

Invitations & Consultation Process Scripts

Remember to personalize them!

Invitations:

1. Personally reach out to **someone who has completed a 5-day challenge** to see how their routine is going. It is expected as their coach that you check up on them, & it shows professionalism, so its less of a daunting task ☺ *ex: Hey name! how have you been? Just thought I'd check up with ya, to see how your daily workout & nutrition habits have been going since the challenge?*
2. Personally reach out to a friend who previously expressed a struggle in regards to developing a fitness routine or reaching a fitness goal, or to someone who expresses anything relating to healthy food choices, or workout routine on social media.
3. Create opportunities for conversations relating to fitness & nutrition, by initiating questions on Facebook.

Transitioning from conversation to invitation to challenge group

From your conversation, if any struggle is expressed, **dig deeper** & ask 1-2 questions about the struggle, what their goal is & how they would feel if they reached their goal. Share a tidbit about your experience with that struggle & invite to your next challenge group

(I totally relate! Finding time to workout can be tough! I find the accountability in the challenge groups have really helped me develop consistency. I actually have another challenge coming up x date, is now a better time for you to join us? Time to tackle those goals!)

Transmit hope by sharing your story or stories of people who had same struggles as them, and solutions they found.

Ex: I shared a before and after pic of my results, showing them how challenge groups & Beachbody programs got me fit.

DO NOT SUGGEST ANY PRODUCTS IN THIS PHASE.

If they show an interest in a challenge group, then proceed as follows:

Ok awesome! So here is the link to my intake form; based on your answers, I'll be able to find the right workout & nutrition plan for you, based on your goals, struggles, time available, etc...

I'll send you several options to choose from, and we can see from there! ☺

www.gowithjofitness.com/personal-consultation.html

Response to filled out intake form:

Hey !

Nice to hear from you & I'm real excited to help you reach your fitness goals :)

So I am taking a look at your intake form,
So your goals of ___ are great goals, and they are measurable; which is awesome, because we will be able to evaluate progress every week :)

So as for your current struggles of ____ lack of motivation, no workout routine & skipping breakfast,
definitely relatable and you are not alone!

Motivation levels

One thing when my clients are motivated, they are able to FIND ways, even if they have all the excuses in the world! It really depends on how important it is to you, so the fact that you are motivated 10 out of 10, now is really the time to set

yourself up with a PLAN that is do-able with your routine 💪

That's what I'm here for!

And in this email, here are my ideas for a plan for you :)

I will give you choices, & let me know what sounds best to you!

Me as your coach + joining a challenge group

So, as a coach I have seen clients succeed and fail.

The MOST effective way in my 4 years of coaching is setting up my clients with 1) a nutrition plan, 2) a workout plan & 3) DAILY accountability & my coaching to help you put into practice the plan.

So I definitely think you would be a great match for my coaching & facebook private 21-day challenge group; because you are aware of your struggles & wanting to work on them; so having an accountability group; I think will definitely be VERY useful for you. (when motivation fails for me; I do it anyways, as I don't want to let the group down!)

It's really the only thing that has ever helped me stay consistent, so I'm a huge believer in online fitness challenges! :)

Plus let's not kid ourselves, changing habits on our own is HARD, but changing habits with others & with a coach can actually be FUN!

Nutrition plan

You won't need to drastically change what you eat, but you'll learn about concepts relating to portions, and the right ratios of carbs-fat-protein for a leaner body. (and you'll see how these small consistent changes give BIG results!)

There are several ways of eating to lean out; including weighing your food, counting every calorie, etc.. **but that can get tiresome!**

So I'm a big fan of the fix's colour-coded portion control system; so no calorie counting, or weighing food; its really a VISUAL system that helps you get on track.

This nutrition plan targets FAT loss, and leaning out, and you won't be starving like crash diets! So your tummy will go, and you will build muscle combined with the exercise plan!ne system strong, and gives max results.

In the challenge group, we also drink Shakeology 1x per day;

I find it really helps cravings for sweets and carbs, since it has all your micronutrients, and nourishes your body in a way that cuts cravings for unhealthy things. It really speeds up results, as it helps 1) cut cravings 2)1 less meal per day to plan; so more chances you will stay on track!

Typically, when someone is serious about working towards fitness goals, & working out regularly is part of their routine, taking supplements helps keep immune system strong, and maximizes results.

With Shakeology, its not only a meal-replacement, but it has all your supplements in there as well. (probiotics, micronutrients, omega 3, fiber, etc..) So no pills to swallow! :)

Since you skip breakfast, having this in the morning would be a great option for you, to give you energy & to keep metabolism on 🔥

Workouts

So we will need to hook you up with a workout program that you enjoy.

In our challenge group we workout 5x per week; (which sounds like alot I know!) but its only 30 minutes per day, which is easy to squeeze in; ; especially since i will find a workout plan that you can do AT home, so just press play & you are good to go.

The key to your success will be to stay CONSISTENT;so it becomes part of the routine LONG term.

So its really important for you to find a workout that you enjoy!

