

Presenter's Talking Points






MEETING PREPARATION:

- **IMPORTANT:** After downloading the video and PowerPoint slides to your computer, make sure you have the right programs to play both. You will need **iTunes** or **Windows Media Player** to play the video presentation on your computer (it is a .mov file so you can use any program that plays that). The video is separate from the slide deck, not embedded. You will need PowerPoint to view the slides.
- Prepare two Coaches on your Team ahead of time who can share their personal Success Stories at your meeting. Each story should be about 3–4 minutes in length. Your goal is to feature people with real stories and real results.
- No need to print anything for your attendees this time around but always point to the Super Saturday tab in the Coach Online Office for tools mentioned in this meeting:
 1. Super Saturday Meeting Agenda
 2. Super Saturday FAQ


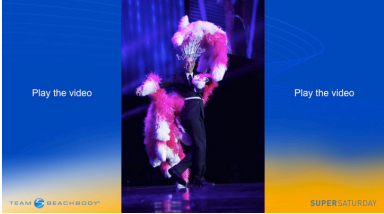
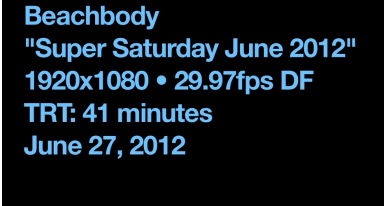

GENERAL MEETING INFO:

- Use the following suggested **Talking Points** to guide you as you host your Super Saturday meeting.
- **What to Say/What to Do.** The script will detail what to say (in blue), and what to do (in black).
- Before the meeting starts feel free to play your own upbeat music to set the tone for the meeting.
- Start your meeting on time and keep the first slide displayed as your Team enters the room.
- The movie runs about 40 minutes.
- Have fun!






Presenter's Talking Points

SLIDE	MAIN POINTS TO DISCUSS WITH YOUR GROUP
 A collage of photos from the event with the text "Welcome to NATIONAL SUPER SATURDAY June 30, 2012".	<p>Open the presentation using PowerPoint on your computer. The first slide shown should be displayed as your guests walk in the room.</p> <ul style="list-style-type: none">• Introduce yourself. Share your personal story with the group.• Welcome your Team and any guests. Introduce Team leaders, and any “crossline” leadership (Coaches from other organizations).• Let your Team know why they’re here today and what they can expect to learn from today’s National Super Saturday event:<ul style="list-style-type: none">✓ To celebrate and recognize individual accomplishments.✓ To watch the Coach Summit video presentation featuring Carl Daikeler, Jeff Hill, Brett Blake and Michael Neimand highlighting the major announcements from the Summit, new product releases and the business focus for summer.✓ To focus the team on the “take away” for the summer, the Team Beachbody Cup.
 The Team Beachbody logo and the text: "Help people achieve their goals and enjoy a healthy, fulfilling life."	<p>Recite the Core Purpose to the group: Help people achieve <i>their</i> goals and enjoy a healthy, fulfilling life. Say it again and emphasize the word “<i>their</i>”.</p>
 The text "COACH SUCCESS STORIES" on a blue background.	<p>Call up the two Coaches you prepared ahead of time to share personal Success Stories. Here’s how to coach them:</p> <ul style="list-style-type: none">• Have them share the success they’ve had physically and/or financially and how is their “Why” being realized because of Beachbody®.• Ask them to share what success really means to them on a personal level and how it’s changed their lives.
 The text "CELEBRATE SUCCESS" above a photo of a group of people on a stage.	<p>Talk to your Team about the importance of celebrating success. Make sure to always take the time to recognize achievements and successful coaching behaviors.</p>

