

ALWAYS ASK before you get into an in depth convo:

1. Are you currently or have you ever worked with a Beachbody coach? Or do you own any Beachbody programs?
2. Where do you live? I can only take clients that reside in America and Canada at this time!

Business Webinar Link:

<http://youtu.be/qzJxG1Pzyrc?list=PLu0vsOqKgB7WD6GT4KZa0roRaHlvxKsdO>

· Business Invites

○ Talked to about coaching in past

§ **Sneak Peek Week** - Hi XXX! So I wanted to invite you to a FB group I am hosting called Coach Sneak Peek Week. It is a 5 day group that focuses on giving people information about what it means to be a coach on our team! I know in the past we chatted about it and thought maybe now might be a good time for you to learn more! If I added you to the group, would you follow along?

§ **Live/Recorded Webinar** – Hi XX! I am hosting a live webinar tomorrow night at 8pm ET and I wanted to personally invite you to listen in! Since you and I have chatted about joining my team in the past, I thought you would really enjoy learning more about the opportunity. Do you think you could make it?

§ **RTB Starting** – Hi XXX! Alright so I know how much you want to make a difference in your life. I can see the passion you give to your family and I want to help you be able to achieve financial freedom! My next New Coach Rock the Basics starts on Monday, XXX. I want you to be part of it so I can start teaching you how to take charge of your life and live it the best you can! What do you say, will you join me?

Hi XXX! Hope you have had a good February! Its flying by, right?? How is your job going??

Alright so I know how much you want to make a difference in your life. I can see the passion you give to your work and I from us chatting a couple months ago, I know you want more of a challenge in what you do! I also want to help you be able to achieve financial freedom by doing something you absolutely love! My next New Coach Rock the Basics starts on Monday. I want you to be part of it so I can start teaching you how to take charge of your life and live it the best you can! What do you say, will you join me? Will you trust and take the leap of faith?!?

Hi XXX! Happy 2015! Hope your holiday season was great! Can't even believe its 2015, but I'm pretty excited about what's to come!

Anyways, I wanted to invite you to my upcoming mentorship program for my team! It's been completely re-vamped to give you all the basics about Beachbody coaching in a very efficient amount of time! I know how much you want to make a difference in your life. I can see the passion you give to your family and I want to help you be able to achieve

financial freedom. My next New Coach Rock the Basics starts this Monday, Jan 12th. Is there any part of you that still has any interest in joining my team?

I have always adored what your style and think you would be a great fit on my team. I'd really love to work with you, teach you about this awesome business and learn from your industry knowledge! Let me know what you think, either way J I understand this isn't for everyone, but I know how much it has changed my life and I really feel its my mission to share that with people like you!

Hey XX, I know we don't know each other that well, but you did ask to join my Coach Open House, so something must have stood out to you about what I do. To give you the short version, I help people live a healthier lifestyle, earn financial freedom and create a life they really want to live. I mentor people who are sick of where they are in life currently and help them rise above that and find something better, something with purpose.

I have been a coach, doing this, helping other women, for over 3 years now and it has completely changed my life. I get to work from home in my yoga pants, travel, meet other women who are like and you who make a better person, and I got to retire my better half, Adam. That last one probably brought me the most joy because he was VERY stressed out at his job. Now he helps me run my business, we do it as a team, and he gets to focus on things he is passionate about like music and building stuff! LOL.

If there is any bit of you that is curious, just ask me some questions. I know its weird because we met online and you don't know who I am, but I promise I am real! I am just here trying to help other women see that they don't have to do the typical 9-5 thing that society tells us we should.

I have a training that starts on Monday for you to learn exactly how to get your business up and going. It's a virtual training where you get assignments each day and you must complete them daily. I would say each day will be a time investment of about 30 min to an hour. As you start to learn about our products and tell others about them, you will fall in love with them and start feeling really good. We have some LEGIT fitness programs and the ABSOLUTE best health food shake on the market.

It's as little at \$140 to get started. Yea that's a lot, but damn, so much less than any other business I have heard of! I am here to help and support you through the process. This isn't a sign up and I drop you thing. I want you to succeed because I know how much it has changed my life and I want to see it change yours. Hope you will join me!

- **Never Talked to about coaching**

§ **Sneak peak Week** - Hi XXX! So I wanted to invite you to a FB group I am hosting called Coach Sneak Peek Week. It is a 5 day group that focuses on giving people

information about what it means to be a coach on our team! The reason I thought of you was because XXXXX. Have you ever considered joining my team as a coach?

§ **Live/Recorded Webinar** - Hi XX! I am hosting a live webinar tomorrow night at 8pm ET and I wanted to personally invite you to listen in! I thought of you because XXXX. I thought you would really enjoy learning more about the opportunity. Have you ever considered joining my team as a coach?

