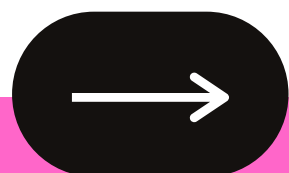


YOUR ULTIMATE GUIDE TO

BECOMING A COACH

INFO ON BECOMING A TEAM NOLA FIT & TONE
COACH





WELCOME

CONGRATULATIONS! on starting your coaching journey! I am so honored you decided to check out what being a coach is and how you can join my team! Our team is full of a lot of heart and lots of hustle and although we come from all different kinds of backgrounds, we have the common goal of helping others achieve their goals and lead healthy and fulfilling lives! Read each page for more info, then follow the actions steps at the end to sign up!

**Love your future sponsor,
Heather Newman**

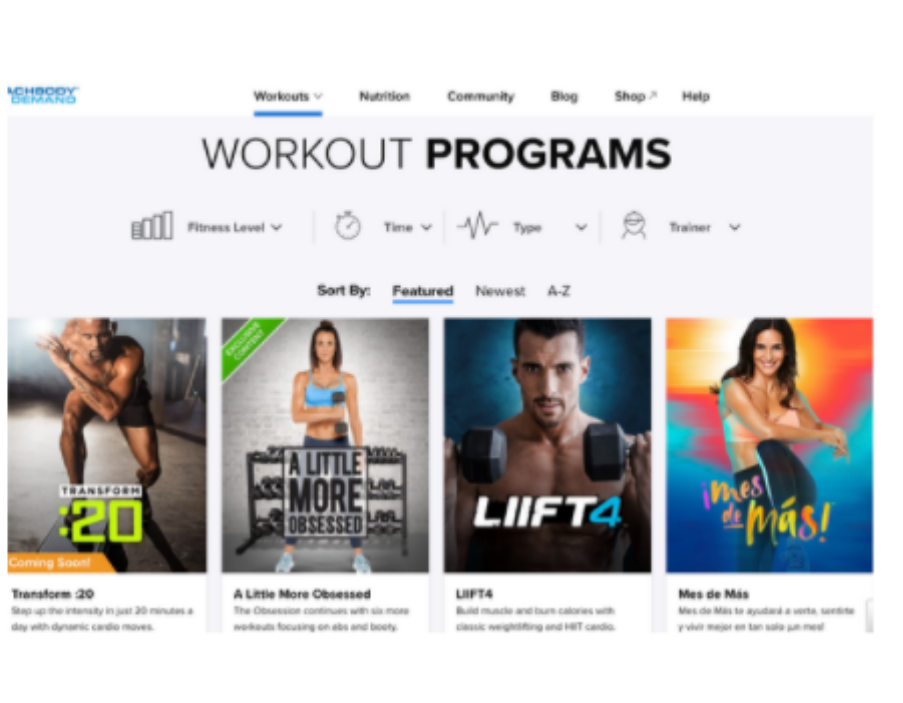
#NOLAFIT

WHAT DOES A COACH DO?

AS A COACH WE.....



Use these amazing programs and products ourselves to get results while we help others by recommending the best ones for them! We have Beachbody on Demand which is pretty much the Netflix of Fitness Programs! Not only are our programs on BOD are developed by the top fitness experts in the world but they also come with individualized meal plans!



*Vegan & Regular Shakeology formulas available!

We focus on nutrition just as much as the fitness! Shakeology is hands-down the best nutritional shake out there. We have so many other amazing nutritional supplements and we're constantly creating new ones... including the performance line (which is even a sponsor of the Ironman) and we can't forget about our oh-so-popular pre workout formula "energize" and our deliciously addicting beach bars!