Presenter's Talking Points

 <p>CELEBRATE SUCCESS</p> <ul style="list-style-type: none">CoachEmerald CoachRuby CoachDiamond CoachStar Diamond CoachElite CoachTop 10 Elite Coach <p>TEAM BEACHBODY SUPER SATURDAY</p>	<p>Ask people to stand/raise their hand as you call off different Coach ranks. Recognize the qualifications for each rank:</p> <p><i>Please stand up if you are a:</i></p> <ul style="list-style-type: none">✓ New Coach – Made the decision to become a Team Beachbody® Coach and help people achieve their goals and enjoy a healthy, fulfilling life.✓ Emerald Coach – Has sponsored two active Coaches.✓ Ruby Coach – Has sponsored two Emerald Coaches plus two active Coaches.✓ Diamond Coach – Has sponsored two Emerald Coaches plus six active Coaches.✓ Star Diamond Coach – Has personally sponsored 1–15 Diamond Coaches and at least 10–30 active Coaches.✓ Elite Coach – At minimum are a 2 Star Diamond Coach, has had at least two Coaches advance to Diamond rank, qualified for Success Club 5 or 10 in at least 10 months in 2011, and produced an incremental 250,000 ATV over 2010.✓ Top 10 Elite Coach – Qualified as an Elite Coach in 2011 and was among the Top 10 Elite point earners.
 <p>Play the video</p> <p>Play the video</p> <p>TEAM BEACHBODY SUPER SATURDAY</p>	<p>Play the 40-minute movie (using iTunes or Windows Media Player), which includes the major announcements from the Summit, new product releases and the business focus for Summer.</p>
 <p>Beachbody "Super Saturday June 2012" 1920x1080 • 29.97fps DF TRT: 41 minutes June 27, 2012</p>	<p>The video starts out with this image followed by Carl's opening from the Super Workout. Enjoy!</p>
 <p>SHARE YOUR FAVORITE MOMENT</p> <p>coach summit 2012</p> <p>COMMIT</p> <p>TEAM BEACHBODY SUPER SATURDAY</p>	<p>If you attended the recent Coach Summit or any Summit in previous years, share what the experience was like for you or showcase someone on the team that can share his or her experience.</p>

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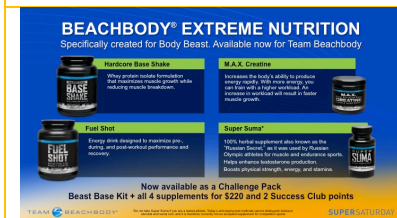
 <p>REGISTRATION NOW OPEN</p> <p>coach summit 2013 TEAM BEACHBODY</p> <p>www.CoachSummit2013.com</p>	<p>Coach Summit 2013 will be in Las Vegas, Nevada June 20-23, 2013. Registration is now open.</p> <ul style="list-style-type: none"> Express to your Team the importance of attending this annual event. At Summit, they can experience firsthand the powerful training, motivational speakers, Super Workout, and networking with other successful leaders. Encourage your team to register online at coachsummit2013.com 															
 <p>COACH SUMMIT 2013 PRICING</p> <p>SPECIAL SUMMIT OFFER – Extended to July 4, 2012</p> <p>5th BIRTHDAY PACKAGE</p> <p>\$555.00</p> <p>Savings of \$228.00!</p> <p>Package Includes: 3 Nights' Room and Tax at the MGM Grand and Two 2013 Summit Tickets.</p> <p>Must be paid in full at the time of purchase.</p>	<p>The Special Summit 5th Birthday Package is still available.</p> <ul style="list-style-type: none"> This Summit offer is being extended to July 4, 2012. Over 1400 people have already taken advantage of this offer to lock in their reservation for next year and save over \$200 on a 3-night stay at the MGM Grand. 															
 <p>COACH SUMMIT 2013 PRICING</p> <p>General Ticket Price: \$275</p> <table border="1"> <tr> <td>Early Bird Special</td> <td>\$175</td> <td>Offer extended to July 4, 2012.</td> </tr> <tr> <td>Discount Price for New Coaches</td> <td>\$175</td> <td>Within 90 days of enrollment date.</td> </tr> <tr> <td>The Commit Ticket</td> <td>\$225</td> <td>July 5-December 31, 2012.</td> </tr> <tr> <td>End the Trend™ Ticket</td> <td>\$250</td> <td>After December 31, 2012.</td> </tr> <tr> <td>Payment Plan</td> <td>\$250</td> <td>\$50 down, plus 4 monthly payments of \$50. Expires January 31, 2013.</td> </tr> </table>	Early Bird Special	\$175	Offer extended to July 4, 2012.	Discount Price for New Coaches	\$175	Within 90 days of enrollment date.	The Commit Ticket	\$225	July 5-December 31, 2012.	End the Trend™ Ticket	\$250	After December 31, 2012.	Payment Plan	\$250	\$50 down, plus 4 monthly payments of \$50. Expires January 31, 2013.	<p>In addition to the 5th Year Birthday Summit offer, the following is available:</p> <ul style="list-style-type: none"> General Ticket Price (at-the-door) price for Coach Summit 2013 is \$275. The discounted price of \$175 that was offered at this year's Summit has been extended to everyone today through July 4th. After July 4th, the next pricing tier will go up to \$225. New Coaches that sign up with Team Beachbody can also receive this discounted price of \$175 only in their first 90 days in the business.
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 <p>SUMMIT ANNOUNCEMENTS</p> <p>New Products – Available NOW!</p> <ul style="list-style-type: none"> Shakeology Chocolate Vegan Body Beast™ Derm Exclusive® <p>Summer Promotion</p> <ul style="list-style-type: none"> Team Beachbody® Cup <p>Challenge Pack Limited Offer</p> <ul style="list-style-type: none"> \$14.95 Trial Offer <p>Coming Summer 2012!</p> <ul style="list-style-type: none"> Shakeology® Chocolate New Superfood Formula Mobile Enrollment App Cordastra™ <p>Coach Tools</p> <ul style="list-style-type: none"> Challenge Pack Guides 	<p>Read off the list of Summit Announcements that were featured in the video. Let your audience know that you'll be covering all of them in today's meeting.</p>															
 <p>SHAKEOLOGY CHOCOLATE VEGAN</p> <p>NOW AVAILABLE!</p> <p>Proprietary plant-based protein blend = a complete protein source</p> <p>5 NEW SUPERFOODS</p> <ul style="list-style-type: none"> Moringa Coconut Flower Nectar Luo Han Guo Himalayan Salt Konjac <p>Whole-food ingredients</p> <ul style="list-style-type: none"> No added flavor – nothing artificial! No fructose <p>Retail Price \$129.95</p> <p>Coach Price \$97.46</p>	<p>New Shakeology flavor: Chocolate Vegan</p> <p>Please let your Coaches know this is not a replacement for Chocolate Shakeology rather it is an additional Chocolate Flavor that is completely Vegan.</p> <ul style="list-style-type: none"> The new blend includes 5 new Superfoods; Moringa, Coconut Flower Nectar, Luo Han Guo, Himalayan Salt, and Konjac. Has more of a natural cacao flavor (think dark chocolate). No fructose. Single-serve packets coming on July 5th. 															

