

Team Hardcore Call Transcription - February 2nd, 2017 - Leveraging the Team Cup
Even if You're Not on a Team

[Beginning of Recorded Material]

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00:00:01 Jenelle: Hey everyone. My name is Jenelle Summers and this is the Team Hardcore training call and today is February 2nd. So today is my sister's, Chalene's, birthday so make sure you wish her a happy birthday. You know what she would love more than anything else? Is that if you're listening to her podcast, if you're using her Push Journals that she's just launched, which by the way, mine haven't come yet. Be looking in the mail today and, you know, so happy birthday to my sister. And so today is obviously the second day of the month and so we've got this Team Cup thing going on right now. It just started unluckily they extended the deadline through to yesterday. I always wait until the last second because I wait to see who in my team or my downline is still like scrambling and really wants to be on a team and that's who I gobble up. So I just, in fact, just formed my team and so these are the steps that I'm going to take, but I just want to say even if you are not on a Team Cup team, this is the time to just really leverage February because is one of, historically speaking, one of the best month in the business: February, March, you know, it's different for everyone. Someone will be like, "Oh my gosh, everyone said December was going to be the worst month and it was my best month ever." So yeah, that happens too for sure, but it all has to do with the work that you are putting into this and it has a lot to do with the work that you have been doing over the last month, two months, three months. So if you are like brand-new right now or you put this business on the back burner for the last few months, then you can't necessarily expect that this would be like your best month ever, but definitely it's a month where people are paying attention and you have a really good opportunity in the month of February to really impacts on people's lives, some people who really are at a point where they want and need help. So take advantage of this time where your voice can reach far and wide. So I want to go over some steps to help you make this one of your best months ever even if you're not on a Cup. So here's the

thing, if you're not on a Cup, pretend like you are. Who cares if it's not officially registered, right? You may have noticed that myself and a few of my good coach friends, we've done a bunch of things together and were not even all on the same team. We've cohosted sneak peeks together or backstage passes. We've cohosted, you know, lots of like calls together and things like that we are not even on a Team Cup. We're not even on the same team; it's just something we do and brainstorm together because we all work better as a team. We've all got different ideas and we all have different strengths and so that can really, that alone, can really make this not only effective, but really fun. So even if you're not on a team, get together with one or two or three or four other coaches and cohost a challenge group, cohost a sneak peek, cohost your first five-day free group, or whatever it may be. So don't be afraid to do that. So let me just say, I mean the whole point of a Team Cup, if this is something that's kind of new to you, is just to have your personal best for the month. That's it. I get so many newer coaches that are like, "What is it? I don't even know what to do." It's nothing special. It's just that...we're just making a decision, publicly, that we are going to make February our best month. That's really what it boils down to. So if for you that means that for the first time you're going to make Success Club ever, then great. If that means for the first time that you're ever going to earn a Success Club point, then great. It's your personal best, whatever that may be. And the thing is with anything I think in life, you can't just focus on like the outcome. You have to focus on the activities. You know, we always talk about reverse engineering our goals. So yes, you want to have those goals and you want to put your goal out there for February, whatever that may be, but the focus needs to be on the activities that gets you to that goal, right? Just focus on the activities because that's all you can do. You really can't...there's a lot of things about that outcome that are out of your control. All that you can control are your activities. Are you posting every day? Are you putting yourself out there? Are you posting progress pictures? Are you posting before-and-after's? Are you showing that you drink Shakeology? Are you showing that you eat healthy? Are you showing that you're able to do more push-ups now than you were before? Whatever it may be that you're experiencing that is good or even

