

Welcome new

**TEAM
413GLOBAL**



— CEO —

Teamwork makes the dream work!

Love your life

PLANNER

Please enjoy this planner as our congrats gift to you for the launch of your new business.

Welcome to the team!



Important Resources

LOGIN TO 413Global.com and begin your training under the "TRAINING VIDEOS" tab.

YOUR COACH ID:

YOUR WEBSITE:

[BEACHBODYCOACH.COM/\(enter your username\)](http://BEACHBODYCOACH.COM/(enter your username))

YOUR SPONSOR:

SPONSORS #:

COACH RELATIONS:

1 (800) 240 - 0913 | coachrelations@teambeachbody.com

INFO & RESOURCES:

www.413Global.com


TIP:

Stay in contact with your sponsor as you complete your training. Rely on your instincts and be a great researcher. Always try to find an answer to your question by googling or using the team pages. If you can't find it, ask your sponsor for direction.





New Coach Checklist - Week 1

- Get active on Shakeology Home Direct
(If you enrolled with a challenge pack, you were already auto-enrolled for this.)
 - Fill out New Coach "About Me" email
Send to your coach or reply to the email
 - Be a product of the product
Use Shakeology and workout daily. You can't be passionate about something you don't use.
 - Publicly announce your Beachbody business
Be excited and let everyone know about your new endeavor! Tag your coach
 - Order the following books: The Compound Effect, GO PRO & The10X Rule
Personal development will have an amazing impact on your business
 - Watch the Getting Started Right Video and reach out to your coach to schedule a Getting Started Right Call.
 - Login and get familiar with your coach online office.
[Teambeachbody.com/YOURUSERNAME](https://teambeachbody.com/YOURUSERNAME)
Coach > Coach Online Office> My Business> Set up your EFT for Direct Deposit
 - Begin Self-Paced Video Training at 413Global.com
 - Commit to listen to the National Wake Up Call
Mondays at 11am EST (832) 225-2055 Pin 90405#
Recording Playback # (832) 225-5065
 - Attend weekly team calls every Monday at 9PM
- 



New Coach Checklist - Week 1

- Learn About Success Club, Success Starters and how to earn a ticket to Coach Summit

- Learn how to achieve Diamond rank to begin and maximize your profits

- Social Media
Learn how to **SHARE** on social media to gain interest and friends

- Customize the Challenge Group Invitation Guide at 413Global.com **Start having conversations right away!**





New Coach Checklist - Month 1

- Create your Team Beachbody Profile
Include any Before AND After photos and bio. Fill out 80% of your profile to qualify for customer leads.
 - Share 3-5 times on Social media daily
Lifestyle, personality, family, how BB fit into your life. Share tips and add value!
 - Focus on your 3 Vital Behaviors daily

 - Schedule your time
 - Workouts, power hour work time, and training time need to be completed daily.
Be consistent with your daily business building activities and you will grow.

 - Personal Development
 - Read or listen to 10-30 min every day. Share what you learn on social media to inspire positive change
 - Finish the New Coach Training at the Coach Online Office
 - Be an ACTIVE participator within the team's Challenge Group.
Share everything on you are doing and learning on social media

 - Find a Success Partner in our coaches group to run your first group with
Promote your first challenge group. We will help with post ideas, or you may create your own
 - Invite 3-5+ NEW people to a Challenge Group, and/or Coaching Opportunity Sneak Peek DAILY
 - Hit Success Club 5 or 10+ EVERY MONTH
 - Achieve Emerald Rank (You + 2 Active Coaches: 1 on each leg, one can and should be your spouse or parent) With in your first week!
- 



YOUR WHY: *Design Your Perfect Life*

Every great idea begins with a vision. Knowing what you want out of life and WHY you want it is imperative to any great business idea succeeding. Let's dig a little deeper into what lights a fire in your soul.

FINANCIAL GOALS	FAMILY GOALS	TRAVEL GOALS	RELATIONSHIP GOALS	EDUCATION GOALS

List the skills, resources, knowledge, connections you'll need to accomplish each goal.





BALANCE IS *Beautiful*

People who write down their goals earn 9x as much over their lifetimes as the people who don't, and yet 80% of Americans say they don't have goals. 16% have goals but don't write them down. Less than 4% write them down. Less than 1% review their goals. Guess which 1%?

CHARITABLE GOALS	SPIRITUAL GOALS	HEALTH GOALS	CAREER GOALS	ADVENTURE GOALS





breakdown your goals

Do it for the "Hell yeah you did it!" moment!

GOAL: _____

If you achieve this it will mean that: _____

TO DO ASAP

SHORTER TERM PLAN:

LONG TERM PLAN:

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ACTION STEPS BRAIN DUMP:

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NOTES:

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YOUR What: *Passions & Skills*

When you design a business around the skills and passions that light you up, you wind up creating a life of insane joy!