Presenter's Talking Points



Body Beast is available now. **FREE Shipping & Handling on Base Kit only.**

- Sagi Kalev is our newest Celebrity Fitness trainer. He's been a body builder since the age of 16, has won two "Mr. Israel" titles and has helped to develop the first all-encompassing workout, performance, diet, and supplement system.
- Body Beast was created to build a muscular and massive physique.
- Challenge Pack is now available for \$220, which includes the Base Kit plus 4 supplements.



Body Beast Supplements are now available individually or part of a bundle.

Read these off to your team. Prices are on last page.

- **Hardcore Base Shake** – Whey protein isolate formulation that maximizes muscle growth while reducing muscle breakdown.
- **Fuel Shot** - Energy drink designed to maximize pre-, during, and post-workout performance and recovery.
- **M.A.X. Creatine** - Increases the body's ability to produce energy rapidly. With more energy, you can train with a higher workload. An increase in workload will result in faster muscle growth.
- **Super Suma** - 100% herbal supplement also known as the "Russian Secret," was used by Russian Olympic athletes for muscle and endurance sports. Helps enhance testosterone production. Boosts physical strength, energy, and stamina.

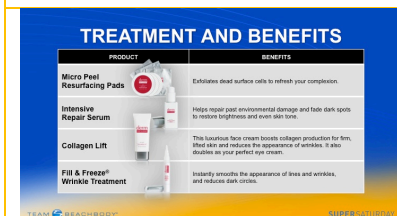
It is important to read the small print to your Team:

"Do not take Super Suma if you are a tested athlete. Today's anti-doping test methods cannot distinguish between steroids and suma root, and it is therefore currently not an accepted supplement for competition sports."



