

# GET STARTED RIGHT WORKBOOK



TEAM  BEACHBODY®

**GAME PLAN**  
TOOLS

## Welcome to Team Beachbody

I want to welcome you to Team Beachbody® and tell you how proud I am to share this incredible opportunity with you. As Chairman and CEO of Beachbody, a \$400 million direct marketing company specializing in health and fitness, I'm convinced that we're redefining the \$60 billion business of fitness and weight loss and on our way to capturing massive market share in a very short time.

In fact, I want to ask you to truly become my partner in our mission to help others achieve their goals and lead more fulfilling lives. As a Team Beachbody Coach, you are now part of the solution, helping others lead healthier lives and End the Trend® of obesity once and for all. I'm providing you with the opportunity to become the CEO of your own business and supporting you with the comprehensive Game Plan training and tools, a proven success system to help you achieve your goals.

Everything you need to launch a successful business is available to you. Now the decision to go for it is yours. Let's get started.



Carl Daikeler  
Chairman and CEO  
Beachbody, LLC

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## Getting Started

Your Get Started Right Workbook provides you with different exercises to complete as you go through each of the Game Plan Basics lessons in the Coach Training Academy. These exercises are designed to help you create a solid foundation and understanding as you start your business. After each lesson you will be directed to the Workbook to fill in the information that applies to that lesson.



**Complete Your *Get Started Right* Interview within 48 Hours**

First things first as we get started, having your own Get Started Right Interview is key to your own success and will also be a powerful tool in helping new Coaches as they join Team Beachbody. If you haven't already done so, you need to connect with your upline Coach to schedule your own Get Started Right Interview. They'll help take you through the activities listed on the following pages to better prepare you to open your Team Beachbody business.

## GAME PLAN ①

### Be a Product of the Product

**Work Out Daily with a Beachbody Fitness Program.** Each person has his or her own individual personal fitness and nutrition goals. Your Sponsor will help you select the best program for you and also support you along your fitness journey. To help you better define your fitness goals, you can use the following questions. And remember, as you begin to realize your goals, you'll be creating your personal story of success to share and inspire others.

# My Fitness Goals

Today's Date: \_\_\_\_\_

## List Your Current:

Weight: \_\_\_\_\_ Measurements: Chest: \_\_\_\_\_ Waist: \_\_\_\_\_ Hips: \_\_\_\_\_

## List Your Future:

Weight: \_\_\_\_\_ Measurements: Chest: \_\_\_\_\_ Waist: \_\_\_\_\_ Hips: \_\_\_\_\_

List Other Fitness Goals: \_\_\_\_\_  
(For example: lose 3% body fat, run a 10k, swim a mile)

The date you'll start your fitness program: \_\_\_\_\_

What do you want to achieve in 30 days? \_\_\_\_\_

What do you want to achieve in 60 days? \_\_\_\_\_

What do you want to achieve in 90 days? \_\_\_\_\_

## My Fitness Program:

List the fitness program you have selected: \_\_\_\_\_

## My Nutrition Program:

List the nutrition products you have selected: \_\_\_\_\_

- |                                                              |                                                              |
|--------------------------------------------------------------|--------------------------------------------------------------|
| <input type="checkbox"/> Shakeology®                         | <input type="checkbox"/> Joint Support Super formula         |
| <input type="checkbox"/> P90X® Results and Recovery Formula® | <input type="checkbox"/> Shakeology® Boost: The Fiber        |
| <input type="checkbox"/> Core Omega-3™                       | <input type="checkbox"/> P90X® Peak Performance Protein Bars |
| <input type="checkbox"/> Core Cat-Mag™                       | <input type="checkbox"/> HerbaL Immune Boost                 |
| <input type="checkbox"/> ActiVit® Multivitamin Formula       |                                                              |

## I Have Enrolled in Team Beachbody Club:

- |                                                           |                                                                                        |
|-----------------------------------------------------------|----------------------------------------------------------------------------------------|
| <input type="checkbox"/> I have set up my club profile    | <input type="checkbox"/> I know where to go to get answers                             |
| <input type="checkbox"/> I have scheduled my workouts     | <input type="checkbox"/> I've seen the schedule for live chats with celebrity trainers |
| <input type="checkbox"/> I have recorded my fitness goals | <input type="checkbox"/> I've set up my meal planner and printed the shopping list     |


# GAME PLAN 2

## Share Beachbody with two people every day using the sharing cycle.

As you learned in the Game Plan 2 Lesson, successful Coaches are looking for opportunities to share every day. When we say "share," what we mean is actually asking someone to watch or listen to a Beachbody Sharing Tool or to attend an event to learn about Beachbody products and opportunities. Your role is to engage in the Sharing Cycle by continually finding, inviting, sharing, and sponsoring.



