

BODi

TEAM CUP

Team Captain's Guide



Congratulations!

You've made the powerful decision to become a Team Captain in the August 2023 Team Cup. You'll help your team members set and achieve goals for a chance to experience game-changing momentum and growth in their businesses and win some great prizes.

Use this guide to help you navigate each day of this month-long promotion. You'll find daily to-dos for the prep week before Team Cup starts, plus motivational messages and posts for you to personalize and share with your team all month. You can find all the Cup assets you need here.

As a Team Captain, your role is to prepare your team and, within your control, keep them engaged so they reach their goals. Follow the outline below to help your team create a game plan and hold each other accountable. We encourage you to create an environment that fosters connectedness and accountability with your teammates throughout the month.

Good news, Captain: you don't have to go at it alone! We're here to support you with tips, training, and motivation on the [BODi Basics Facebook page](#) and every Monday at 8AM PT on the Wakeup Call, plus:

- Weekly Team Cup status emails for Captains and Participants every Friday.
- Weekly [leaderboard](#) updated every Friday with team rankings.

We believe in you and we believe in the power of Teaming Up and Dreaming Up! Here's to your success!

Earn individual and group Team Cup rewards when you earn Cup points.

Participants can earn Cup Points in the following ways:

- 1 Success Club Point = 1 Cup Point (See FAQ 7399 on how to earn Success Club Points)

Earn bonus Team Cup points

- 1 bonus Cup point for each new enrolled Partner who earned a Success Club point from in August
- 1 bonus Cup point for registering for BODi Summit 2024 by August 31, 2023

Each Team Member is capped at a maximum of 40 Team Cup points

Top 10 Team tie-breakers are based on uncapped points

What can I win? What can my Team win?

Rewards	How to Earn
Tier 1: Individual Reward BODi-branded Exclusive Trucker Hat	Participate in Team Cup and qualify for Success Club 5, with at least 1 point from a new Partner enrollment.
Tier 2: Team Reward BODi-branded Sherpa Blanket	4 out of 5 Team Members must qualify for Tier 1. *Only Team Members who qualify for Tier 1 will earn the Tier 2 prize.
Top 10 Team Reward \$250 USD*	All 5 Team Members must qualify for Tier 1 and 2, AND be among the top 50 overall Team Cup Point earning Teams.
Team Cup Champion (1 Team) \$1,000 USD* plus name engraved on Cup	Qualify for Tier 1 and 2. Be the team with the most Cup points (capped).

*Bonus points translated to local currency.

Below are a few tips for running your Team Cup team.

Captains:

Encourage your team to tap into the 28-Day Action Plan Group with you to refresh their foundational BODi business skills.

Participants:

Tap into the 28-Day Action Plan Group to refresh your foundational BODi business skills.

Host a Pre-Cup Call

Set personal goals and help team members set their goals too, then set team goals based on everyone's individual goal

Review Team Cup rules and how to earn points, and the strategy to attain the goals

Create a team game plan (when groups start, if you're co-running a group, when you will meet, how you will communicate, and what accountability looks like for each participant).

Go through the Participant Guide.

Discuss how you will hold each other accountable and communicate throughout the month (message thread, zoom, Facebook group, etc).

Hold weekly Team Calls.

Recognize all wins: no win is too small!

Review goals, as well as personal and team progress towards them.

Find out what is and isn't working, and strategize what improvements can be made.

Here are sample daily posts for you to use in your team page.

Team Cup Captain's Guide — Daily Posts

Prep week posts:

Day 1:

Team Cup is just a few days away! There is power in preparation, so let's get off to a great start by setting up a team call to discuss our goals. Would [DAY] at [TIME] work for everyone? I'd love for you to comment below with personal goal(s) for Team Cup month. Here is my Team Cup goal- [ADD YOUR GOAL]. We will discuss them on our call to help us hold each other accountable.