Derm Exclusive is now available for Team Beachbody

- As you viewed in the video, this is our breakthrough skincare system that delivers visible anti-aging results instantly, while also targeting all four signs of aging—fine lines and wrinkles, sagging skin, dark spots, and dullness.



The 4-piece Derm Exclusive system consists of:

- **Micro Peel Resurfacing Pads** – Exfoliates dead surface cells
- **Intensive Repair Serum** – Helps repair environmental damage
- **Collagen Lift®** - Boosts collagen production
- **Fill & Freeze Wrinkle Treatment** – Smooth the appearance of lines and wrinkles

The price for this 4-piece kit is on the last page.

Presenter's Talking Points



SHAKEOLOGY® CHOCOLATE
NEW SUPERFOOD FORMULA!

REPLACES CURRENT FORMULA

- 4 new superfoods added!
 - Moringa
 - Coconut Flower Nectar
 - Luo Han Guo
 - Himalayan Salt
- 2x the fiber (8 g to 16 g)
- Reduced fructose (due to addition of Coconut Flower Nectar)
- Lower sugars (9 g to 6 g)

TEAM BEACHBODY SUPERFOODS

Chocolate Shakeology Gets New Superfood Formula

Please let your audience know this will **replace** our current Chocolate Shakeology.

- 4 new superfoods have been added to the existing formula: Moringa, Coconut Flower Nectar, Luo Han Guo, and Himalayan Salt. You will soon notice the “New Superfood Formula” stamp on the bag.
- There is now more fiber and less sugar.
- Starting in July, the new formula will begin rolling out in Home Direct shipments and new orders. The original formula will be phased out, and the new formula will be phased in.



MOBILE ENROLLMENT APP

For smartphone or mobile device (i.e., iPhone/Android) with Web capabilities, you can:

- Pre-enroll new customers
- Pre-enroll new Coaches
- Pre-enroll customers/Coaches with a Challenge Pack
- Pre-enroll customers/Coaches with a Beachbody® fitness or Shakeology product
- Track the status of all Pre-enrollments

TEAM BEACHBODY SUPERFOODS

The Mobile Enrollment Application (App) comes to Team Beachbody the first week in July.

Please share with your Team:

- This is a web-based app that allows a Coach to “pre-enroll” customers and Coaches to their team. It will allow a Coach to connect people to purchase a Challenge Pack or an individual product. It will also allow you to track all enrollments.
- This app works on a smart phone (such as an iPhone, Android or Blackberry) with web capabilities. This is NOT an app you purchase from the APP Store, this is a FREE App you will access from a special link at teambeachbody.com
- Training information will be loaded in Coach Breaking News in the Coach Online Office at launch.



CORDASTRA™
COMING SUMMER 2012

What is Cordastra?

- All-natural herbal supplement
- Promotes energy, endurance, stamina and a healthy immune system
- Non-GMO* vegetarian capsules (no additives, colors, or preservatives)
- 1,000 mg Astragalus, 50 mg Cordyceps

TEAM BEACHBODY SUPERFOODS

Cordastra will be available in summer 2012.

Please share these points with your Team.

- All-natural herbal supplement
- Promotes energy and vitality, while helping to build strength, endurance, and stamina
- Non-GMO* vegetarian capsules (no additives, colors, or preservatives)
- 1,000 mg Astragalus, 50 mg Cordyceps

*GMO means Genetically Modified Organism



One Little Supplement, So Many Benefits

Key benefit:
Promotes energy and vitality, while helping to build strength, endurance, and stamina

Also helps with:

- Healthy function of the immune system
- Supporting digestion and improving energy metabolism
- Combating aging, inflammation, fatigue, and stress

TEAM BEACHBODY SUPERFOODS

Read more ways this product can help support:

- Healthy function of the immune system
- Supporting digestion and improving energy metabolism
- Combating aging, inflammation, fatigue, and stress

Price has not been determined.

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Ask the Team, “Now that we’ve seen the new products that have been added to the Beachbody catalog, what can we do, as Coaches, to make sure our customers get the results they are looking for?”

Answer – Create and Invite to a Challenge Group. Challenge Groups have become the Core to Our Business!