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that's bad, that you're overcoming, of course post it in a positive way. Are you sharing those things? Sorry, the whole house shakes when my husband starts his truck. So make sure that you are being consistent in your activities that get you to those goals. So I'm just going to go through...this is going to be fairly quick, you guys. I'm just going to go through five things to help you have your best month and take the pressure off of yourself and, you know, and just have fun with it. So number one, do you have a Team Cup or you're pretending to have a Team Cup, you want to start a message thread with these other coaches or other coach, even if it's just one other coach, even if it's just your success partner. Create a message thread or a Facebook group. Now for my Team Cup team, we probably won't have a Facebook group only because I'm running so many Facebook groups right now and I know I can only spread myself so thin and then I become ineffective to everyone and that's not fair to anyone, so I have to know my own limits. You guys have to know your limits. You have to know what works best for you. I always say, don't feel like you have to conform to what this person's doing or that person's doing with this rule or that rule or whatever, but I mean, yeah, follow the rules, but I mean don't feel like you have to conform to what some top coach is doing. Common sense: what can you do and do well? Right? And so I know for my team, I'm the captain of my team and so I'm going to let them know I can't do another Facebook group, cannot do it, and so we are going to have to have a message thread and will even go back and forth via text, but not a Facebook group. That's just my team; that does not need to be your team. You guys figure out what's going work best for you. For a lot of the Team Cup teams, a Facebook group is going to be ideal, okay? So just realize, it just depends on your team, who's on the team. The next thing you'll want to do is make sure that everyone knows each other. You know so whether it be in a Facebook group or in a text thread or in a message thread on Facebook, whatever it may be, have a point where it's introduction time. All introduce each other, where you're from, whether you have kids, whether you have pets, where you work full time or you're a mom or dad, full-time, stay-at-home mom or dad, whatever it may be, introduce yourself and explain what your personal goals are. So have that introduction period. Now some teams like to do that

over a Zoom call, so that's cool too, where you can, you know, all see each other's faces and kind of get to know each other's lives, right? That's awesome. Now if you've never used to Zoom, nothing to be afraid of. This is a great time this kind of stuff. Zoom, you just go to zoom.us, you create an account, and boom, you can even use it from your phone. It doesn't even have to be from your laptop or desktop. So introduction phase is next, right? Then you want to, the third thing, so the first thing was create a message thread on the Facebook group, some type of thread, second thing was the introductions and goal setting, and the third thing is that now you need to strategize. How are you all going to meet your personal best in terms of goals? What are those actions going to look like? What is it going to revolve around? Is it going to be the evil decided you're going to do a...what's that document I created a while back? Fifty no's? There was like a name to it though...Go for No. Go for No. It was called "Go for No," and it's in the coat success files section, but it was just a graphic and you just made sure that you invited at least 50 people and just mark it off even invited them either to a challenge group of some type or the business opportunity and it was called "Go for No." Maybe you're going to do that as a team. Maybe you're going to, as a team, post a five-day free challenge group together and maybe it leads into a challenge group where they're required to buy the all access challenge pack which is, of course, three Success Club points and a \$70 commission, maybe that's what you're going to do. Maybe that's not what you're going to do. You don't have to do that. Maybe you're going to do the five-day group, but you're not going to do a cohost, a paid challenge group together. Maybe you're not going to do the five-day group, but you are going to do the...you know, you figure it out. You've got to strategize with the team, "How do you want to approach this? How do you want to make sure that in the month of February you do something you've not done before, right? That's what this is all about: going a step outside of your comfort zone to something you've not tried before and it's a little less scary because you going to do it with other people who are also probably a little bit nervous about doing, right? So that's what's fun about it. You can all share like how you feel about it. Maybe it's that you're all going to do a live, you know, Zoom presentation, you