Day 2:

The Team Cup competition is all about stepping outside of our comfort zones. It's a challenge I know we'll grow from! I want you to answer this question: What does stepping outside of your comfort zone look like to you? Check out the new digital [Business Activity Tracker](#) if you haven't yet. We should all use this tracker daily to help us stay on track with our vital behaviors and monthly goals. More of a pen and paper person, the Participant Guide has a printable copy of the Business Activity Tracker. Let me know if you have any questions about how to use it. Plus: everyone is invited to the 28-Day Action Plan Group to refresh your foundational BODi business skills!

Day 3:

It's almost GO time! This month, we will be inviting as many people as possible. Remember, we invite people to start a lifelong health journey with us. As Partners, our #1 job is to help our customers get results, and accountability groups are essential in helping us do that. I've already set up an [online group/chat thread] that you can invite your new customers to if you don't already have one. Let me know if you want to be a co-admin and host the group together. Comment below with your plan!

Week 1 posts:**Day 1:**

It's day one of the Team Cup! There's no need to overthink things; let's get out there and just do it. We'll make some mistakes, we'll hear some no's, but I know we'll learn a lot along the way. Remember to stay consistent and show up daily—that's our secret sauce.

Here's a Week 1 Checklist I put together:

- Complete the [Business Activity Tracker](#) daily
- Listen to this week's Wake-Up Call episode
- Trust the process by doing something towards your Cup goals daily
- Have FUN!

What was the first action you took today to get started?

Day 2:

Team, let's make sure you're using your Contact List Builder in The Office as effectively as possible. Make a note of everyone you've invited and set follow-up reminders. Now, I want you to take the next few minutes and add 10 names to your Contact List of people you think would benefit from being part of your accountability group. Always keep a list of 10 names on the list, and begin connecting with them.

Day 3:

As important as numbers and Success Club points are, let's not forget about creating relationships. That's really what matters the most. I want you to think about one of your customers or contacts, then comment below with what you're doing to build a relationship with them. I think we all can benefit from each other's tips!

Day 4:

Getting objections will always be part of the game. What matters is how we address and overcome them. Think of objections as an opportunity to better understand your customer's needs. I want you to leave a comment with one objection you've had so far and how you responded to it. Remember, those 'no's' help you practice and gain confidence when inviting and following up. You can also share an objection that you're still working through, so that we can work through them together.

Day 5:

We're doing the hard work, but remember to have fun! After all, we're helping people reach their goals and live healthy, fulfilling lives. Not all aspects of building a business and helping people change their life are fun, that's where our team comes in. I want you to think about the most rewarding part of these first 5 days and leave a comment below. Let's celebrate each other with your favorite gif.

Day 6:

One of the ways we're going to be mentally strong and stay in the right mindset all month long is through Personal Development. Which Personal Development book, podcast, or video is on your to-do list for today, and why?

Captain tip: *Pull a quote from a recent Mindset Masterclass or post a photo of your favorite personal development book and share how it's helped you. You can encourage your team to do the same.*

Day 7:

Week one of Team Cup is in the books! Think about what worked well that you want to continue doing. Then, consider the challenging things and find ways to adjust your approach. Leave a comment with one win you've had so far, and one thing that can be improved upon personally or as a team. Together we're building momentum!

Week 2 posts:**Day 8:**

We have a brand new week ahead of us, team! That means it's time to lean into Team Cup and make the most of every single opportunity. You have so much to learn from this incredible competition, and doing more of the right activities this month will boost your confidence as a Partner and help grow your business. Don't forget to check out the first Team Cup Weekly Status email you'll receive today. It includes your individual points and our team's total points. We're doing a fantastic job; let's keep it up!

Captain tip: Recognition is key to keep your team's energy high and the momentum going strong. Shoutout team members who had success the first week, and let them know how proud you are. Did they sell their first Total-Solution Pack? Did they earn their first Success Club point or hit Success Club for the first time? Celebrate everything that took them out of their comfort zone! If your team made it on a leaderboard, celebrate! If your team showed up and took consistent action, celebrate!

