about Beachbody's Lead Program—
and how you can qualify—in your Coach Office.

Beachbody does not guarantee any level of success or income from the Team Beachbody Coach Opportunity. Each Coach's income depends on his or her own efforts, diligence, and skill. See our [Statement of Independent Coach Earnings](#) for the most recent information on our Coaches' actual incomes.





Mark your calendar

- **Coach Summit** – With state-of-the-industry training, proven business-building tips, and celebrity trainer workouts, this is THE essential event of the year. Plus, research shows that new Coaches who attend Summit have the opportunity to significantly increase their income compared to those who don't attend.*

Visit CoachSummit.com to register.

- **Super Weekend** – In these quarterly events, Coaches come together to focus their plans and lay the groundwork for producing amazing results. For a map of events near you, visit the Coach Office.
- **Leadership Events** – As your business grows, you'll have the opportunity to attend exclusive invitation-only Coach events, like the Leadership Retreat and the New Leader Conference.



Go to the Events section of the Coach Office for more information.

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NEW COACH SUMMIT DISCOUNT:

\$150 OFF

Receive a \$150 discount when you sign up for the next Coach Summit.*

NEW COACHES GET \$150 OFF!

Register at CoachSummit.com

Use Coupon Code: **CSNCD150**

*Coupon code expires 180 days from your Coach enrollment date.

Coupon only valid toward purchase of a full-price general admission ticket to Summit when payment is made in full at time of purchase. Coupon is not redeemable for cash, is not transferable, and may not be used or combined with any other promotion, offer, or event. Beachbody may modify or discontinue this coupon at any time in its sole discretion. Coupon is subject to any Terms & Conditions found at CoachSummit.com.



Team Beachbody Superworkout, Nashville, TN

Team Beachbody at Coach Summit

After experiencing the power and passion that surrounds you at Coach Summit, you'll walk away feeling prouder than ever for making the choice to become a Team Beachbody Coach. Get inspired by life-changing Success Stories and take part in the highly anticipated Superworkout. There's nothing like the passion and collective energy of thousands of Coaches coming together to change people's lives.

Now that you've learned the basics of Team Beachbody, it's time to start putting your plan into action. This is YOUR opportunity to make an impact and share in our mission to "help people achieve their goals and live healthy and fulfilling lives." We know you're ready and we're excited to see what great things happen next!



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