#NOLAFIT

SHARING & BUILDING A SISTERHOOD

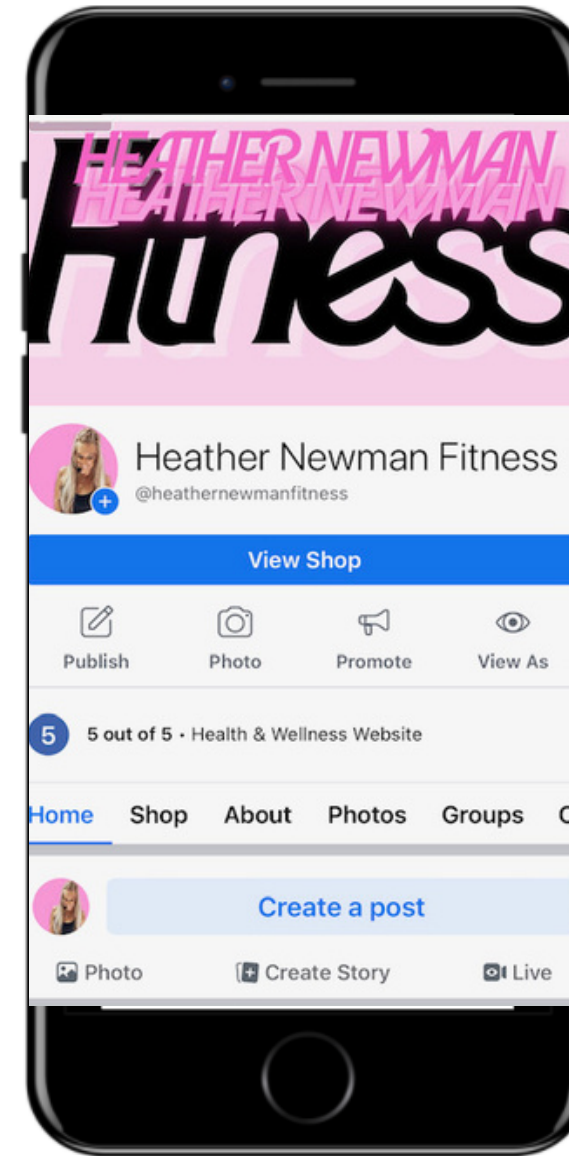
SHARING ON... SOCIAL MEDIA

We authentically share our journey and experience with our amazing programs and products - which inspires others to start! Social media is a great tool to do this!

Don't let social media scare you! I will teach you how to create your "brand" so you don't come off salesy, and how to communicate with others so you'll be building a network in no time!

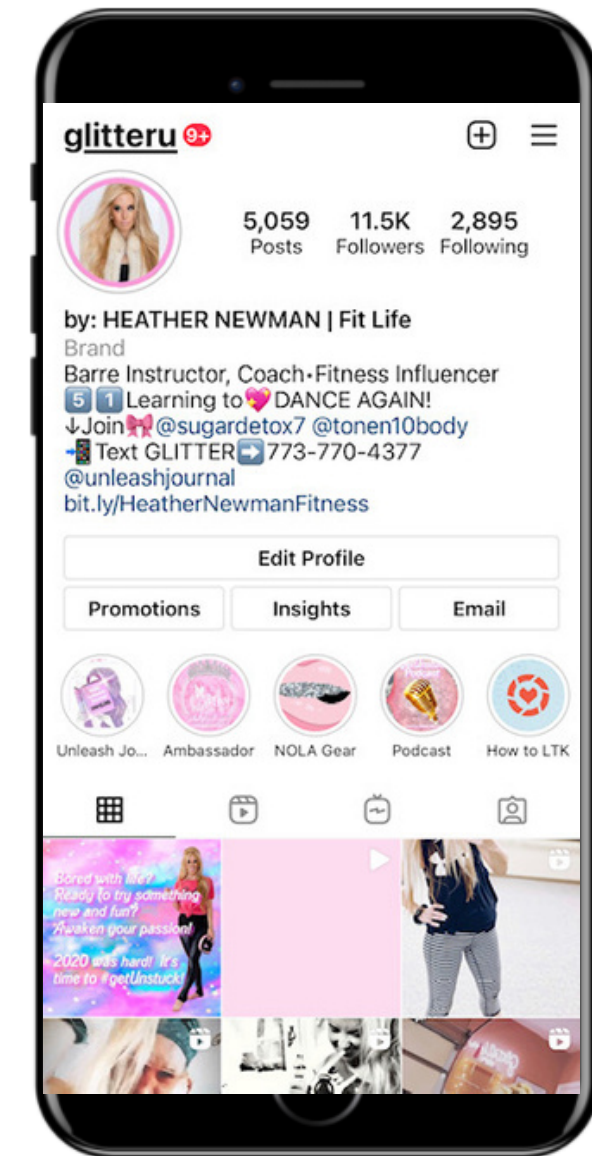
Think progress, not perfection. As coaches, we're all just real people who have the same struggles as everyone else. But we lead by example and show others how they can get it done too. We push and we show up for ourselves. You do not need to be at your own health and fitness goals to start helping others. Sharing where you are now is inspiring for others like YOU! It will inspire them to come to you and ask what you are doing!

