

TEAM CUP CAPTAIN'S GUIDE

Congratulations on taking the lead and stepping up to the role of Team Cup Captain!

As a Team Beachbody® Cup Captain, you'll help your Team members set and achieve goals, not only for the chance to win great prizes, but also to create incredible momentum and growth in their businesses. We're here to support you with tips, training, and motivation through the Beachbody Champions Facebook® page, weekly status emails, and of course the National Wake-Up Call.

Use this guide to help prepare your Team to achieve great things through the Team Beachbody Cup and keep their momentum and motivation going!

Team Captain Responsibilities:

Below are a few responsibilities of a Team Cup Captain. Check out each item to help keep your Team on track toward achieving their goals.

ITEM	PURPOSE OF ITEM	TIPS
1. Create a Team Cup Facebook Group Page	<ul style="list-style-type: none"> • Share successes, and support each other through challenges • Motivate and inspire each other • Recognize accomplishments • Answer questions about the Team Cup • Promote positivity and turn negative comments into opportunities for growth 	<ul style="list-style-type: none"> • On your Team page, post tips you've learned from the weekly emails and any past experiences you may have from participating in the Team Cup • Encourage everyone to post when they sell a Challenge Pack, enroll new customers and Coaches on Home Direct, etc. • Post motivational videos and encourage Team members to post their own videos and inspiring messages
2. Participate in the Beachbody Champions Facebook Group Page—and make sure your team does too!	<ul style="list-style-type: none"> • Get tips on how to help Team members achieve their goals • Find motivation/inspiration for you and your Team • Get answers to program questions 	<ul style="list-style-type: none"> • Share tips, motivation, and inspiration from this page on your Team page, always personalizing when appropriate
3. Schedule and Lead Weekly Team Check-In/Rally	<ul style="list-style-type: none"> • Can be in person, over the phone, or via Zoom video calls • Report on Team and individual goals • Provide recognition and positivity • Review National Wake-Up Call • Set new Team and individual goals 	<ul style="list-style-type: none"> • If you can't meet in person, try to use a video chat option like Zoom (www.zoom.us) to increase your connection with your Team • Encourage everyone to aim for their Success Club personal record and earn the most SC pointes they've ever earned in one month

ITEM	PURPOSE OF ITEM	TIPS
4. Review Weekly Team Cup Email & Leader Board	<ul style="list-style-type: none"> Email: Review points earned and get tips on how to keep momentum going Leader Board: Find out if your Team is on track to being one of the top Team Cup Teams or qualifying for a prize 	<ul style="list-style-type: none"> Always share tips you learn from the email on your Team Facebook page in case a Team member didn't receive the email
5. Listen to the National Wake-Up Call	<ul style="list-style-type: none"> Get inspiration and tips on how to increase your business activity, and discuss these tips during your weekly Check-In/Rally Every Monday at 8:00 AM PT: US Call 1 (832) 225-5055 Canada Call 1 (416) 915-9063 For playback, call 1 (832) 225-5065, or download from the National Wake-Up Call Archive in the Coach Online Office 	<ul style="list-style-type: none"> Check out the sample agenda for ideas on how to run your Team Check-In/Rally meetings

Weekly Team Check-In/Rally Tips and Sample Agenda:

Schedule your Team Check-In/Rally on Monday to kick off the week, motivate your Team, and discuss the National Wake-Up Call tips. Take every opportunity you have to recognize your Team and promote positivity!

AGENDA ITEM	PURPOSE OF ITEM	TIPS
1. Team & Individual Weekly Recap	<p>Report whether or not Team and individual goals were achieved</p> <ul style="list-style-type: none"> Collect everyone's Business Activity Trackers (BAT) prior to the call Based on the BATs, calculate whether or not Team goals were achieved Have individuals report on their goals and their Success Club progress Have people share the successes they're seeing in helping others motivate the team 	<ul style="list-style-type: none"> On your first call, have everyone discuss their "Why" for participating in the Team Cup, and share their end Cup goals. Then help them break down their goal into weekly and daily goals/activities. Your Team can use the PDE, Excel, or Word versions of the BAT for tracking their Team Cup goals and activity
2. Recognition	<p>Recognize Coaches on your team for:</p> <ul style="list-style-type: none"> Reaching their weekly goals Helping people get started in a Challenge Group with a Challenge Pack Enrolling a new Coach on their team Earning Success Club points 	<ul style="list-style-type: none"> Find a way to recognize everyone on your Team, to help them feel united and positive about their contribution to the group Celebrate and reinforce every meaningful achievement and activity that leads to results

AGENDA ITEM	PURPOSE OF ITEM	TIPS
3. National Wake-Up Call	Discuss National Wake-Up Call <ul style="list-style-type: none"> • What did you learn? • What was your favorite part/what inspired or motivated you? 	<ul style="list-style-type: none"> • If your Team is unable to listen to the call live, you have the option of listening to the playback together, then discussing it afterward
4. Upcoming Weekly Team Goals	Set Team Goals for Upcoming Week <ul style="list-style-type: none"> • Review individual goals for week and set Team goals • Discuss ways to achieve goals, specific activities, tips, etc. 	<ul style="list-style-type: none"> • Continue to encourage stretch goals to get everyone working outside their comfort zone • Close the meeting with everyone contributing something positive they've heard, learned, or implemented in their business to keep everyone inspired and motivated to achieve their goals

Remember, empower each Team member to step outside their comfort zone and set stretch goals for the number of customers they'll invite and enroll into a Beachbody Challenge Group, as well as the number of Success Club points they'll earn. It's a great way to reinforce accountability and drive recognition opportunities for everyone on your Team.

For questions regarding the Team Beachbody Cup, you can post on the Beachbody Champions Facebook page, reference the [Team Beachbody Cup FAQ](#) in the Coach Online Office, or contact Coach Relations at 1 (800) 240-0913.

Here's wishing you great success!