- Since we launched Challenge Groups and Challenge Packs in October 2011, Coaches have seen a dramatic growth in their businesses.
- Why? Because no other network business model is quite like ours with Fitness, Nutrition, Support and Rewards.
- Remind your team the many ways you can engage people to get the results they want and the rewards that drive them.
- Connect them with a **Pack**, Invite them to a **Group**, and encourage them to enter the Beachbody Challenge **Contest**.

CHALLENGE GROUP GUIDES

- Starter Guides (Coach and participant)
- Weekly Coaching Guide
- Daily Facebook posts, including weekly trainer videos

Located in Coach Online Office

Challenge Group Guides have been developed to help a Coach lead a Challenge Group. These are available now in the Coach Online Office.

- There are tips to help you lead a Group from start to finish, also weekly trainer videos (Tony, Chalene, Shaun T) to get you and your group motivated to complete the program.

CHALLENGE PACK TRIAL OFFER*
For a limited time through JULY 31, 2012
Try any one of these Challenge Packs for 30 days and pay only \$14.95 s&h.*

P90X + shakeology TURBOFIRE + shakeology BRAZIL BUTT LIFT + shakeology

Challenge Pack Trial Offer – From now until July 31st, 2012

This received big applause at the Coach Summit: **Now you can Try Before You Buy.**

- Purchase a Challenge Pack (P90X, TurboFire and Brazil Butt Lift) and pay only \$14.95 Shipping & Handling and local sales taxes.
- Allows a new customer or Coach to try our fitness and nutritional products before committing to purchasing them in full.
- Easier to invite people to a Beachbody Challenge Group so they can experience the products and participate in the Group.
- Builds confidence about our products early on and makes for a positive experience.

	DAY 1	DAY 30	DAY 60
PAY	\$14.95	\$205.00*	\$107.98
SHIPPED	Challenge Pack**	Shakeology HD #1	Shakeology HD #2
SUCCESS CLUB	2 points	0	0
COMMISSION	NONE	\$70.00	\$17.99
TEAM VOLUME	0	70	90
PERSONAL VOLUME	180	90	90

Here’s how the Trial Offer works:

1. Order a Challenge Pack on Day 1, pay \$14.95 for S&H and local taxes
2. Receive the pack (fitness program + Shakeology), plus 2 Success Club points and 180 Volume points (Earn points up front)
3. On Day 30, you can either return the Pack or keep it and pay the balance (if a Pack is returned the Coach will lose any points associated with that Pack).
4. If you choose to keep the Pack, it will begin a Shakeology HD order and you will pay the remaining balance on Day 60 (payment in full will always trail by 30 days)