Your job is to help them find a program perfect for them and then support them on their journey!



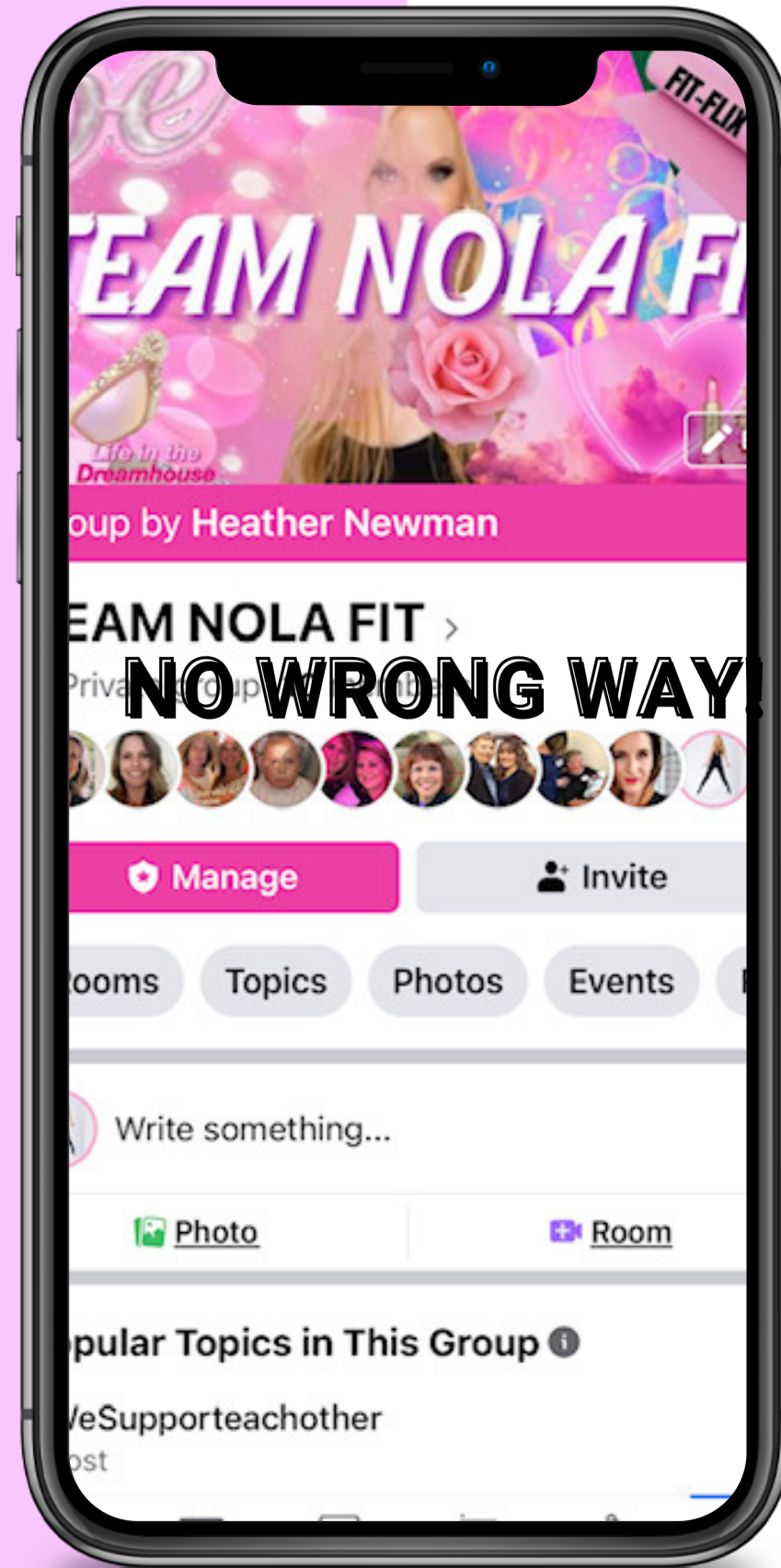
*Remember, you are joining a TEAM of amazingly supportive coaches and you'll have tons of resources in your online office. If you aren't sure what program to suggest to someone don't hesitate to ask! You'll learn quickly because...we've got you!

