

This is not a sexy topic but it's an important one! Because as a coach you are an independent business owner. You own an ENTIRE business with the potential to be a million dollar business. So treat it like one and treat yourself like a CEO.

It is super important for you to take responsibility for your business and be your own teacher and advocate when it comes to growing your business. Being part of a successful team is a blessing and the tools, training, community, and resources we have are things that a lot of people don't have but at the same time, the success or failure of your business still remains within you.

Beachbody has an entire Code of Ethics and Policies and Procedures. It is your responsibility to know the rules so you do not break them.

https://faq.beachbody.com/app/answers/detail/a_id/5391/~beachbody-coach-code-of-ethics

When it comes to our team, we also have an unspoken code of ethics. It is basically the **GOLDEN RULE**. Do not do or say anything to other coaches on our team (or in Beachbody in general as you are always a representative of our team) that you would not want done or spoken to you. We are family, so let's treat each other well!

Lastly, since so many of us use Facebook primarily as our way of sharing our journey, connecting with challengers, running our groups, etc. Make sure you understand Facebook's rules. You can look them up online but here's a few quick pointers to help you stay out of "Facebook Jail".

- Do not use URL shorteners like bit.ly or tinyurl. Facebook views them as spam unfortunately.
- Be careful the number of groups you are in, and also that you are an admin of. You may need to police your "groups" section of Facebook periodically as you might be added to groups by makeup or nail decal people that you don't even realize you were added to. If you are in and an admin of too many groups, you risk suspension of your FB account.
- Do not copy and paste mass messages to people. FB views this as spam. When you send out a lot of messages, make sure you are still writing personalized messages to each person.
- FB does not love people using their personal pages to advertise their businesses. So always remember that adding value and sharing is better than "selling". Plus, it will help you build an audience that loves following you and trusts you
- Keep your training documents and challenge group scripts saved on your computer or in google docs or dropbox (not only on FB) just in case for some reason your groups get deleted or you get locked out of your account.
- Do not add people to your groups without their consent. Invite them, yes. But don't just add people. This is not actually a FB rule but it's a team rule because that is spammy and will annoy people and you don't want to do that. ;)
- Be careful the number of pending friend requests you have out at any given time. You could get your account suspended if you are sending out mass amounts of friend requests that are not

being accepted as FB will view this as you spamming people instead of connecting with people who you really know. You can go and cancel pending friend requests easily in your FB account.

TAXES & MONEY

Webinar on tax planning for US vs. Canadian coaches:

http://www.instantpresenter.com/WebConference/RecordingDefault.aspx?c_psrId=EB54DA85894C