If your team needs a little more motivation, try posting: Don't forget that we're here to help people live healthier, more fulfilling lives. I want you to think about why you joined BODi, and what being a Partner has done for you! If you feel like you are struggling, let's brainstorm solutions together. This is what Team Cup is about.

Day 9:

Team, let's focus on expanding our contact lists and discuss some ways to reach out to those beyond our immediate friends and family. One idea is to ask your friends and family for referrals of anyone who might be looking to get started on their health and wellness journey or who may be interested in earning additional income. I want you to take a few minutes and write down the names of five people you can contact today, remember to always have your "10 in play" list.

Day 10:

It's essential to remember that YOU are the brand people want to support! After all, your job is not about selling products; it's about selling YOU and the unique way you can help change lives. How you communicate with people makes all the difference. These things make you who you are and attract people to you. Leave a comment below with three unique things you bring to the table as a Partner that set you apart and define your personal brand. Then make a post with a call to action to join your community.

Day 11:

It's crucial to paint your vision of success and create your own personal "WHY." The people who connect with their WHY push through the difficult days. Always remember why you're doing what you do and what you're striving to accomplish. With a clear vision, staying motivated when hurdles come our way is much easier. If you don't have one, I recommend creating a vision board and keeping

Day 11 continued:

it close by for inspiration. Look at it daily to help you stay focused and on track toward your personal goals. A good rule of thumb is when you “find your why”, to then ask yourself why is that your why at least 3 times.

Day 12:

Inviting is at the heart of what we do as Partners. Remember, having success at inviting doesn't just happen by accident. We have to practice getting it right. Let's get on the same page and focus on making personal invites that get results. Use your unique voice, style, and personality. It's important not to come across as “salesy” or inauthentic. Just be real and always invite with confidence, and talk how you'd talk to your friend. After all, what you're offering can change peoples' lives.

Think of 10 people you can invite to your accountability group today! Pro-tip, using voice messages is a great way to connect with people you're inviting. They can hear your voice and can tell you are a real person.

Day 13:

One of the biggest parts of participating in Team Cup is consistency. It's essential to show up every day—no matter what life throws at you. Make it a point to consistently engage in the vital behaviors and make them your non-negotiables. How are you making taking action using the Business Activity Tracker a non-negotiable?

Day 14:

Week two is almost in the books, team! Let's set up a team call and look back at the first half of the month. We'll recap what's gone well these last couple of weeks and where you think we can grow on a personal and team level. Would [DAY] at [TIME] work for everyone? Leave a comment below with one action item you have lined up for the week ahead that will help you up your game.

Week 3 posts:**Day 15:**

We're moving into week three! Can you believe that we are officially halfway through Team Cup? Do you feel like you are halfway to your goals? Remember, Team Cup is a marathon, not a sprint, so make sure you do something daily. Some days you may be able to devote more time than others. Make it a goal that no matter what, you will take daily action. What action item is first on your list for this week?

Day 16:

Team, you've been learning a lot about leadership this month. It's time to know what that awesome responsibility means and embrace it. You're realizing your potential as a true leader in this business moving forward and helping others realize their potential, too. I want you to take a moment and comment below with an example of when you stepped up to help a customer or fellow teammate since that is the first step into leadership.

Day 17:

Effectively managing our time is one of the most important things we can do as Partners—especially during Cup month! Let's make it a point to be more productive than ever so we can stay focused and reach our goals together. It all comes down to making a plan, getting rid of distractions, and taking action (even small actions). I want you to create a daily to-do list and comment below with one distraction you've eliminated during Cup month.

Day 18:

Team, this is a crucial time to make social media work to our advantage. We want to avoid being 'white noise' and get people to stop scrolling. Remember, we only have a few seconds to grab our audience's attention and pique their curiosity. We can do this through images, videos, and engaging content. What's the one thing you've shared that received the most likes/comments, and why do you think it worked so well?