*Facebook & Instagram are amazing social media platforms to connect with others and build a network. Where I come in, as your guide & mentor, is helping you create your "influencer brand" on social media so you are relatable and not "salesy."



#NOLAFIT

#NOLAFIT



How do we support our customers?

So how exactly do we support our customers? Through online private challenge groups we run on BOD Groups (or, some of my coaches choose to run their groups on facebook!) These are judgment-free accountability groups where we do daily check-ins, shared tips, struggles, recipes, giveaways, and more to help each other out!

Currently, I run an accountability group every month with my coaches and customers who want to participate. There is no WRONG way to run your business and if you want to do other challenge groups, you totally can! As a brand new coach you are more than welcome to join and add your people to my group until you are comfortable running your own!

WHY YOU SHOULD JOIN OUR TEAM & PARTNER WITH BEACHBODY

US!

we da bomb... basically.

As coaches there's no creating meal plans or workout plans - they're already created by the experts! We just align people with the right ones for them and they're proven to work so all the work is done for you! Beachbody prides itself in delivering results and that happens because of rigorous testing and making sure that they're constantly innovating and I love that they have something for everyone!

There's NO inventory! They handle everything for us - the shipping, and the customer service. There's no big buy-ins as a coach and there's zero sales requirements for you to remain a coach and get commissions! However, you are given extra rewards for remaining on a monthly home direct order and being a product of the product!



On our team, we are constantly training and supporting our coaches for business goals and health & fitness goals! We host weekly calls and have an extremely supportive team page with tons of info/training! You can join your new teammates for a number of our events and workshops!

Beachbody gives monthly rewards as well as earned vacations! These rewards and trips are earned by helping people and helping your team be successful! Our team's favorite trip is the success club trip! You can even bring your family! Our team had so much fun on past trips and we would love to see you on a future trip with us!

HOW DO YOU EARN AN INCOME?