Presenter's Talking Points

 <p>TEAM BEACHBODY CUP SUMMER PROMOTION Formerly known as Success Club Team Challenge</p>	<p>The Team Beachbody Cup Summer Promotion is on!</p> <ul style="list-style-type: none"> Formerly known as Success Club Team Challenge. Focus is on building the business and building the leadership in a fun team environment. 									
 <p>TEAM BEACHBODY CUP CHALLENGE PERIOD JULY 1, 2012 – AUGUST 31, 2012</p> <ul style="list-style-type: none"> 5 Coaches on a Team. Maximum of 1 Diamond Coach or higher per Team (but not required).* Team members can only be registered on one Team. No Team changes once registered. <p><small>*Rank evaluated on June 27, 2012</small></p>	<p>There is still time to register.</p> <ul style="list-style-type: none"> Ask who on your Team has registered. Challenge period starts July 1st with a Kick Off message from Carl on the July 2nd National Coach Call. Each week, beginning July 9th, there will be focused training information on the National Coach Call delivered by our top Coaches. 									
 <p>TEAM BEACHBODY CUP PRIZES</p> <table border="1"> <tr> <td>TIER 1</td> <td>EARN 30 TEAM PTS. AND qualify for SC5 or SC10</td> <td></td> </tr> <tr> <td>TIER 2</td> <td>EARN 60 TEAM PTS. AND 2 months of SC5 or 1 month of SC10</td> <td></td> </tr> <tr> <td>TIER 3</td> <td>EARN 90 TEAM PTS. AND 2 months of SC5 or 1 month of SC10</td> <td></td> </tr> </table> <p><small>*Success Club qualifications are based on individual achievement. Prizes are cumulative. An individual can earn all prizes.</small></p>	TIER 1	EARN 30 TEAM PTS. AND qualify for SC5 or SC10		TIER 2	EARN 60 TEAM PTS. AND 2 months of SC5 or 1 month of SC10		TIER 3	EARN 90 TEAM PTS. AND 2 months of SC5 or 1 month of SC10		<p>The Team Beachbody Cup prizes. More opportunities to win great rewards. Explain the prize tiers to your Team.</p> <ul style="list-style-type: none"> Prizes have been divided into tiers. Tiered prizes show the awards for meeting the specified qualifications. For example, in Tier 1, each member of the team must qualify for either Success 5 or 10 AND the team must earn 30 Cup points. Tiered prizes are cumulative. For example, a Team that qualifies for Tier 2 will earn the prizes both for Tier 1 and Tier 2 and so on. To track your team's progress, the Team Beachbody Cup online Leaderboard will be updated each week
TIER 1	EARN 30 TEAM PTS. AND qualify for SC5 or SC10									
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 <p>TEAM BEACHBODY CUP PRIZES</p> <table border="1"> <tr> <td>TOP 4-10 Teams</td> <td></td> <td>Team Beachbody Nano® and Body Buggs®</td> </tr> <tr> <td>TOP 3 Teams</td> <td></td> <td>Champions get their names engraved on the Team Beachbody Cup!</td> </tr> </table> <p>WEEKLY PRIZE WINNERS! Top 3 point-earning Teams each week win a conference call with Carl Daikeler!</p> <p><small>*Success Club qualifications are based on individual achievement. Prizes are cumulative. An individual can earn all prizes.</small></p>	TOP 4-10 Teams		Team Beachbody Nano® and Body Buggs®	TOP 3 Teams		Champions get their names engraved on the Team Beachbody Cup!	<p>Team Beachbody Cup prizes for the top 10 Teams.</p> <ul style="list-style-type: none"> Top 4-10 Teams will get t-shirts, Beachbody Body Buggs® and an iPod NANO® Top 3 Teams will get t-shirts, crystal trophies, and branded iPads! Top Team will also get their names engraved on the Team Beachbody Cup Also, each week, the top 3 point-earning Teams will earn a conference call with Carl Daikeler 			
TOP 4-10 Teams		Team Beachbody Nano® and Body Buggs®								
TOP 3 Teams		Champions get their names engraved on the Team Beachbody Cup!								
 <p>HOW TO EARN POINTS FOR THE TEAM BEACHBODY CUP</p> <ul style="list-style-type: none"> One point for every Success Club point. One point for every Lifetime Rank advancement of any personally sponsored Coaches. 2 points if you qualify for Success Club 5 or Success Club 10 in July and August, and get 2 bonus points toward your personal AND Team total. Limit: 50 points maximum per Coach. <p><small>*Success Club qualifications are based on individual achievement. Prizes are cumulative. An individual can earn all prizes.</small></p>	<ul style="list-style-type: none"> Beginning July 2, there will be a new weekly training featuring some of our top Coaches with information to help you focus your Team Remind your Team how points are earned with the Team Beachbody Cup Refer to slide for how points are earned 									