Day 19:

Having confidence in yourself and the value of what you're offering to people will play a big part in your success during Cup month. After all, you're introducing products and programs that can change peoples' lives! I want you to think about one activity you feel most confident about and leave a comment below. Then share that confidence on social media with a call to action to join your community.

Day 20:

Delivering value to our customers is key. Let's focus on some creative ways we can add value and make someone's life better. After all, helping someone see the value in taking care of their health and wellness is priceless. I want you to think about the value you offer in your posts and your groups (outside of our products and programs) and leave a comment below.

Day 21:

Can you believe we've almost finished week three of Team Cup? Let's schedule a team call and reflect on what activities got the most traction over the last few weeks and where we can improve. Would [DAY] at [TIME] work for everyone? We still have a week to go to prove to ourselves that we can do hard things. Let's all look at where we can improve personally and as a team. I want you to leave a comment below with one way you can stretch yourself a little extra over this final week of the competition.

Week 4 posts:**Day 22:**

There's only one week to go in Team Cup, don't let your foot off the gas pedal and make every day count! Let's concentrate on following up and connecting with even more people. Let's also think about more ways to recognize the wins on our team. No matter where you are towards your goals,

Day 22 continued:

I want you to come up with an action plan to finish the month strong and leave a comment below. Remember Team Cup is as much about becoming the type of person who earns tier prizes as earning the tier prizes! Every single action counts, even if you feel like you are falling short of your goals.

Day 23:

It's essential to convey why the Total Solution is what will help your customers get the best results. Offering them a 'total solution' of fitness, nutrition, eating plans, mindset and the support of a Partner is what makes it so valuable. Not to mention, the potential to earn supplemental income. What is the best part about our Total Solution that you can share with your customers? Talk about the impact BODi has had on your fitness, nutrition, eating, mindset, community and income and why that matters to you. Can you attach an image to your transformation?

Day 24:

With only a few days left in Team Cup, it's a good time to start thinking about what next month will look like for you and your team. Think about the goals you set during the competition and map out your new goals for the month ahead. Leave a comment below with one stretch goal and one smaller goal you've set for next month. Also, identify when your next group will start and how you plan to ensure the people you enrolled this month continue to reach their goals.

Day 25:

If you want a key activity to focus on during this last week of the competition, invite everyone to join your accountability group and follow-up with everyone you've spoken to from the past few months. Set up a group if you haven't already, and invite as many people as possible. This key activity will allow you to help more people and help you grow in the process. Take a few minutes and list 3-5 people you can invite to your group today.

Pro-tip: *Be sure to run a report with all of your Beachbody On Demand members, let them know that they can receive \$40 OFF a Total-Solution Pack and how valuable it may be for them and their goals.*

Day 26:

Team, taking a moment and being proud of all you've accomplished during Team Cup is important. You've come so far and gained so many skills that you can use in your business all year round. You can accomplish so much out there, so keep the momentum going into next month and beyond! No matter what, you should be proud of yourself!

Day 27:

Remember, relationships are what matter most in this industry. Over the past month, you've been building relationships, but it's important to keep strengthening them in the weeks and months ahead. These relationships will last a lifetime if you continue to nurture them. Thanks to you and your hard work, we

Day 27 continued:

embody our mission of helping people live healthy, fulfilling lives. Think about one relationship with a customer or contact you're most proud of and where you see them growing in the future.

Day 28:

We've made it to the last day of Team Cup, everyone! It wasn't always easy, but it was worth it. Think of everything you've learned during the competition and how stepping outside your comfort zone will make you better and stronger in the future. I'm so proud of our team and how we've grown together these past four weeks. Think of how you'll talk about this with new Partners when the next competition comes around! Thank you for all your hard work—it was an honor being your Team Captain!