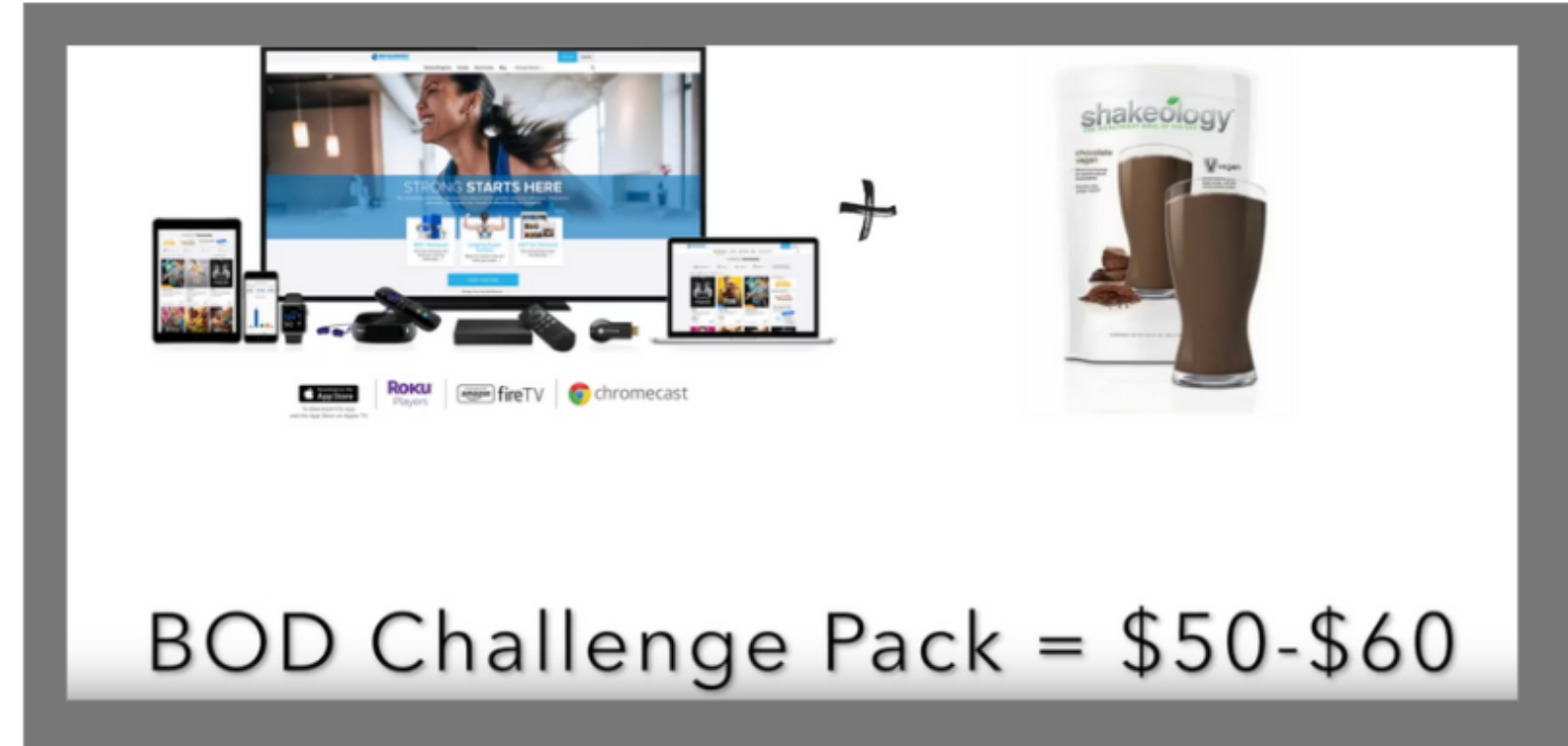
Part 1: Commissions

We earn a 25-40% through retail commissions. We earn 40% commissions on memberships. (Beachbody on Demand annual membership you earn \$40) and we earn 25-36% commissions on challenge packs. A challenge pack is one of our BOD memberships plus Shakeology or a performance line stack which is our post-workout recovery shake plus our pre workout energize. Not only are these a total package for the best results, but when bundled together they're HEAVILY discounted! So it's the best deal for our customers! With a Beachbody on Demand challenge pack, you earn \$50 to \$60 and we have all different options for challenge packs - even a mega challenge pack where your customer is going to get everything they need!

example:



LIIFT4 Mega Challenge Pack = \$150



It's important to stress the value of the challenge pack to your customers because Fitness PLUS Nutrition PLUS Support equals RESULTS! We want to offer them the total body solution of a fitness program, shakeology, nutrition plan and the support of our challenge group! - Which are the amazing tools we use as coaches to get results too!

HOW DO YOU EARN AN INCOME?



