



The
RAINMAKERS

Est 2013
PASSION OVER FEAR



A red rounded square with a white dashed border is centered on a brown ribbon graphic. The word "New" is written in a white cursive font, and "COACH CHECKLIST" is written in a bold, black, sans-serif font below it.

New COACH CHECKLIST

- Get active on Shakeology Home Direct**
(If you enrolled with a challenge pack, you were already auto-enrolled for this.)
- Create your Team Beachbody profile**
Include any before AND after photo and bio. Fill out 80% of your profile to qualify for incentive programs.
- Be a product of the product**
Use Shakeology and workout daily. You can't be passionate about something you don't use.
- Get organized**
Print this agenda and begin creating your coach binder to store important documents.
- Bookmark CoachingCodes.com**
...to auto generate short links to products.
- Book your first phone call with your sponsor coach.**
- Login and checkout your coach online office.**
Teambeachbody.com/YOURUSERNAME Coach > Coach Online > Set up your EFT for direct deposit > My EFT Office
- Go through the team website to see what training is available to you.**
Rainmakertoolkit.com
- Commit to listen to the National Wake Up Call**
Monday at 8am PST (832) 225-2055 Pin 90405#
Recording Playback # (832) 225-5065
- HAVE FUN!**

YOUR WHY:

Design Your
PERFECT
Life

Every great idea begins with a vision. Knowing what you want out of life and WHY you want it is imperative to any great business idea succeeding.

Let's dig a little deeper into what lights a fire in your soul.

FINANCIAL
GOALS

FAMILY
GOALS

TRAVEL
GOALS

RELATIONSHIP
GOALS

EDUCATION
GOALS

List the skills, resources, knowledge, connections you'll need to accomplish each goal.



People who write down their goals earn 9x as much over their lifetimes as the people who don't, and yet 80% of Americans say they don't have goals. 16% have goals but don't write them down. Less than 4% write them down. Less than 1% review their goals. Guess which 1%?

CHARITABLE
GOALS

SPIRITUAL
GOALS

HEALTH
GOALS

CAREER
GOALS

ADVENTURE
GOALS



BREAKDOWN YOUR *Goals*

GOAL: _____

If you achieve this it will mean that: _____

TO DO ASAP	SHORTER TERM PLAN:	LONG TERM PLAN:

ACTION STEPS BRAIN DUMP:

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NOTES:



When you design a business around the skills and passions that light you up, you wind up creating a life of insane joy!

ENVIRONMENT What inspires you visually? Create a surrounding that lights your soul on fire. What candle scents? Colors? Music? Patterns?	HOBBIES What topics could you talk about for hours on end? Brainstorm how you could provide valuable content around those topics. Fashion? Travel? Family? Spiritual? Cooking? Budgeting?	SKILLS What are you already good at and how can you continue to improve those skills for your business? Are you creative? Strong leader? Visionary? Organized? Task master? Strong relationship builder? Professional fun haver?	PASSIONS What motivates you? What skills do you posses that make you stand out from the crowd?

YOUR STORY

*What makes you
different & relatable?*

*Why did you become a coach? How has/will this business
and the products improve your life?
Be vulnerable here. Where is your pain from your past
and how can this opportunity relieve it?
How can your past inspire others and help relieve their pain?*

YOUR WHO:*Your Ideal Customer*

Knowing who you want to serve will help you determine your messaging in your posts. When you're writing, write like you're talking to one person and they are a dear friend.

GIVE YOUR IDEAL CLIENT A NAME:

AGE: _____

INCOME LEVEL: _____

EDUCATION: _____

WHERE DO THEY LIVE: _____

OCCUPATION: _____

BLOGS THEY LIKE: _____

SOCIAL MEDIA PLATFORMS THEY USE: _____

MARRIED: _____

CHILDREN: _____

WHAT ARE THEIR DREAMS: _____

WHAT DO THEY DO FOR FUN: _____

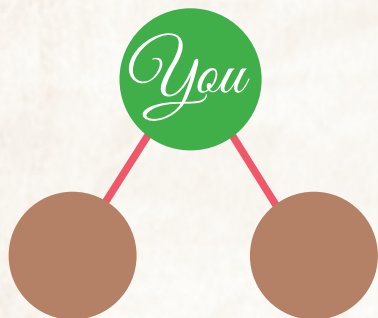
WHAT ISSUES OR PROBLEMS ARE THEY FACING?

WHAT NEEDS DO THEY HAVE & HOW CAN YOU FILL THAT NEED?