· **Customer Invites**

- **Talked to about Challenges before** – Hi XXX! I am hosting a 30 Day Get Your Healthy Back accountability group on Facebook starting in 2 weeks. It's a way for people to come together who have a common goal of living a better life keep each other accountable! Since we have chatted about you joining one of my groups in the past, I wanted to keep you posted on this. If now is a good time for you and you want to learn more about the group, I'd be happy to give you more info!
- **Has been a challenger in the past** - Hi XXX! I am hosting a 30 Day Get Your Healthy Back accountability group on Facebook starting in 2 weeks. It's a way for people to come together who have a common goal of living a better life keep each other accountable! Since you have been in my groups before, you know how they can help you get back on track. I thought of you because XXXX. If you want to learn more about the group, I'd be happy to give you more info!
- **Never talked to about joining a challenge** - Hi XXX! I am hosting a 30 Day Get Your Healthy Back accountability group on Facebook starting in 2 weeks. It's a way for people to come together who have a common goal of living a better life keep each other accountable! I thought of you because XXXX. If you want to learn more about the group, I'd be happy to give you more info!
- **Invite to Free Challenge**
 - § **3 Day Fast Fix** – Alright, so I know you cant commit to one of my full on accountability groups right now, but would you be interested in trying out my 3 Day Fix group? You can join and get 3 days worth of Shakeology for \$20. I love this program because I am allowed to eat, but it still keeps me on track to lean out! I think it would be a good option for you!
 - § **6 Day Shred** - Alright, so I know you cant commit to one of my full on accountability groups right now, but would you be interested in trying out my 6 Day Shred? You can join and get 6 days worth of Shakeology for \$40. I love this program because I am allowed to eat, but it still keeps me on track to lean out! I think it would be a good option for you!
 - § **12 Day Shakeology** - Alright, so I know you cant commit to one of my full on accountability groups right now, but would you be interested in trying out my 12 Day Shakeology Clean Eating group? You can join and get 12 days worth of Shakeology for \$65. I love this program because I am allowed to eat, but it still keeps me on track to lean out! I think it would be a good option for you!

· **Business Invite Follow Up**

- **No Response** – Hi XXX! Just checking in on you! Did you get a chance to look at last message about ***Sneak Peek Week/Attending my live webinar/Joining Rock the Basics***? I know you are super busy, so maybe this isn't a good time. If not, would it be okay if I checked in with you in about a month? I know how passionate you are about health and wellness and helping others. I can help you do that and create a supplemental income!

○ **Want to Think About It** - Hi XXX! Just checking in on you! Tell me what you are thinking in terms of joining my team, you won't hurt my feelings, promise. Just want to help you make the best decision for you! If there are questions I can answer, please ask! I know how much you want XXXX in your life, this opportunity can absolutely help you achieve this. However, I do believe in right timing, so if now is not the right timing, I totally get it! What if I checked back in with you in about a month?

Hi XXX, Hope all is well and wanted to make sure you saw my last text..I know you are busy and maybe just looked and forgot. If you intentionally ignored me, well then thats awkward. LOL. Based on some of what you have said above, joining my team may be a good option for you! But if not, you won't hurt my feelings, promise, you can just tell me. I want to help you make the best decision for you! If there are questions I can answer, please ask. Hope to hear from you soon.

○ **YES** - Hi XXX! Just checking in on you! I know you are super busy, so I'm thinking you just haven't filled out the enrollment yet! If that's the case, no worries. Just need to get that done by XXXX so you can for sure join my Rock the Basics class on Monday! If you did fill it out, I haven't seen it yet, so I would just need you to email me your confirmation email and I can get you to me! However, I do understand that sometimes people change their mind, so if you did want to think about it more, let me know what I can do to help. Can I answer any questions? Believe me, I am a strong believer in right timing for this business! Just let me know and we can go from wherever you are!

○ **Not Right Now** – Alright, totally get it. I am a big believer in right timing. Why do something if timing isn't right?!?? Would you be okay if I checked in with you in a couple months?

· **Customer Follow Up**

○ **No Response** - Hi XXX! Just checking in on you! Did you get a chance to look at last message about joining my next Accountability group? I know you are super busy, so maybe this isn't a good time. If not, would it be okay if I checked in with you in about a month?

○ **Want to Think About It** - Hi XXX! Just checking in on you! Tell me what you are thinking in terms of joining my next accountability group, you won't hurt my feelings, promise. Just want to help you make the best decision for you! If there are questions I can answer, please ask! I know how much you want XXXX in your life, this opportunity can absolutely help you achieve this. However, I do believe in right timing, so if now is not the right timing, I totally get it! What if I checked back in with you in about a month?

○ **YES** - Hi XXX! Just checking in on you! I know you are super busy, so I'm thinking you just haven't filled out the enrollment yet! If that's the case, no worries. Just need to get that done by XXXX so you can for sure join my XXXX group on Monday! If you did fill it out, I haven't seen it yet, so I would just need you to email me your confirmation email and I can get you to me! However, I do understand that sometimes people change their mind, so if you did want to think about it more, let me know what I can do to help. Can I answer any questions? Believe me, I am a strong believer in right timing! Just let me know and we can go from wherever you are!

○ **Not Right Now** - Alright, totally get it. I am a big believer in right timing. Why do something if timing isn't right?!?? Would you be okay if I checked in with you in a couple months?