Part 2: Residual Income

This is when our customers continue their monthly orders of our products. For example, each month that your customer continues their Shakeology order you get \$32 in commissions. If a customer continues their performance stack, you get \$30 a month. Their delicious beach bars? \$30 a month. So, imagine if you had THREE people who are ordering monthly!? YOUR Shakeology would be paid for!



BOD Annual Membership = \$40

The Value of Residual Income

| | COMMISSIONS | | |
|--------------------------|--------------------|-------------------------|-------------------------|
| | MONTH 1 | MONTH 2 | MONTH 3 |
| LIIFT4 CHALLENGE PACK | 3 x \$60 =\$180 | 3 x \$60 =\$180 | 3 x \$60 =\$180 |
| SHAKEO: RESIDUAL MONTH 1 | | 3 x \$32.48 =\$97.44 | 3 x \$32.48 =\$97.44 |
| SHAKEO: RESIDUAL MONTH 2 | | | 3 x \$32.48 =\$97.44 |
| TOTAL COMMISSIONS | \$180 | \$277 | \$374 |

And here's the real magic of residual income. Let's say you help 3 people get started with the standard LIIFT4 challenge pack that includes Shakeology. You earned \$60 commission on each one of those so you earned \$180 in your first month! In month 2, you helped another 3 people and those customers from month one continue their shakeology orders. You would now earn \$277 in your 2nd month! And in month 3, you do the exact same thing plus your month 1 and month 2 customers continue their shakeology. In month 3 you would now earn \$374 a month! We're sure you can see how that can add up and on top of that we also get residuals every year on the Beachbody On Demand membership. So if you had three people renew their memberships in one month, that's \$120 in commissions! WINNING FOR EVERYONE!

HOW DO YOU EARN AN INCOME?

Part 3: BONUSES

Because you can only help so many people on your own, you tap into amazing bonus opportunities with Beachbody's compensation plan! When you make the decision to start to grow a TEAM, this is where the magic happens!

FAST START BONUS

\$100 every time you sign up five new coaches within a five week period on your (our) team with a challenge pack or shakeology home direct order!

MATCHING BONUS

If there are coaches on your team that are earning a Team cycle bonus, you are given 5-10% of that (matched.)



OWN YOUR BUSINESS

Set some goals

This is your business and you get to build it however you want! Because it's all online, it's flexible hours so you get to decide if you want to work towards a part-time income or a full-time income. And your goals can change at any time so don't ever discount the fact that you could make this a full-time income! Many of the full-time coaches on my team have never intended to leave their full-time careers. But goals and circumstances change when you start to reap the benefits of this amazing business as well as get the pure satisfaction of helping other people and getting those messages of "you changed my life!" It's really really hard not to want to do this every second of every day! Especially once you realize there's no ceiling on your income potential and you get the freedom to work the hours you want, whenever you want!



Pick your Path!

YOUR business means YOUR rules!



GET STARTED RIGHT

you gotta sign up with a challenge pack!

First things first. Sign up with a challenge pack to get the best deal. That's ALL that you have to invest into building a business of your dreams and get your \$40 coach sign-up fee WAIVED! It's also an investment in yourself (fitness + nutrition) and well, that's the best investment you could ever make!

Take a look at the challenge packs & add-ons available here:

<https://www.teambeachbody.com/shop/us/b/challenge-packs>

CLICK HERE

If you're unsure, I always recommend starting with a Beachbody on demand challenge pack paired with shakeology (\$160.) That way you can try out the programs in BOD and get started on the amazingness Shakeology has to offer.



Your only requirement is a \$15.95/month business service fee and it covers your websites that Beachbody gives to you, as well as your coach online office to help you run your business and the 24/7 coach support/customer service and the inventory and order fulfillment because remember, we don't have to stock up on a bunch of inventory! (yay!) This fee also goes toward the trainings and support that's available in the online office.

If you or your spouse are active duty military, or veterans... your monthly fee is waived!



You can cancel at any time. We don't have any long-term commitments or anything like that.