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 <p>BE ON A TEAM! Register your Team by July 1, 2012* www.regonline.com/tbbcup</p>	<p>Endorse the Team Beachbody Cup summer promotion and encourage people to lead or participate on a team.</p>			
 <p>UPCOMING EVENTS – 2012</p> <table border="1"><tr><td>SUCCESS CLUB LEADERSHIP RETREAT Dana Point, CA September 20 – 23, 2012 For qualifying 2 Star Diamond Coaches</td><td>SUPER SATURDAY September 29, 2012</td><td>ELITE OPEN HOUSE* Beachbody Headquarters Santa Monica, CA November 30, 2012 For qualifying Elite and 5 Star Diamonds</td></tr></table>	SUCCESS CLUB LEADERSHIP RETREAT Dana Point, CA September 20 – 23, 2012 For qualifying 2 Star Diamond Coaches	SUPER SATURDAY September 29, 2012	ELITE OPEN HOUSE* Beachbody Headquarters Santa Monica, CA November 30, 2012 For qualifying Elite and 5 Star Diamonds	<p>Mark your calendars for the events coming in 2012:</p> <ul style="list-style-type: none">• Success Club Leadership Retreat in Dana Point, California. See the qualifications listed on last page.• The following Super Saturday will be held on September 29th. The focus of this meeting will be to recap the announcements from the Leadership Retreat.• Elite Open House. See the qualifications listed on last page.
SUCCESS CLUB LEADERSHIP RETREAT Dana Point, CA September 20 – 23, 2012 For qualifying 2 Star Diamond Coaches	SUPER SATURDAY September 29, 2012	ELITE OPEN HOUSE* Beachbody Headquarters Santa Monica, CA November 30, 2012 For qualifying Elite and 5 Star Diamonds		
 <p>UPCOMING EVENTS – 2013 SUCCESS CLUB CONFERENCE AND CELEBRATION*</p> <p>Walt Disney World RESORT Orlando, FL March 20–24, 2013</p>	<ul style="list-style-type: none">• Walt Disney World® in Orlando, Florida will be the location for the next Success Club Conference and Celebration.• Check the Coach Online Office for more details on qualifications and dates.			
 <p>VITAL BEHAVIORS</p> <ol style="list-style-type: none">1. Invite. Invite. Invite. Invite as many people as possible daily to join a Beachbody Challenge Group.2. Be proof the products work. Use the programs. Be a walking Success Story.3. Personal development. Every day.	<p>Carl has communicated the Vital Behaviors at the Coach Summit, on facebook and on his blog as ‘your opportunity to be accountable to the goals you set for your life’.</p> <p>Recite and Work the Vital Behaviors with your Team.</p> <ol style="list-style-type: none">1. Invite. Invite. Invite. Invite as many people as possible daily to join a Beachbody Challenge Group.2. Be proof the products work. Use the programs. Be a walking Success Story.3. Personal development. Every day.			
 <p>TEAM BEACHBODY®</p> <p>Help people achieve their goals and enjoy a healthy, fulfilling life.</p>	<p>Last slide. As Carl would say, “Let’s get after it!”</p>			

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Glossary of Terms		
Team Beachbody Cup	July 1 – August 31, 2012 Kick off on July 2 nd on the National Coach Call Go to: Teambeachbody.com/teambeachbodycup	
Shakeology Family	Chocolate – New Superfood Formula! Greenberry	Tropical Strawberry Vegan Chocolate Vegan
Mobile Enrollment App	Coming first week in July Check Coach Online Office for training information	
Also Coming Soon but no info to share yet	INSANITY: Asylum 2 Les Mills COMBAT	
Body Beast Program and Supplements	Base Kit Retail \$89.85 Coach \$67.39 Personal Volume 68	Supplements – Retail/Coach Hardcore Base Shake - \$59.95/\$44.96 Fuel Shot - \$49.95/\$37.46 MAX Creatine - \$29.95/\$22.46 Super Suma - \$29.95/\$22.46
Derm Exclusive 4-piece, 30-day NOTE: All Derm Exclusive Home Direct orders are billed every 90 days, so you will be paid commission every 90 days.	Introductory Kit Retail \$49.95 Coach \$37.46 15 Personal Volume Points	Introductory Kit Home Direct Retail \$39.95 Coach \$29.46 15 Personal Volume Points
Success Club Leadership	September 20–23, 2012 in Dana Point, California <ul style="list-style-type: none"> • Be a paid 2 Star Diamond or higher by August 29, 2012 and be one of the first 225 registered Coaches • Hotel accommodations: Qualify for Success Club for any 5 months • \$300 travel cash: Qualify for Success Club for any 6 months 	
Elite Open House	For Elite Qualifying Coaches for 2011 and 5 Star Diamond Coaches and above. <ul style="list-style-type: none"> • Designed for our top leaders to visit Beachbody's home office and learn about new product in the works, get updates on major upgrades to company services and infrastructure (IT, Coach Relations, etc.), and to ask questions and get updates from company executives. Guests come at their own expense. 	
Carl's Summit Goals	<ul style="list-style-type: none"> • Sign 5 Coaches by the end of July • Build a Beachbody Ultimate Reset 21 day challenge • Create a Group for you and 5 others by the end of August • Share these goals with your entire team • See the importance of working together • Have an action plan for Monday • BELIEVE in the IMPORTANCE of our work 	