You'll want to print out the [Memory Jogger](#) and use this to help you build your [Contact List](#). Remember to always keep your Contact List with you, add people you meet, and ask for referrals. Use the online interactive [Contact List](#) PDF\* and digitally save contact information as you go or print it out and carry it with you so that you can add people to your list on the spot. Remember to add new people to your list daily.

**RANK:** A=Hot Market Leads B=Warm Market Leads C=Cold Market Leads

| Rank (A, B, C) | First Name | Last Name | Email | Phone | Contact Date | Follow-Up Date | Comment |
|----------------|------------|-----------|-------|-------|--------------|----------------|---------|
| 1              |            |           |       |       |              |                |         |
| 2              |            |           |       |       |              |                |         |
| 3              |            |           |       |       |              |                |         |
| 4              |            |           |       |       |              |                |         |
| 5              |            |           |       |       |              |                |         |
| 6              |            |           |       |       |              |                |         |
| 7              |            |           |       |       |              |                |         |
| 8              |            |           |       |       |              |                |         |
| 9              |            |           |       |       |              |                |         |
| 10             |            |           |       |       |              |                |         |
| 11             |            |           |       |       |              |                |         |
| 12             |            |           |       |       |              |                |         |
| 13             |            |           |       |       |              |                |         |
| 14             |            |           |       |       |              |                |         |
| 15             |            |           |       |       |              |                |         |
| 16             |            |           |       |       |              |                |         |
| 17             |            |           |       |       |              |                |         |
| 18             |            |           |       |       |              |                |         |
| 19             |            |           |       |       |              |                |         |
| 20             |            |           |       |       |              |                |         |

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# GAME PLAN 3

## Hold Get Started Right Interviews within 48 Hours

In Lesson 3 of the Game Plan, you learned the importance of defining your “Why.” Knowing what really motivates you will help your vision become a reality. And by developing a clearly defined “Why,” both you and your Sponsor will be able to develop a powerful action plan that will allow you to reach your goals. So drill deep. Ask yourself for clear, specific answers. This is going to help YOU see where you’re going. And “Why” you really want to get there. Zeroing in on your “Why” is a process of getting more and more specific. Here are a few examples of “Whys”:

- I want to be debt free.
- I want the time to be able to attend my children’s activities.
- I want to help my spouse retire early.
- I want to take my family on a vacation every year to an exotic location.
- I want to own a home.
- I’d like to redecorate my living room.
- I want to write a book.
- I want to pay for my kid’s education without going into debt.

## The following questions will help you develop a clearly defined “Why.”

### • If you were to accomplish your physical fitness dreams:

- What would you look like? .....
- What could you do that you can’t do now? .....
- How would you feel about yourself? .....

### • If you were to accomplish your financial dreams:

- How would you spend your days? .....
- Where would you go on vacation? .....
- How would your life change? .....
- What about this new life would be most important to you? .....
- .....

# GAME PLAN 3



• **What would your life look like?**

Take a few minutes to write a short story about what your life would look like when your physical and financial dreams have been realized.

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• **Review what you have written, then in one sentence, describe your “Why.”**

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## Create your action plan.

• **How much time each day and each week will you devote to your new business?**

Day: .....

Week: .....

# GAME PLAN 3

**What are your short-term financial goals?**

Short-Term Goal #1 .....

Short-Term Goal #2 .....

**How much money will you need each month to reach your short-term goals?**

Short-Term Goal #1 .....

Short-Term Goal #2 .....

**By what date do you want to reach your short-term goals?**

Short-Term Goal #1 .....

Short-Term Goal #2 .....