ENVIRONMENT

What inspires you visually?
Create a surrounding that lights your soul on fire.
What candle scents? Colors?
Music? Patterns?

HOBBIES

What topics could you talk about for hours on end? Brainstorm how you could provide valuable content around those topics. Fashion? Travel? Family? Spiritual? Cooking? Budgeting?

SKILLS

What are you already good at and how can you continue to improve those skills for your business?
Are you creative? Strong leader? Visionary?
Organized? Task master?
Strong relationship builder?
Professional fun haver?

What motivates you?
What skills do you possess that make you stand out from the crowd?

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YOUR STORY: *What makes you different & relatable?*

Why did you become a coach? How has/will this business and the products improve your life?
Be vulnerable here. Where is your pain from your past and how can this opportunity relieve it?
How can your past inspire others and help relieve their pain?



YOUR who: *Your Ideal Customer*

Knowing who you want to serve will help you determine your messaging in your posts. When you're writing, write like you're talking to one person and they are a dear friend.

GIVE YOUR IDEAL CLIENT A NAME:

AGE: _____

INCOME LEVEL: _____

EDUCATION: _____

WHERE DO THEY LIVE: _____

OCCUPATION: _____

BLOGS THEY LIKE: _____

SOCIAL MEDIA PLATFORMS THEY USE: _____

MARRIED: _____

CHILDREN: _____

WHAT ARE THEIR DREAMS: _____

WHAT DO THEY DO FOR FUN:

WHAT ISSUES OR PROBLEMS ARE THEY FACING?

WHAT NEEDS DO THEY HAVE & HOW CAN YOU FILL THAT NEED?

WHAT KIND OF CREATIVE VISUALS DO THEY RESPOND TO?

EXAMPLE: BRIGHT BOLD COLORS, VINTAGE LOOKS, SIMPLE CLEAN DESIGNS.



WHITNEY ENGLISH'S BRILLIANT
GOAL SETTING IDEA:



**DON'T JUST SET
S.M.A.R.T GOALS**
Set H.E.A.R.T Goals.

H

HELP YOURSELF. YOU HAVE TO TAKE CARE OF YOU.

E

EVERYONE ELSE. PEOPLE MATTER.

A

ATTITUDE & ACADEMICS. NEVER STOP LEARNING.

R

RESOURCES. STEWARD TIME, MONEY AND ENERGY WELL.

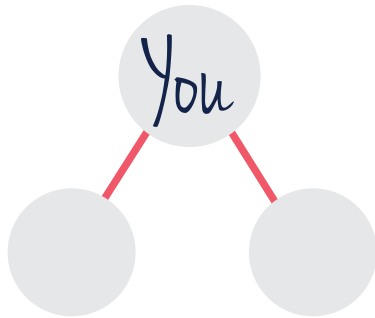
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TRADE & BUSINESS. BUSINESS COMES LAST.



Planning your Emerald and Diamond Dream Team

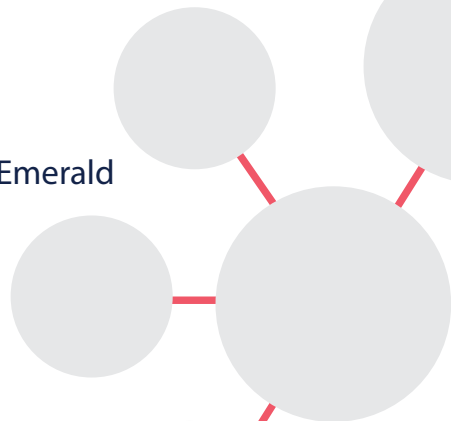
Emerald 1st



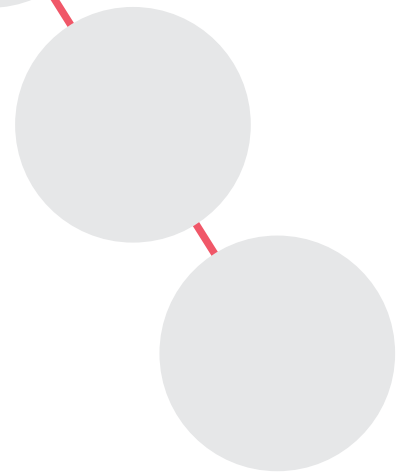
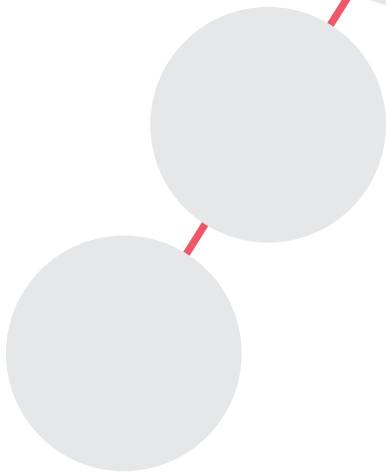
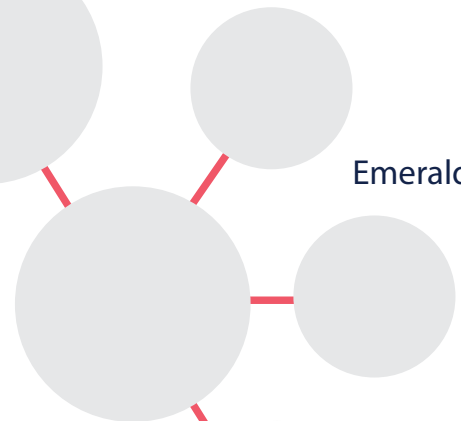
Diamond Dream Team



