

Day 16 Transcript - Building Your Team

So today we're going to get to the good stuff. Today we're talking about growing your team and more specifically, sponsoring coaches. Now the way that you obviously build your business is by sponsoring people who are like you.

People who, as we've talked about, are hard-working, hustlers, people who want to help people achieve their goals and leave healthy, fulfilling lives, just like yourself. People who are dedicated, are self-starters, and really want to make an impact. So as you talk to people in your life and as you go through the list that you've been creating, and that we've been having you work through and reaching out to people on that list, as you do that you want to start to locate the people who you know you want to be a part of your team.

Now the beautiful thing about this business is, that's a choice you get to make. When I talk to Chelsea about it, I always talk about how I want to create an all-star team, I want an awesome coach at every position, I want people who are positive, people who are like-minded, people who aren't going to make excuses, people who just want to be the best version of themselves and people want to help others do the same. So today you are going to see in the videos, we're going to show you how to use the Coach Mobile App which is phenomenal.

Some of you may have used it before and this will be a great refresher course and if you haven't used it, THIS is going to make your business run so smoothly, so simply, and it's going to take all the guesswork away from your coaches and your challengers. The cool thing about the Coach Mobile App that you see, is that you do the work. Once you have the discussion, a conversation and your customer or coach tells you what it is that they're looking for, you can actually fill it out through the Coach Mobile App and just send them the invoice. It takes all the steps away, and it becomes just a one step process for them.

When you become a coach and when you start to lead and grow your team, part of the key is taking the lead, taking the initiative and the holding their hands through some of the steps that they may not need to go through. You know the old way that we did it was probably a 30 step process and I remember always having to go step by step and sending people all this information and now with that Coach Mobile App it's really really simple. So you'll see a video showing you how to use that. So as you go through again, your list and as you learn how to sponsor a coach using the Coach Mobile App, your goal as we've looked through here is to find two people, just two people and get them enrolled through the Coach Mobile App. If you get those first two people, you are now an Emerald coach and you are now building your team.

You're a leader and you're someone who's working towards making their business a million dollar business. I know that you have it inside of you, but you're the one that has to take action. We can keep giving you information and more information and more tips and more tricks, but it's really on you to take action. It's really your responsibility to build your business and your success is going to be based on your ability to take what we're giving you and move.

So I think back to when Chelsea and I started, just about 3 years ago, it was her and myself. I don't think, well I KNOW we never saw this growing as big as it is now and it's crazy because we're still just getting started. We started with two of us with three years later we are now over 3,800 coaches and that's insane if you think about it. And it's because of hard-working coaches like yourself, who got up off their butts, started talking to people and started sharing what they love. I love Shakeology, you love Shakeology. I love the at-home workout programs and have gotten results with them ; you love the at-home programs and you've gotten results with them and it's your job now as you work towards sponsoring new coaches, to share that information with people. If you're not sharing that information then you're stripping other people from the opportunity to change their life for the better and change the people that they care about. So you'll see at the bottom there a couple of testimonial success story videos that

you've already seen and we've asked you to share them before and we've asked you to share them with people on your list. But I want to make it very easy for you to access because one of your assignments today is going to be to go out and sign a coach. Present the business today and whatever video it is that you think will relate to that person, send them that video, tell them that it made you think of them, and tell them how right now you have the opportunity to join this team, to go through these trainings and to be able to create a six figure income in a million dollar business. This is your time, you have the tools and we really want to encourage you have the confidence to sponsor, it may be your first coach, it maybe a 50th coach today, but we believe in you, you need to believe in yourself and today you're going to take that next step in building your team.