

BEACHBODY CHALLENGE COACH OPPORTUNITY PRESENTATION SCRIPT

(For the Beachbody Challenge Coach Opportunity Presentation PowerPoint)

Slide	Script
1	Hi, my name is (___) and I'm a (rank) Coach with Beachbody. I want to welcome you to our Beachbody Challenge presentation. I'm here to share with you information about our company, our products and the opportunity to be a Beachbody Coach.
2	I want to begin with sharing our company's mission, which is to help people achieve their goals and enjoy a healthy, fulfilling life, and that's really what attracted me to becoming a Beachbody Coach.
3	As you can see from these pictures, our products get results! We have thousands of Success Stories just like these, and we believe it is our goal at Beachbody to End the Trend of obesity in America. In fact (tell your story, when you started, the products you used and the results you achieved). Let's watch this brief video by our CEO Carl Daikeler as he tells you about joining a Beachbody Challenge.
4	Play Video – Confirm volume and speakers are working properly.
5	Every time I watch this video I'm so excited about how people all over America are achieving their goals and living healthier lives. It all started back in 1998, when Carl Daikeler and Jon Congdon partnered together to launch this very successful company. With annual sales over \$400 million, Beachbody operates as a profitable, debt-free company and won the Direct Selling Association's Rising Star Award!

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6	<p>What has helped drive this success is our complete solution: offering fitness, nutrition, and support. Listed here are a few of our fitness programs, which you may have seen on television, such as P90X, Turbo Jam, INSANITY and the others. All in all, Beachbody holds the prestigious accomplishment of creating 8 of the number one ranked infomercials—which means as a Coach, whenever I talk to someone about our products, there’s usually instant product recognition backed by more than \$100 million annually in television advertising.</p>
7	<p>So how do we help people looking for solutions? By engaging them in a Beachbody Challenge.</p>
8	<p>As a Coach, I invite people to join my Beachbody Challenge Group. This gives them an opportunity to take part in a fitness program and a nutrition plan and have a chance to win the prizes you saw in the video earlier. I help them get started with a Beachbody Challenge Pack so they have everything they need to achieve their goals.</p>
9	<p>The Beachbody Challenge is a great system for success because it’s easy to invite people to join the Challenge, and to show others how they can start their Challenge Groups. And as Coaches, we earn commissions and incentives.</p>
10	<p>And what could be more simple than finding people by simply asking, “Who do you know who would like to take the Beachbody Challenge?”</p>
11	<p>When you find people to add to your contact list you can invite them to take the Beachbody Challenge through Facebook®, emails, or even in person. And, if you hold a weekly Fit Club, make sure to always extend an invitation to everyone who attends.</p>

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12	<p>As you can see, once we find and invite people to join our Challenge we share information about the Challenge by asking them to watch the Beachbody Challenge video you saw at the beginning of this presentation. Then we explain what the Beachbody Challenge requirements are. So if you are interested, or know anyone who wants to join a group, they will be required to have a fitness program, drink Shakeology as part of their nutrition plan, and take part in group interaction and accountability throughout the entire program. I like to share Success Stories and I always make sure anyone who joins the Challenge will have my support through their entire program.</p>
13	<p>Whenever anyone tells me they are ready to join, I take the time to really learn what their “Why” is for joining the group, because that helps me know what their goals are and how I can help them achieve those goals. Next, I like to help place their orders so they are sure to select the right Beachbody Challenge pack, whether they join as a customer or a Coach. I also set up a private Facebook group for each Challenge group, and I let all my Challenge members know how important it is to take Beachbody Challenge™ and log their workouts in every day for the chance to win cash and prizes. Finally, I make sure to stress the importance of engaging in the group daily for their accountability and valuable support. In fact, as a Coach, it’s so rewarding to see how people helping people is what really helps others get the results they’ve always wanted.</p>
14	<p>There are some wonderful benefits to being a part of a Beachbody Challenge group. It’s a comfortable environment, and everyone in the group has the same focus: to support, encourage, and motivate each other. It’s highly accountable, which as anyone who has tried to make life changes alone knows, can make all the difference! Plus they’re interactive and fun. The group usually makes friendships that last beyond just being in the group.</p>
15	<p>And we don’t want to forget, as a Challenge member you have the opportunity to take part in Beachbody’s contest incentives that range in daily prizes of \$500 to \$1,000 and even a Grand Prize of up to \$100,000.</p>
16	<p>And Beachbody has made it so easy to get everything you need with our Beachbody Challenge packs: Fitness program, Shakeology and our Club membership with a 30-day free trial.</p>

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17	<p>You can see here that we have Challenge Packs for customers with your choice of a fitness program, Shakeology on Home Direct which is our auto-ship program, and as I mentioned earlier a month of Club Membership for free. The Club offers a meal planner, trainer tips and an opportunity to take part in exclusive trainer chats.</p>
18	<p>And here's the really exciting news. If you are considering becoming a Coach and doing what I do, you can order the Challenge Packs at the same price that a customer does and get your Game Plan Tools kit free—that's a \$39.95 value that provides you with all the necessary tools, including videos and important printed materials. All this comes with a full 30-Day Money Back Guarantee on our products and on the Coach Opportunity.</p>
19	<p>I want to show you how Beachbody rewards us with Coach Commissions when someone purchases one of the Beachbody Challenge Packs. You can see here the maximum savings for our customers depending on the pack they choose can range from over \$48 to over \$97, as a Coach we earn retail commission of \$50 to \$105 and Beachbody offers Free shipping on all of our Challenge Packs.</p>
20	<p>And you can see here when we have a team of Coaches who duplicate with Beachbody Challenge Groups, there is potential to earn retail commissions, residual earnings from Shakeology Home Direct and Team Volume. What this model demonstrates is 5 Customers who purchase a P90X Challenge Pack starting in month 1, and have Shakeology and Club commission in months 2 and 3, who then go into a P90X2 Challenge group and purchase their fitness program and continue on Shakeology and Club, the retail and residual commissions that can be earned. Taking this same concept and extending it with a team of your Coaches, where 5 of your downline Coaches duplicate the same model, this would generate Team volume reflected in this graph. Now this would be a "perfect world" example, with everyone duplicating exactly what you do, which isn't very likely, but it's a way of showing you the potential and how to earn as you engage people in Challenge groups.</p>
21	<p>If you are excited about that, I have even better news for you! Beachbody has training available 24/7 in the Coach Training Academy to help new Coaches learn what we call the Game Plan Core Activities, proven to help build a successful business.</p>

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22	<p>We also have great tools to make it so easy to get people engaged in your Beachbody Challenge, including eCards, Web banners, and the Beachbody Challenge video which you can email along with email templates and talking points that help you know what to say when you are inviting people to join your Challenge group. Now let's take a few minutes to hear from Coaches as they share their Beachbody Challenge Success Stories and then we'll see a short video congratulating our Beachbody Challenge Contest winners.</p>
23	<p>Play video</p>
24	<p>Play video</p>
25	<p>Play video</p>
26	<p>Play video</p>
27	<p>Wasn't that amazing! What powerful Success Stories! And they achieved that success by being a part of the Challenge! Now it's time to wrap this up. You're here because someone invited you to hear about Team Beachbody and how we can help you achieve your goals and dreams and get the results you've always wanted. I'm going to ask you to make a decision, to join a Beachbody Challenge, to be willing to commit to the workout program and nutrition plan, and we're here to help you succeed by supporting you toward achieving your fitness and financial goals. Please get with the person who invited you and let's get started!</p>
28	<p>Thank you for joining us! (Invite your guests to sample Shakeology, if applicable, and help them place their orders and join your next Challenge group.)</p>