**What are your long-term financial goals?**

Long-Term Goal #1 .....

Long-Term Goal #2 .....

**How much money will you need each month to reach your long-term goals?**

Long-Term Goal #1 .....

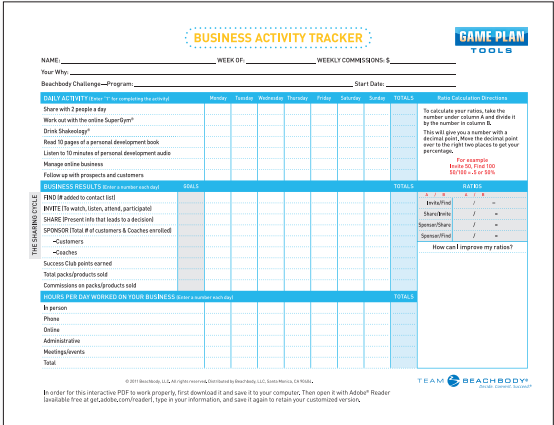
Long-Term Goal #2 .....

**By what date do you want to reach your long-term goals?**

Long-Term Goal #1 .....

Long-Term Goal #2 .....

Your Sponsor will now work with you to develop your action plan and schedule the activities that will help you meet your goals. Use the [Business Activity Tracker PDF](#) to enter your activities. Remember also to schedule a consistent weekly accountability call with your Sponsor to go over your weekly results.





# Game Plan 3

## Treat Your Business Like a Business

In Lesson 4, you've learned the importance of committing to be in this business for a year and finding a Success Partner. Your Success Partner is someone you can connect with on a regular basis to help hold you accountable to your week's activities and offer you support and encouragement.

• **List your Success Partner:** Name: .....

Phone: .....

Email: .....


• **Hold weekly planning sessions and manage your time**

Use a calendar and identify all your current commitments. Be sure to block out time each day for your Beachbody business. Focus on the six core **Game Plan** activities and work your plan every day.

|          | Monday             | Tuesday            | Wednesday          | Thursday           | Friday             | Saturday           | Sunday             |
|----------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 8:00 am  |                    |                    |                    |                    | Beachbody Business |                    |                    |
| 9:00 am  | Beachbody Business |                    |                    |                    |                    |                    |                    |
| 10:00 am |                    |                    | Beachbody Business |                    |                    |                    |                    |
| 11:00 am |                    |                    |                    |                    |                    |                    | Beachbody Business |
| 12 noon  |                    |                    |                    |                    |                    |                    |                    |
| 1:00 pm  |                    |                    |                    |                    |                    |                    |                    |
| 2:00 pm  |                    |                    |                    |                    |                    |                    |                    |
| 3:00 pm  |                    |                    |                    |                    |                    | Beachbody Business |                    |
| 4:00 pm  |                    |                    |                    |                    |                    |                    |                    |
| 5:00 pm  |                    |                    |                    |                    |                    |                    |                    |
| 6:00 pm  |                    |                    |                    |                    |                    |                    |                    |
| 7:00 pm  |                    |                    |                    | Beachbody Business |                    |                    |                    |
| 8:00 pm  |                    |                    |                    |                    |                    |                    |                    |
| 9:00 pm  |                    |                    |                    |                    |                    |                    |                    |
| 10:00 pm |                    | Beachbody Business |                    |                    |                    |                    |                    |
| 11:00 pm |                    |                    |                    |                    |                    |                    |                    |

### THE GAME PLAN

Our core purpose is to help people achieve their goals and enjoy a healthy, fulfilling life. To achieve this core purpose, Team Beachbody® Coaches engage in six core activities.

