

The Vital Behaviors of Successful Coaching

1. Be Proof the Products Work

Goal: attain and sustain a healthy lifestyle for yourself that also inspires others

- Complete fitness programs from start to finish & use Beachbody nutrition solutions daily.
 - Share success with this lifestyle, showing how you've incorporated Beachbody products into it.
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2. Connect. Invite. Follow-up.

Goal: help at least 3 new clients every month with a Beachbody solution

- Follow the Success Club System (use Daily Activity Tracker)
 - Always have a group that you can invite someone to join
 - Enroll at least one new Coach each month
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3. Get People Results

Goal: fulfill the Beachbody mission for yourself and your customers while mentoring coaches to do the same thing.

- Create results for **yourself**:
 - Commit to be in business a year from now
 - Develop a compelling vision and purpose for your business
 - Be proactive in finding solutions
 - Find joy in coaching and have fun!
 - Create results for your **customers**:
 - Run effective groups that customers enjoy
 - Provide great customer service
 - Recognize and celebrate achievement
 - Create results for your **Coaches**
 - Assist new Coaches to earn their first commission in their first 10 days
 - Know your Coach's business goals and support them in achieving them
 - Train and keep them accountable to the Success Club system
 - Train on how to run an effective Challenge Group and Coach 'sneak peek'
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4. Do Personal Development

Goal: to grow to your potential, to increase confidence and improve your skillsets

- Do at least 20 min of personal/professional development daily
- Attend all events