These are the programs that came to mind for you, since you enjoy HIITS and

are short on time: (let me know what program inspires you the most)

1) T25, since it uses body weight & is a GREAT workout!

https://www.youtube.com/watch?v=y5mPEpBT_TQ&list=PLvkE6P2a2RcJSTKn_8OcJPZWj2xP08Vso&index=7

and

2) 21-day fix, as it has everything; cardio, weight training (hand weights), cardio, pilates, yoga, and all workouts are 30 minutes.

https://www.youtube.com/watch?v=O_5g5rh1ezY&index=28&list=PLvkE6P2a2RcJSTKn_8OcJPZWj2xP08Vso

3) Turbofire (great cardio & dancey! Lots of fun!)

<https://youtu.be/knXQv9cbCao>

Final options!

So first, let me know which workout program seems more fun to you (they all give great results!) & based on that i will email you some final package options!

Final Options

Ok cool so for your choice of a workout program! Great choice!

Based on that, here are some options for you to choose from :)

Final options!!

1. Shakeology alone = 155\$

2 Challenge pack w/dvds:

Turbofire workout dvd program +turbofire nutrition guide+ 30 meal-replacement Shakeology = 210\$

3. Challenge pack w/1 year streaming of **all Beachbody workout programs**, (including turbofire) (its basically like Netflix but for workouts) + Shakeology + colour-coded containers + meal plan + shaker cup= 186\$

4.Challenge pack w/1 year streaming all Beachbody workouts + 3-day refresh to boost results before you start plan, Shakeology + shaker cup + colour coded containers + meal plan = 237\$

Which option sounds best to you!?

I personally recommend options 3 or 4, just so you can seamlessly move on to another workout program when you are finished w/turbofire ; which is so convenient with the 1 year online streaming! With Dvds where you are "stuck" w/1 program. You the on demand streaming, I love how I can stream workouts

even on my phone while travelling, so there are no excuses! (but that,s just my personal opinion, some people like the dvds , totally up to you!)

Coach sign up option

With options 2, 3 & 4 you are able to sign up as a coach for free, to obtain a 25% discount on future orders (should you like Shakeology & want to continue drinking it, or any other products).

My clients tell me how their friends and family do notice their results & are curious to know what program they are doing.

Should you chose the coach sign-up option, you'd be given a website to refer your friends to, so should they purchase any Beachbody products based off your recommendations, you'd get a 25% commission deposited directly into your account! (this could pay for your own products, or even give you a significant extra income, & rewards like free trips)!

Plus any personal orders you place will be tax-deductible, since this is considered a business expense.

AND If ever you want to work this business seriously, vs. just for fun, I would personally mentor you how to do this & you'd be part of Team123Go, have access to our training website & our exclusive online university by our upline team :)

Logistics, as of your 2nd month as a coach, it costs 20\$/month for your website, business email, & access coach relations.

In terms of cost, you still end up saving about 40\$ on Shakeology with the coach discount, so even if you make zero sales, you'd still be saving 20\$/month.

So let me know option 1,2, 3 or 4 seems better & then if you prefer signing up as a coach for FREE with purchase or simply as a customer 🏋️ & then ill send you the correct link! :) & add you to our challenge group with all the details you need to know to get started.

Let me know if you have any questions!

Send link to specific challenge pack

Hi !

Great choice! I am sure you will love it!

Here is the link for your challenge pack:

You will have to chose your type of Shakeology, there are regular options and

vegan options, my favorites are 1) Chocolate 2) Cafe Latte and 3) Greenberry

You will have to choose between 24 packets (super practical when travelling) or a bag (30 portions) so more bang for your buck.

It automatically comes on monthly auto-ship, but you can cancel that at any time, no hassle. There are other shakes available as well, such as the performance line, so let's see how you like Shakeology, and we can touch base later on that! :)

If you are having trouble with the link, you can text me, and I will help you out! 514-458-8177.

Once your order goes through, let me know, (you can text me) and I will add you to our challenge group, and send you information on how to get started! :)

Woot woot , let's do this!

Order went through, now what?

Hey !

Awesome, everything in the coach online office shows your order went through ok! :)

It should take about 7-9 days before you receive your order,

Here is the info you'll need to get started! :)

www.gowithjofitness.com/21daytools.html is the info you'll need to get started; there is some "pre-challenge" homework to do, so that you're able to measure progress.

This is the link to our challenge

group: www.facebook.com/groups/1332708656843444/ , you'll see the tour of Beachbody on demand video that I made is pinned to the top;

and I also made a short video explaining the challenge rules (they are also in group cover photo)

Attached is an example of a sports nutrition meal plan to get you started, you can always tweak it by replacing a protein with a protein, a carb with a carb, etc..

OR you can also already have a look at the 21-day Fix way of eating (which is pretty consistent with plan below, its just that you can eat the foods you want, so the fix plan is more flexible)

You will get a booklet in the mail; but you can also access it on the ondemand website; (beachbodyondemand.com) and log in using your teambeachbody username and password.

Then go to : PROGRAMS: 21-Day Fix: Program Materials: Eating Plan

On page 6 of eating plan, you'll be able to make calculations to see how many calories you need to be eating to reach results, and on p.7 it will tell you what that corresponds to in terms of # of red containers, purple containers, etc.. you should be filling up and eating per day!

There is also a 21-day fix APP that you can use, to keep track of how many containers/ portions you are up to, which i find super practical!

Let me know what calorie bracket you fall into; & if you need help!

Excited to start with you!

See you in the group!