YOUR ACTION STEPS

1. SEND ME A MESSAGE OR EMAIL WITH THE FOLLOWING INFORMATION:

- Your E-mail address
- Challenge Pack you'd like to sign up with
- Shakeology flavor you'd like (or specify if you'd like a performance stack instead.)

WAYS TO CONTACT ME:

EMAIL: Heathernewmanfitness@gmail.com

FACEBOOK MESSAGE: www.facebook.com/HeatherLNewman

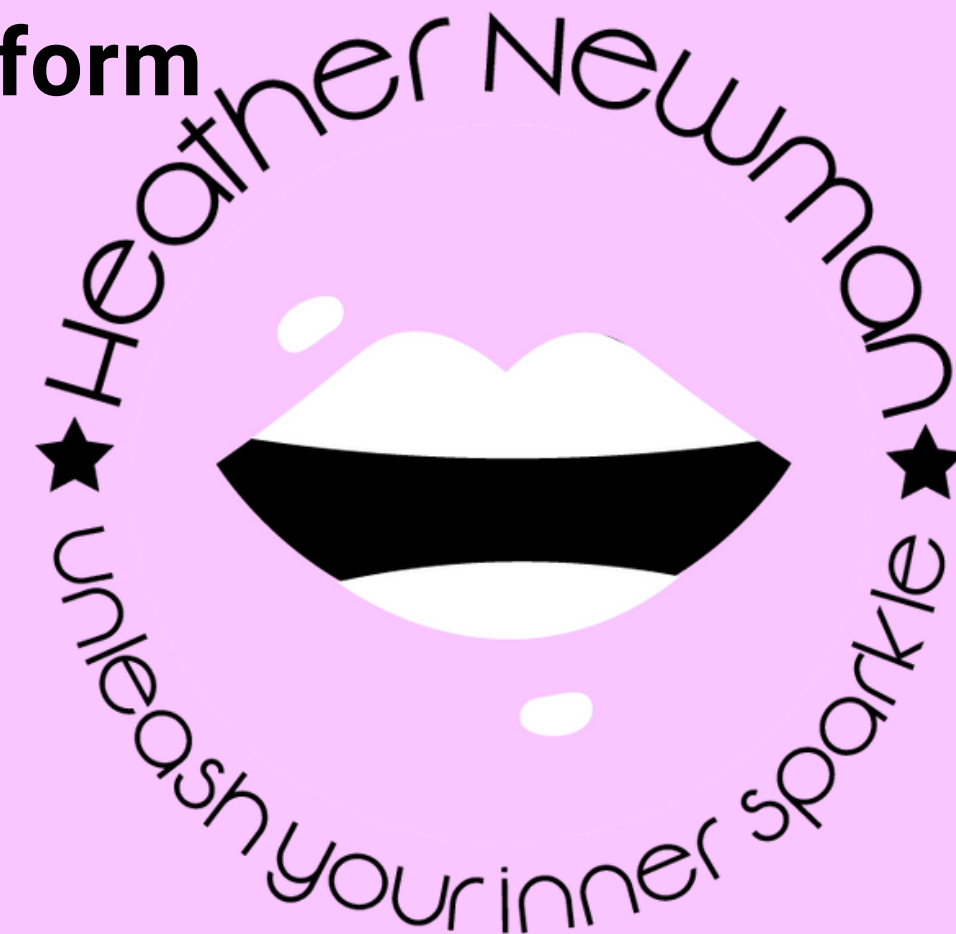
Subscribe to my website: www.GlitterU.com fill out contact form

2. COMPLETE YOUR SHARE-A-CART

Once you have sent me the information above I will send you a customized link (share-a-cart) with your enrollment ready to be completed! All you have to do is follow the steps to officially enroll!

3. GET STARTED IN OUR TEAM PAGE AND SETTING UP A CALL WITH ME!

Once you have enrolled I will get you set up in my team page and tag you in all of the new coach stuff! We will work together over the next several weeks to get your social media pages up and running and get you helping people reach their health and fitness goals!



I AM SO EXCITED FOR YOU!



WELCOME TO THE TEAM!