WHAT KIND OF CREATIVE VISUALS DO THEY RESPOND TO?**EXAMPLE: BRIGHT BOLD COLORS, VINTAGE LOOKS, SIMPLE CLEAN DESIGNS.**

*Planning your Emerald and
Diamond Dream Team*

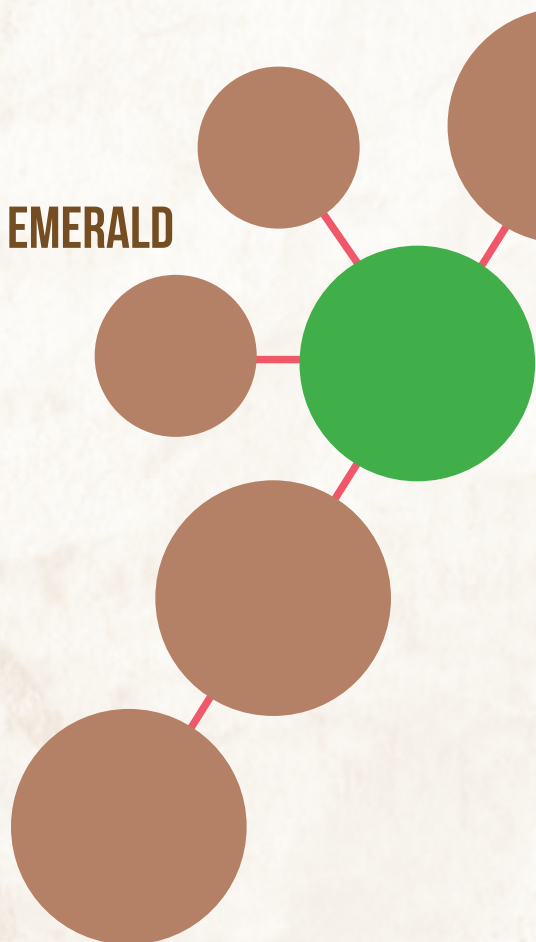
EMERALD 1ST



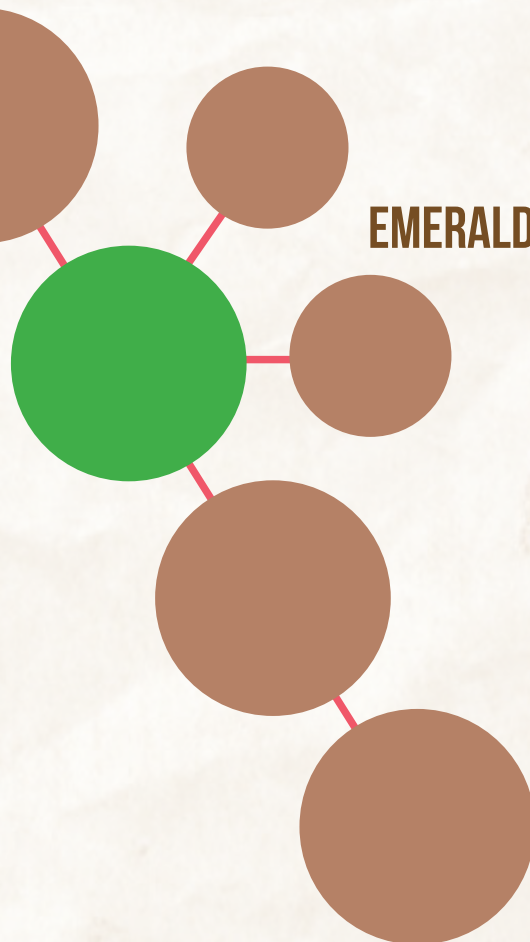
DIAMOND DREAM TEAM



EMERALD



EMERALD



MEMORY *Jagger*

Those you have been associated with in the past:

- Former Coach
- Former Co-workers
- Former Roommates
- Former Teacher
- People in your Home Town
- Previous Neighbors
- Military Cohorts
- Retired Co-workers
- Schoolmates
- Was Your Boss

Who Sold me my ...

- Air conditioner
- Boat
- Business cards
- Camper
- Car/Truck
- Computer
- Cell phone
- Dishwasher/Laundry machine
- Equipment/Supplies
- Fishing license
- Furniture
- Glasses/Contacts
- House
- Hunting license
- Refrigerator
- Tires and Auto parts
- TV/Stereo
- Vacuum cleaner
- Wedding items

I know individuals who:

- Are Actively looking for part-time job
- Are Ambitious
- Are Enthusiastic
- Are Entrepreneurial
- Are Caring People
- Are Champions
- Are Fun & Friendly
- Are Fund -Raisers
- Are Goal Oriented
- Are Natural Leaders
- Are Organized