· **Sneak Peek Week Follow Up** - Hi XXX! Did you follow along in our Coach Sneak Peek Week group?

○ **YES!** Awesome! What was your favorite part

§ So great, I love that part about this business too! On a scale of 1-10, how likely are you to join my team?

· **Anything lower than a 10** – Ok, so what is holding you back from being a 10?

· **10** – Awesome, lets do this! What Challenge Pack (bundle pack) do you want to invest in to sign up as a coach?

○ **No, didn't have time** – That's alright. Do you think this is something you would still be interested in? I know how much you want to change your current situation and I know this opportunity can be the change you need!

§ **Yes Still Interested** – Ok great! I have a webinar that basically puts everything we discuss in Sneak Peek Week into one presentation. If I sent it to you, would you take some time to watch it this week?

§ **No, not really interested** – alright, totally understand! Timing has to be right. Can I follow up with you in a couple months?

Other Questions

1. What is a challenge group?
 - a. A Challenge group is a virtual group on Facebook where a community of women are working together to reach a goal. Everyone has different goals, but ultimately we are working towards getting healthier and living more fulfilling lives.
2. What is Shakeology?
 - a. Shakeology is not a protein shake, a weight loss shake or a meal replacement shake. It's truly a health food shake that brings vitality into your life! Yes, it is loaded with quality protein, can replace a meal and can help you lose weight. For me, it helped me fight my sweet cravings and made me more regular, if you know what I mean! Plus, its an easy on-the-go meal that I don't have to think about!
<insert Shakeo video>
3. What do you do as a coach?
 - a. As a coach, I help people find a program that fits their goals and lifestyle. I take time to learn about my clients so I know what is important to them. My goal as a coach is to help people live healthier and find a way to fit it into their life, whatever that may be. We do that through some amazing products the Beachbody offers. AT home fitness programs like P90X, Insanity, 21 Day Fix and T25. I am sure you have heard of them! We also have a pretty amazing health food shake called Shakeology, which I can give you more info on if you are interested.

21 Day Fix Invites:

Hi XX!!

Thank you for your interest in the 3 Week Spring Break Slim Down! I am excited to offer this program because I have done it myself (and doing it NOW!) so I know it works!

With your investment in the program, you will get the following:

1. 3 Week Meal Plan
2. Grocery List
3. Food Prep Guide
4. Portion Control Containers
5. 7 30 minute at home workouts
6. Access to my exclusive Facebook Support Group
7. Coaching from ME!
8. 30 Days of Shakeology (part of the meal plan)

The full investment is \$140 and that is only good through 11:59pm ET Saturday, Feb 28th.

I know it can be a big investment, but just remember what you will get out of the next 3 weeks:

- A program that you can use over and over and over again!
- Me as your coach for life!
- Support and Accountability to make sure you stay true to the program for 3 weeks (this is where most of us fail!)
- More confidence from weight loss and muscle gained in the 3 weeks!
- Bikini Body Ready!

If you are IN, let me know ASAP, so I can send you the registration link! It officially opens at in about an hour!!!!

Perfect! I am so excited to have you in the group. As a reminder you are getting access to my exclusive 3 Week Slim Down group and have been selected amongst other women who I think will all be a perfect fit for the group J We officially kick off next Monday March 16th!

Here are the options to get started:

- 1) Enroll as a discount coach and save 25% on all future orders including Shakeology. You can also earn money if you refer anyone to our group. (Refer 3 friends and your full program is paid for).
- 2) Sign up as a customer. No discount or commission for any referrals.

Either way you go the program which includes everything you need to get started (workouts, containers, meal plan, grocery list and Shakeology) is \$140!

Let me know which option you would like to do and I will send you the direct link to get started! So excited to work with you!!

VIDEO LINKS FOR QUICK REFERENCE:

1. Join my Team
 - BBs short video: <http://youtu.be/6U6-DDQ20rA>

- My Videos about coaching on my playlist
<http://www.youtube.com/playlist?list=PLu0vsOqKgB7WD6GT4KZa0roRaHlvxKsdO>
 - Most recent webinar (1/28/15)
<http://youtu.be/qzJxG1Pzyrc?list=PLu0vsOqKgB7WD6GT4KZa0roRaHlvxKsdO>
2. 21 Day Fix
 - Official BB video: http://youtu.be/O_5g5rh1ezY
 - Autumn talking containers: http://youtu.be/ApYJe_9XVyg
 3. Shakeology Playlist www.youtube.com/user/Shakeology
 4. Team Cycle Bonus: <http://youtu.be/zR9Gsc5Jl44>
 5. Success Club: <http://youtu.be/18JG1kdyBYQ>
 6. Rank Advancement: <http://youtu.be/JwH3Yt7t3xQ>
 7. P90:
 - Official BB video: <http://youtu.be/C5c0iXqDpo8>
 - Tony talking at Summit:
http://youtu.be/cbP4E_Oj6lw?list=PLMX5OIfPNFozTkxDqxHNEIfuK8c5o-MRA