Emerald



Emerald





YOUR LIST of 100

1	26	51	76
2	27	52	77
3	28	53	78
4	29	54	79
5	30	55	80
6	31	56	81
7	32	57	82
8	33	58	83
9	34	59	84
10	35	60	85
11	36	61	86
12	37	62	87
13	38	63	88
14	39	64	89
15	40	65	90
16	41	66	91
17	42	67	92
18	43	68	93
19	44	69	94
20	45	70	95
21	46	71	96
22	47	72	97
23	48	73	98
24	49	74	99
25	50	75	100





Describe what
s u c c e s s
looks & Feels like
t o y o u

"Life isn't about finding yourself. Life is about creating yourself."

- Unknown





success club is: *The yellow brick road to your*
dreams coming true

What is success club?

Success club is our reward and recognition program and the backbone of everything you do as a coach. It's the first and last thing you should think of each month.

*Beachbody rewards you for working hard.
You grow your business.*


Coaches who qualify for success club each month watch their paychecks increase by an average of 234%.

*This program is for everyone.
This program is simple.*

Rewards

- * Earn success club your first 3 full months in your business and win a free ticket to coach Summit.
- * Eligibility for the success club lead program. Free customers and commissions given to you from Beachbody.
- * Earn luxurious trips to exotic destinations like Cancun, Atlantis, cruises and so much more.
- * Promotional rewards are offered through the year and include tons of sweet prizes.

*Step 1: Make sure you're on shakeology home direct
Step 2: Earn at least 5 success club points;
Help just 3 people per month get started;
On a challenge pack and you're there!*





It's simple... It's you plus a few.

CHALLENGE GROUP START DATE: _____

For a guide on how to invite and host a challenge: f2fcoaches.com. On average 1, out of 10 people will say yes. If you want to help these people, invite 30. 30 INVITES:

	YES	NO	MAYBE		YES	NO	MAYBE
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1	_____			16	_____		
2	_____			17	_____		
3	_____			18	_____		
4	_____			19	_____		
5	_____			20	_____		
6	_____			21	_____		
7	_____			22	_____		
8	_____			23	_____		
9	_____			24	_____		
10	_____			25	_____		
11	_____			26	_____		
12	_____			27	_____		
13	_____			28	_____		
14	_____			29	_____		
15	_____			30	_____		





follow up tracker

	NAME	INTEREST	FOLLOW UP DATE
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
16			
17			
18			
19			
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21			
22			
23			
24			
25			
26			
27			
28			
29			
30			





accomplishments

Don't forget to celebrate every moment of sheer genius along the way. Encouragement and belief come from the inside.

You ROCK!





WHAT YOU DO
e v e r y d a y
Matters More Than
WHAT YOU DO
e v e r y O N C E
In a Wife.



GETTING YOUR NEW COACH STARTED

...So you signed your first coach ... CONGRATS!

NOW WHAT?!?

Follow this simple checklist:

- Announce them on the team page with a nice photo
- Send them a welcome email Sample available at 413Global.com/documents
- Attach this new coach planner to welcome email
- Help them create their "business announcement" post
- Set up a "Getting Started Right" call
- Invite them to a challenge group to help them build their transformation story
- Help them invite to a challenge group
- Mentor them through this planner until it's complete
- Set up a follow up call 1-2 weeks after
- Host weekly accountability video calls
- Start them on a personal development plan (Books: The Slight Edge; You are A Badass; Go Pro; How To Rock Your Network Marketing Business, etc...)
- Have them follow other successful coaches on social media and youtube
- Celebrate their progress every chance you get
- Teach them about team culture
- Always lead by example. Speed of the leader, speed of the pack.

"Leaders don't show the way. they go the way."



your month at a glance

MONTH: _____

SUNDAY

MONDAY

TUESDAY

WEDNESDAY

What you measure... grows.