- Are Positive Thinking
- Are Self-Motivated
- Are Single Mom/Dad
- Are Team Players
- Are Your Children's Friends Parents
- May be interested in your product or service?
- Don't like their Job
- Has Been in Network Marketing
- Has Character & Integrity
- Has Children in College
- Has Computer & Internet skills
- Has Dangerous Job
- Has Desire & Drive
- Has a Great Smile
- Has to Pay down their Credit Card Debt
- Has Public Speaking skills
- Just Got Married
- Just Graduated
- Just Had a Baby
- Just Quit their Job or is Out of Work
- Love a Challenge
- Love to Learn New Things
- Want to Help their Spouse Retire Early
- Want to Make More Money
- Want More Time with their Families
- Want to Work for Themselves
- Who Attends Self-Improvement Seminars
- Who Bought New Home/Car
- Who Enjoys being around High Energy people
- Who Needs a New Car/Home
- Who Reads Self-Development Books/ Books on Success
- Who You Like the Most
- Who You've met while on Vacation
- Who You've met on the Plane
- Who Your Friends Know
- Who Wants Freedom
- Who Wants to Go on Vacation
- Who Works Too Hard
- Who Works at Night/Weekends

I know Someone Who Is ...

- Accountant
- Actor
- Advertiser
- Architect
- Airline Attendant
- Alarm Systems Agent
- Army Officer
- Acupuncturist
- Baker
- Banking Professional
- Barber
- Baseball Player
- Basketball Player
- Beauty Salon worker
- Broker
- Builder
- Cable TV provider
- Camper
- Chiropractor
- Consultant
- Computer Engineer
- Cook
- Dancer/Dance Teacher
- Dentist
- Dermatologist
- Designer
- Driver Bus/Cab/Truck
- DJ
- Doctor
- Dry Cleaner
- Education Professional
- Electrician
- Engineer
- Entertainer
- Environmental Scientist
- Farmer
- Film Industry Professional
- Fireman
- Fitness Instructor
- Florist
- Food Services associate
- Football Player
- Fundraiser
- Furniture Salesman
- Gardener

- Geologist
- Golfer
- Government worker
- Graphic Artist
- Gymnast
- Hairdresser
- Handyperson
- Health Practitioner
- Hiker
- Hospital staff
- Human Resources staff
- Insurance Agent
- Internet provider
- Interior Decorator
- Investor
- Jeweler
- Karate Master/Classmate
- Kickboxing Master/Classmate
- Kitchen Renovator
- Lawyer
- Leasing Manager
- Lab Technician
- Loan Officer
- Lifeguard
- Makeup Artist
- Manager
- Manicurist
- Massage Therapist
- Mechanic
- Medical Professional
- Midwife
- Minister
- Mortgage Broker
- Music Teacher
- Musician
- Navy Officer
- Nonprofit Organization Associate
- Nurse
- Nutritionist
- Office Manager
- Optometrist
- Orthodontist
- Painter
- Party Planner
- Pediatrician
- Personal Trainer
- Pet Care Professional/Veterinarian
- Pharmacist
- Photographer
- Physical Therapist
- Piano Teacher
- Publisher
- Police Officer
- Postal worker

- Promoter
- Property Manager
- Public Relations Professional
- Psychiatrist
- Psychologist
- Radio worker
- Recreation Therapist
- Railroad worker
- Realtor
- Rental Office agent
- Recruiter
- Rehabilitation Specialist
- Reporter
- Repairman
- Restaurant Owner/Manager
- Salesman
- Scientist
- Shoe repair people
- Satellite Provider
- Singer
- Skater
- Skier
- Skin Care Consultant
- Social worker
- Software Engineer
- SPA worker
- Swimmer
- Sport Team classmates
- Tailor
- Tanning Salon worker
- Teacher
- Telecommunications worker
- Tennis Instructor
- Therapist
- Trade worker
- Trainer
- Travel Agent
- Tutor
- Valet Attendant
- Veteran
- Volunteer
- Waiter/Waitress
- Web Designer
- Writer
- Yoga Instructor/Classmates

Who lives in a Different City?

Who Do you Know from a different State?

- Alabama
- Alaska
- Arizona
- Arkansas

- California
- Colorado
- Connecticut
- Delaware
- Florida
- Georgia
- Hawaii
- Idaho
- Illinois
- Indiana
- Iowa
- Kansas
- Kentucky
- Louisiana
- Maine
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Mississippi
- Missouri
- Montana
- Nebraska
- Nevada
- New Hampshire
- New Jersey
- New Mexico
- New York
- North Carolina
- North Dakota
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- Rhode Island
- South Carolina
- South Dakota
- Tennessee
- Texas
- Utah
- Vermont
- Virginia
- Washington
- West Virginia
- Wisconsin
- Wyoming

Who Do you Know from a different Country?



