

## FIRST 30 COACH BASICS ACADEMY- RESOURCE FILE

1. Contact List ([PDF](#))
2. Memory Jogger ([PDF](#))
3. How to Build Relationships ([PDF](#))
4. Social Media Do's and Don'ts ([PDF](#))
5. Customer 5 - Step Invite Process: <http://tbbcoa.ch/InviteGuide>
6. Shakeology Product Training: [http://tbbcoa.ch/SHAKE\\_PTG](http://tbbcoa.ch/SHAKE_PTG)
7. Shakeology Toolkit: <http://tbbcoa.ch/ShakeToolKit>
8. Challenge Pack FAQ: <http://bit.ly/WiAJ72>
9. Beachbody Challenge Toolkit: <http://tbbcoa.ch/BBChallengeToolKit>
10. Success on Demand: <http://bit.ly/1I6Kebc>
11. How to Overcome Objections: <http://tbbcoa.ch/10zZVBC>
12. How to Follow Up with Customers Guide: <http://bit.ly/1ppPqfU>
13. The Vital Process:  
[http://images.beachbody.com/tbb/beachbodycoach/Coach%20Training/The\\_Vital\\_Process.pdf](http://images.beachbody.com/tbb/beachbodycoach/Coach%20Training/The_Vital_Process.pdf)

### Videos

1. Simon Sinek: How Great Leaders Inspire Action video: <http://bit.ly/1j0IJVm>
2. The Power of Your Story video: <http://youtu.be/zgoSfoHaa4A>
3. Customer 5- Step Invite Process: [http://youtu.be/\\_8v9WB86lQU](http://youtu.be/_8v9WB86lQU) (Tommy Migrant)
4. Shakeology Presentation: [http://tbbcoa.ch/SHAKE\\_TRAIN\\_101](http://tbbcoa.ch/SHAKE_TRAIN_101)
5. Tony Horton “Checks Out” Shakeology Video:  
[http://tbbcoa.ch/SHAKE\\_VL\\_INGREDIENTS](http://tbbcoa.ch/SHAKE_VL_INGREDIENTS)
6. Value of the Challenge Pack: <http://youtu.be/RnQ7OwvZqYc>
7. Coach Success Stories Videos: <http://tbbcoa.ch/CoachSuccessVideos>
8. How to Overcome Objections Video: <https://youtu.be/xgPtF0H9u1A> (Mike Ryan and Tommy Migrant)
9. Having Confidence- Success, Failure, and the Drive to Keep Creating:  
<http://bit.ly/1iVN1te>
10. Coach Success Stories Videos: <http://tbbcoa.ch/CoachSuccessVideos>

### Useful Websites:

1. My Challenge Tracker App: <https://www.mychallenge trackerportal.com/>
2. Teambeachbody: <https://www.teambeachbody.com>
3. Beachbody on Demand: <https://www.beachbodyondemand.com>