Month:

MONTHLY INCOME GOAL:

MONTHLY SUCCESS CLUB GOAL:

MONTHLY RECRUITING GOAL:





your month at a glance

MONTH: _____

THURSDAY

FRIDAY

SATURDAY

NOTES

Personal Development Reading List



MONDAY

DATE: _____

"Do what you love and you'll never work a day in your life."

- 7AM _____
- 8AM _____
- 9AM _____
- 10AM _____
- 11AM _____
- 12PM _____
- 1PM _____
- 2PM _____
- 3PM _____
- 4PM _____
- 5PM _____
- 6PM _____
- 7PM _____
- 8PM _____
- 9PM _____
- 10PM _____
- 11PM _____
- 12AM _____

I commit that I took actions today that align with my goals and desired life.

NIGHTOWL: LATE NIGHT IDEAS FOR TOMORROW

NEW COACH HOMEWORK TRAINING:

National wake up call 8am PST (832) 225 - 5055 PIN: 90405

SOCIAL MEDIA POSTS: (2-4 PER DAY)

- _____
- _____
- _____
- _____

THE POWER OF 3'S: YOUR POWER HOUR TO DO LIST:

- Add 3 new people on Facebook
- Message 3 people privately to F.O.R.M. "Hey girl! How are you ..."
- Invite 3 people to a challenge group
 - _____
 - _____
 - _____
- Follow up with 3 people
 - _____
 - _____
 - _____
- Talk to 3 people about the business
 - _____
 - _____
 - _____

- Workout and drink shakeology
- Read or listen to 10 pages/minutes of Personal development
- Check in on challenge groups
- Check team page for support
- Check online office for NEW ALERTS
- Respond to messages and emails



TUESDAY

DATE: _____

"There are no boundaries - only possibilities."

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- 8AM _____
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7AM	_____
8AM	_____
9AM	_____
10AM	_____
11AM	_____
12PM	_____
1PM	_____
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SATURDAY

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"The question should be, is it worth trying to do not can it be done."

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- 9AM _____
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- 11AM _____
- 12PM _____
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sunday

DATE: _____

A beautiful
day for rest
& reflection.

- Reflect on your work
- Do something you love with someone you love
- Do something you've never done before
- Re-write your 10 goals
- Brainstorm ideas and plan for the week before you go to bed

Goals

- | | |
|---|----|
| 1 | 6 |
| 2 | 7 |
| 3 | 8 |
| 4 | 9 |
| 5 | 10 |

MONDAY

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- Read or listen to 10 pages/minutes of Personal development
- Check in on challenge groups
- Check team page for support
- Check online office for NEW ALERTS
- Respond to messages and emails

SATURDAY

DATE: _____

"The question should be, is it worth trying to do, not can it be done."

7AM	_____
8AM	_____
9AM	_____
10AM	_____
11AM	_____
12PM	_____
1PM	_____
2PM	_____
3PM	_____
4PM	_____
5PM	_____
6PM	_____
7PM	_____
8PM	_____
9PM	_____
10PM	_____
11PM	_____
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I commit that I took actions today that align with my goals and desired life.

NIGHTOWL: LATE NIGHT IDEAS FOR TOMORROW

NEW COACH HOMEWORK TRAINING:

SOCIAL MEDIA POSTS: (2-4 PER DAY)

THE POWER OF 3'S: YOUR POWER HOUR TO DO LIST:

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Respond to messages and emails

sunday

DATE: _____

A beautiful
day for rest
& reflection.

- Reflect on your work
- Do something you love with someone you love
- Do something you've never done before
- Re-write your 10 goals
- Brainstorm ideas and plan for the week before you go to bed

Goals

- | | |
|---|----|
| 1 | 6 |
| 2 | 7 |
| 3 | 8 |
| 4 | 9 |
| 5 | 10 |

MONDAY

DATE: _____

"Do what you love and you'll never work a day in your life."

7AM _____

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12PM _____

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NIGHTOWL: LATE NIGHT IDEAS FOR TOMORROW

NEW COACH HOMEWORK TRAINING:

National wake up call 8am PST (832) 225 - 5055 PIN: 90405

SOCIAL MEDIA POSTS: (2-4 PER DAY)

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TUESDAY

DATE: _____

"There are no boundaries - only possibilities."

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- 8AM _____
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WEDNESDAY

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"The future turns out to be something that you make instead of find."

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Thursday

DATE: _____

"To be able to look back upon one's life in satisfaction, is to live twice."

7AM	_____
8AM	_____
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FRIDAY

DATE: _____

"Whatever you're ready for is ready for you."

- 7AM _____
- 8AM _____
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SATURDAY

DATE: _____

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sunday

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