- 1 Be A Product of The Product**
  - Workout daily with a Beachbody fitness program
  - Drink Shakeology® daily
  - Log into WOWY SuperGym® daily
- 2 Share Beachbody With Two People Every Day Using The Sharing Cycle**
  - **FIND:** Always be building your contact list
  - **INVITE:** Ask them to watch, listen or attend
  - **SHARE:** Present the product line and opportunity via the appropriate Beachbody sharing tool, Webinar, conference call, or event
  - **SPONSOR:** Enroll them as a customer or Coach with a complete solution (fitness program, nutrition on Home Direct, and Club) that will help them reach their goal
- 3 Hold "Get Started Right" Interviews within 48 Hours**
  - Identify their "Why"
  - Establish realistic, achievable goals
  - Create an action plan
  - Partner with new Coaches for 90 days
- 4 Treat Your Business Like a Business**
  - Don't work alone, find a Success Partner
  - Hold weekly planning sessions and manage your time
  - Focus on the six core Game Plan activities and work your plan every day
  - Commit to be in business one year from now
- 5 Be An Active Team Member**
  - Know and actively communicate with your team
  - Check for news and team activity in your online office daily
  - Attend local Fit Club events, webinars, trainings, calls
  - Attend the annual Coach Summit and corporate events
- 6 Become A Leader**
  - Lead by example
  - Focus on helping people achieve their goals
  - Listen to 10 minutes and read 10 pages of personal development daily
  - Teach your team to follow the Game Plan

TEAM BEACHBODY®

# GAME PLAN 5

## Be an Active Team Member

- Know your support team

You may be in business for yourself, but you're not by yourself. Your Upline Coaches are invested in your success. They will provide the guidance and motivation to help you succeed.

Ask your upline Sponsor for the following information:

### My Coach Sponsor is:

.....  
Name

.....  
Email

.....  
Phone

### My Diamond Coach is:

.....  
Name

.....  
Email

.....  
Phone

### My Star Diamond Coach Is:

.....  
Name

.....  
Email

.....  
Phone

### Coach Relations:

*Coach Relations*

.....  
Name

*coachrelations@teambeachbody.com*

.....  
Email

*1 (800) 240-0913*

.....  
Phone

# GAME PLAN 5

In Lesson 5, you learned how important it is to actively communicate with your team. You'll find important information in the Coach Online Office, in the Breaking Coach News and News & Training sections. Fill in the areas listed below so you know how to get connected immediately.

- Conference Calls:**

**National Coach Call every Monday 9:00 am Pacific Time** .....

Team Conference Calls .....

.....

- Webinars:**

**Check the Coach Online Office for a listing of Webinars**

Team Conference Calls .....

.....

- Events:**

**Check the Coach Online Office for the following events in your area under Local Events**

.....

Beachbody® Shake & Share™ Events

.....

Fit Club Events

.....

Coach Opportunity Meetings

.....

Local Trainings

.....

Corporate Events

.....

Regional Corporate Events

.....

Summit

.....

Success Club Leadership Conference

# GAME PLAN 6

## Become a Leader

In Lesson 6, you learned that as your team grows, they will follow your example. You also learned the importance of focusing on helping people achieve their goals by being genuine and sincere as you build trusting relationships with them.

Personal development is about becoming a better you. By listening to 10 minutes and reading 10 pages of personal development daily, you will greatly increase your individual and leadership skills.

**Choose a book or audio from this list to begin your personal development activity, or choose from others that inspire you:**

**Audio**

- **Awaken the Giant Within**  
by Anthony Robbins
- **The Success Principles**  
by Jack Canfield
- **The 7 Habits of Highly Effective People**  
by Stephen R. Covey
- **Go for No**  
by Richard Fenton and Andrea Waltz
- **The Psychology of Winning**  
by Dr. Denis Waitley
- **The Art of Influence**  
by Chris Widener

**Book**

- **Design Your Best Year Ever**  
by Darren Hardy
- **Eat That Frog!**  
by Brian Tracy
- **Good to Great**  
by Jim Collins
- **Attitude Is Everything for Success**  
by Keith D. Harrell
- **The 17 Indisputable Laws of Teamwork**  
by John C. Maxwell
- **Influencer—The Power to Change Anything**  
by Patterson, Grenny, Maxfield, McMillan, Switzler

**List the book and audio you have chosen:**

.....

.....

.....

## Make Your Dreams a Reality



There's no telling how far your physical and financial transformations can take you. For some, it means living better while living longer and spending more active time with their family. For others it may mean simply making enough for a car payment—or it could mean a ticket to paradise.

### **It's your goal. Your motivation. Your "Why."**

You're off to a great start and ready to run a business destined for growth; to achieve your goals and help other people achieve their goals; and enjoy a healthy, fulfilling life.