

TRAINING COURSE

We Believe Something As Fundamental As Nutrition Shouldn't Be Complicated

The training includes three parts: online modules, homework and mentoring calls.

The online modules and homework must be completed 24-hours prior to your mentoring call for each section.

TIMELINE	ONLINE MODULES	HOMEWORK & APPOINTMENTS
Sign-up Week		- Welcome Call - CTC Initial Consultation
Week 1	- Getting Started - Foundations	- Before Training Call #1 Homework - Training Call #1
Week 2	- Marketing - Holistic Approach to Coaching	- Before Training Call #2 Homework - Training Call #2
Week 3	- The Science Behind Nutrition - Nutrition and Chronic Disease - Application When Working With Clients	- Before Role Play Call Homework - CTC Practice & Follow-up Call - Role-Play Call
Week 4	The Initial Consultation	- Before Training Call #3 Homework - Training Call #3
Week 5	- Follow-up Meetings & Client Engagement Between Meetings - Intro To the HSN APP	- Before Training Call #4 Homework - Training Call #4
Week 6	Evaluating Your Program	- Before Training Call #5 Homework - CTC Conversion Call - Training Call #5
Graduation Week		HSN Coach Evaluation

Graduation Requirements: Completed online training, all homework filled in, completed coaching the coaches program, and passed eval.

**This is a recommended timeline. All coaches and owners going through the training must be caught up with the modules and the homework before the associated mentoring call. **

TRAINING COURSE SYLLABUS

Getting Started (3 minutes)

Foundations (3:20) | Total time: 200 Minutes

- Overview (2:00)
- Mission, Vision & Core Values (15:00)
- Nutrition Offerings & Client Journey (25:00)
- Onboarding Individual Clients (16:00)
- Onboarding Challenge Participants (10:00)
- Owner/Manager Role (18:00)
- Nutrition Coach Roles (9:00)
- Getting Your Staff On Board (11:00)
- The Sales Process (94:00)

Complete Homework Before Training Call #1

TRAINING COURSE SYLLABUS

Marketing (2:07) | Total time: 127 Minutes

- Marketing 101 (20:00)
- Making Nutrition Present Online (26:00)
- Making Nutrition Present In Your Gym (10:00)
- Nurturing Your Leads (15:00)
- Nutrition Talks (12:00)
- How To Leverage HSN Content (10:00)
- How To Launch With Individual Coaching (20:00)
- How To Launch With A Challenge (14:00)

Holistic Approach To Coaching (1:52) | Total time: 112 Minutes

- Self-Management & A Client-Centered Approach (14:00)
- Healthy Steps Nutrition Framework: Nutrition (20:00)
- Healthy Steps Nutrition Framework: Sleep (19:00)
- Healthy Steps Nutrition Framework: Stress Management & Mindset (22:00)
- Healthy Steps Nutrition Framework: Support System (21:00)
- Healthy Steps Nutrition Framework: Exercise (8:00)
- Healthy Steps Nutrition Framework: Lifestyle (8:00)

Complete Homework Before Training Call #2

TRAINING COURSE SYLLABUS

The Science Behind Nutrition (1:32) | Total Time: 92 Minutes

- **Macronutrients (15:00)**
- **Micronutrients (17:00)**
- **Role of Sugar (16:00)**
- **A Whole Foods Approach (18:00)**
- **Quality VS Quantity (12:00)**
- **Understanding FAD Diets (14:00)**

Nutrition and Chronic Disease (:32) | Total Time: 32 Minutes

- **Prevalence of Chronic Disease (6:00)**
- **Health Biomarkers (14:00)**
- **Scope of Practice (7:00)**
- **Preventing Chronic Disease (5:00)**

Application When Working With Clients (1:48) | Total Time: 108 minutes

- **Motivational Interviewing (11:00)**
- **Habit-Based Approach Overview (12:00)**
- **Creating A Simple Plan For Success (17:00)**
- **Hand Portions & Macros (13:00)**
- **Using Meal Photos To Increase Client Engagement (19:00)**
- **Coaching Special Populations (15:00)**
- **Taking Measurements (5:00)**
- **Your Value As A Nutrition Coach (16:00)**

Complete Homework Before Role Play Call

The Initial Consultation (2:22) | Total time: 142 minutes

- Before The Initial Consultation (10:00)
- During The Initial Consultation (49:00)
- After The Initial Consultation (14:00)
- Sample Day & Habit Mapping Role-Play (18:00)
- Initial Consultation Role Play (51:00)

Complete Homework Before Training Call #3

**Receive Access To Additional Platform Modules
& App After This Call**

TRAINING COURSE SYLLABUS

Follow-up Meetings and Client Engagement (1:17) | Total time: 77 minutes

- **Before The Follow-up (7:00)**
- **During The Follow-up (14:00)**
- **After The Follow-up (8:00)**
- **Follow-up Meeting Role Play (17:00)**
- **Engagement Between Meetings (31:00)**

HSN App (:52) | Total time: 52 minutes

- **Overview (16:00)**
- **Adding a Client - Start to Finish (16:00)**
- **Creating Custom Habits (8:00)**
- **Automated Programs within the App (4:00)**
- **Adding Biometrics (3:00)**
- **Setting Up The HSN App for Your Challenge (3:00)**
- **What NOT to do (2:00)**
- **Additional App Support**

Complete Homework Before Training Call #4