

What to Know About Being an Independent Team Beachbody Coach (U.S.)



Customers	Preferred Customers	Coaches
<p>Customers purchase Beachbody products at retail prices and cannot participate in the Team Beachbody Compensation Program.</p>	<p>Preferred Customers can purchase Beachbody products at reduced prices, but cannot participate in the Team Beachbody Compensation Program.</p>	<p>Coaches can purchase Beachbody products at reduced prices and have the opportunity to earn money through the Team Beachbody Compensation Program.</p>

What is the Team Beachbody Coaching opportunity?

- Team Beachbody Coaches are rewarded for retail sales of our proven fitness programs, nutritional content, and nutritional supplements via a 20–50% retail commission program. Coaches who sell our products and develop a team of other Coaches selling products can also be rewarded through a binary compensation plan which pays bonuses at the Development and Leadership Ranks of Emerald Coach and above.
- Coaches can choose to earn supplemental income by participating in the Team Beachbody opportunity, either on a part-time basis, or to focus their full-time attention on the opportunity to try to earn more.
- There are no guarantees of success or earning any amount of income at all when participating in the Team Beachbody Coaching opportunity. However, there is a genuine opportunity to earn supplemental income for individuals willing to dedicate the time and diligence to develop customers interested in purchasing Beachbody products and mentoring others to do the same.

What does it take to become a Team Beachbody Coach?

- The cost to enroll as a Coach is minimal. There are no required product purchases to be a Coach, but there is a \$39.95 fee for the Business Starter Kit, which contains helpful business information and tools. This fee is waived with a purchase of a Total-Solution Pack upon enrollment. There is a subsequent monthly Business Service Fee of \$15.95 that gives a Coach access to run their business.

What if it doesn't work me?

- You can cancel your Coach account at any time or reclassify as a customer or Preferred Customer.
- If you cancel your Coach account within 30 days of Coach enrollment, you can request a refund for your Business Starter Kit and any products or services purchased during that time period.
- Please contact [Coach Support](#) for more information.

U.S. Statement of Coach Earnings in 2021

The earnings listed below do not include any expenses incurred by a Coach in operating and growing their business which can vary widely. Team Beachbody Coach Development ranks include Emerald and Ruby, and Leadership Ranks include Diamond and Star Diamonds (one through fifteen), all of which are eligible to earn several types of bonuses. Additional leadership bonuses are available to Coaches who achieve certain Star Diamond qualifications.

The earnings and commissions reported below include all Team Beachbody Coaches that participated in the Coaching opportunity for the entire period of January 1 – December 31, 2021.¹

Coach Rank ²	Average Tenure (In Years)	% of Development & Leadership Ranks	% of All Coaches	Low Earnings	Average Earnings	High Earnings
Development Ranks						
Emerald	4.98	82.2%	20.2%	\$12	\$3,283	\$138,483
Ruby	7.04	2.9%	0.7%	\$410	\$12,670	\$121,326
Leadership Ranks						
Diamond	5.82	9.4%	2.3%	\$124	\$18,289	\$161,072
Star Diamond	7.36	5.5%	1.3%	\$863	\$119,475	\$2,846,299
All Development & Leadership Ranks						
NA	5.17	100%	25.5%	\$12	\$10,932	\$2,846,299
Coach						
NA	4.12	NA	75.5%	\$10	\$491	\$41,516
All Ranks						
NA	4.40	NA	100%	\$10	\$3,169	\$2,846,299

All figures in U.S. dollars.

The figures stated above are not a guarantee and are not a projection of a typical Coach's earnings through participation in the Team Beachbody compensation plan. As in any independent business, the level of success or achievement of each Team Beachbody Coach is dependent upon the commitment, skill level, drive, and desire to succeed of the individual Coach. Success with Team Beachbody results only from effective product and program sales efforts, which require hard work, diligence, and leadership.