Your List of
100



1	26	51	76
2	27	52	77
3	28	53	78
4	29	54	79
5	30	55	80
6	31	56	81
7	32	57	82
8	33	58	83
9	34	59	84
10	35	60	85
11	36	61	86
12	37	62	87
13	38	63	88
14	39	64	89
15	40	65	90
16	41	66	91
17	42	67	92
18	43	68	93
19	44	69	94
20	45	70	95
21	46	71	96
22	47	72	97
23	48	73	98
24	49	74	99
25	50	75	100



“Life isn’t about finding yourself. Life is about creating yourself.”

-Unknown

—

SUCCESS CLUB IS:
THE YELLOW BRICK ROAD TO YOUR
dream coming true
 —


What is success club?

Success club is our reward and recognition program and the backbone of everything you do as a coach. It's the first and last thing you should think of each month.

*Beachbody rewards you for working hard.
 You grow your business.*

Coaches who qualify for success club each month watch their paychecks increase by an average of 234%.

*This program is for everyone .
 This program is simple.*

Rewards

- ❖ Earn success club your first 3 full months in your business and win a free ticket to coach Summit.
- ❖ Eligibility for the success club lead program. Free customers and commissions given to you from Beachbody.
- ❖ Earn luxurious trips to exotic destinations like Cancun, Atlantis, cruises and so much more.
- ❖ Promotional rewards are offered through the year and include tons of sweet prizes.

*Step 1: Make sure you're on shakeology home direct
 Step 2: Earn at least 5 success club points;
 Help just 3 people per month get started
 on a challenge pack and you're there!*

SUCCESS CLUB

AKA

Help 3 People

It's simple . . . It's you plus a few.

CHALLENGE GROUP START DATE: _____

On average 1 out of 10 people will say yes. If you want to help these people, invite 30.

30 INVITES:

YES NO MAYBE

YES NO MAYBE

1	_____
2	_____
3	_____
4	_____
5	_____
6	_____
7	_____
8	_____
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22	_____
23	_____
24	_____
25	_____
26	_____
27	_____
28	_____
29	_____
30	_____

Follow up Tracker

	NAME	INTEREST	FOLLOW UP DATE
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
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Accomplishments



*Don't forget to celebrate every moment of sheer genius along the way.
Encouragement and belief come from the inside.*

You Rock!



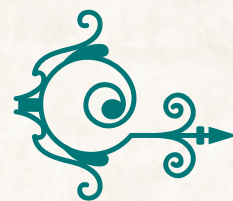
GETTING YOUR
New
COACH
STARTED

*...So you signed your first coach . . .
Congrats! now what?!?
Follow this simple checklist:*

- Announce them on the team page with a nice photo.
- Send them a welcome email.
- Attach this new coach planner to welcome email.
- Help them create their “open for business” post.
- Set up a “Getting Started Right” call.
- Invite them to a challenge group to help them build their transformation story.
- Help them invite to a free clean eating challenge.
- Mentor them through this planner until it’s complete.
- Set up a follow up call 1 weeks after.
- Host weekly accountability zoom.us video calls.
- Start them on a personal development plan (Books: You Are a Badass by Jen Sincero; War of Art by Steven Pressfield; The Compound Effect by Darren Hardy)
- Have them follow other successful coaches.
- Celebrate their progress every chance you get.
- Teach them about team culture.
- Always lead by example. Speed of the leader, speed of the pack.

“Leaders don’t show the way they go the way.”

Your Month at a Glance



MONTH: _____

SUNDAY

MONDAY

TUESDAY

WEDNESDAY

What you measure...grows.

MONTH:

MONTHLY INCOME GOAL:

MONTHLY SUCCESS CLUB GOAL:

MONTHLY RECRUITING GOAL:

Your Month at a Glance



MONTH: _____

THURSDAY

FRIDAY

SATURDAY

NOTES

THURSDAY	FRIDAY	SATURDAY	NOTES

Personal Development Reading List

PICK YOUR
Path!

★★★ *Your* ★★★
**BUSINESS MEANS
YOUR RULES!**

DISCOUNT COACH

- ✓ Regular Shakeology drinker
- ✓ ZERO sales
- ✓ \$16/month savings and 25% off products

HOBBY COACH

- ✓ Has a full time job
- ✓ Loves the products and enjoys sharing them with others
- ✓ Earning EXTRA income!

BUSINESS BUILDER

- ✓ ALL IN
- ✓ Building a life of FREEDOM
- ✓ Growing a team that is doing the same!

or be in between!
You can move up at any time!