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know, a sneak peek into coaching or a life backstage pass together. That's really cool too. Maybe you've never done a sneak peek before? This is your opportunity to try that, schedule that. So the number three stepwise was to strategize. Do some type of Zoom call where you're strategizing, "How are you going to be at your personal best for February? What does that February calendar look like? Will there be a challenge for it? Will there be a free challenge group? Will there be a sneak peek? Will there be maybe two sneak peeks? Maybe one on Sunday of this weekend and maybe one from two weeks from now." Of course the more you telling your story, the more you're inviting, the better month you're going to have. There's no doubt about it, right? Whenever I look at month where I am, you know, had a really great month versus months where I didn't, it all boils down to what either I did in that month or in the months previous. So it always boils down to effort. It doesn't just come into my lap. So the number four thing is that you do something fun together. Maybe it's you all choose a personal development book or audiobook or podcast to focus on. That would be really cool if it was one of Chalene's, but it doesn't have to be. Maybe you're all going to read some certain book and, you know, with almost any book, I mean you can get it on audio, so, you know, that way everyone can get access to it like right away, and just like 10 to 15 minutes of reading per day, something very doable. But one thing everyone stress, if I haven't already, it's just that realize that everyone on your team is not at the same level. They don't necessarily all have the same goals and so really just be really supportive of each other and, you know, meet them where they are to make it that's really good practice for anyone in developing their own leadership skills because as you become more successful in your business, you're going to have to learn how to work with people with such different personalities and different things that motivate them in different things that really turn them on and excite them and get them charged up and different things that really turn them off and make them shut down completely and as a leader I've seen...oh my gosh, so many different personalities and *Personality Plus* is a good one to read too, but it's just so interesting what some people really, really want and need and crave and what other people...some of those same things it completely makes them shut down

and, you know, they want to just back off and be like, "I quit," okay? So be really cognizant of different personalities and empathetic and make this a time where you all learn how to how to, you know, work with other people and bring the best out of other people and I don't mean that just for the team captains that are listening to this, I mean that for everyone. And by the way, some of you are not the team captain on your team, that you may actually become one of the leaders and that's okay. So that's that. So number five, lastly, I told you this was going to be super quick. Leverage the all-access pass. Okay, so right now obviously the all-access challenge pack is on sale and we don't know the on February what that's going to look like. They've told us, "This is the deal until the end of February." We don't know what it's going to look like after February, so use that sense of urgency in talking to people. We don't know if the price is going to go up, so right now as it stands, if you were even to help seven people, you all know hundreds of people - at least 100 people, if you were even to help seven people get an all-access challenge pack...so they're getting access to all the Beach Body programs for the whole entire year plus any new programs that are launched this year and supposedly there's going to be...did they say three? I think three. And they get to try their first month of Shakeology and they can continue on Shakeology if they want, but if they...for whatever strange, bizarre, unknown reason they don't want to continue, then they don't have to, but that's an awesome deal. Like unheard of, unheard of, to have that much variety in your fitness routine, that much access all for that price, for an entire year, that is crazy awesome, that deal. I don't know anyone in their right mind even if they're a gym goer who wouldn't want that as their plan B, you know, for those days that they can't get to the gym or that their traveling or whatever. So just seven people? That would be Success Club 21, you guys, Success Club 21. That's pretty crazy. I was just talking to my good friend Corey this morning and we were talking about, you know, I had a really, really good month in January and I was saying it's because of the all-access pass because I don't usually make many sales. I really don't. My Success Club points usually come from new coaches who join my team and they want that deal of getting their coach

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fee waived because it's the best deal. If you're going to work your business and you're serious about your business, which I always have this huge excitement about the business, and so people joining my team usually have that excitement too. They want to go all in and they want to start off by doing some of the fitness programs and, don't get me wrong, people that are coming on my team usually already are Beach Body fans, but they want to try a new one. They've never done Body Beast or whatever and so they get a challenge pack and they get on Shakeology and so they're getting...I'm getting those two Success Club points or sometimes three for those new coaches, so that's where most of my Success Club points usually come from. I don't usually just make a bunch of sales to customers with challenge packs. That's just me. I just don't, but for some reason in January and it's not just a weird thing that happened because of the all-access pass because, you know, I was obviously telling people about this amazing deal. It's incredible and so with even...I don't know how many ended up getting it, but several people got it and so my Success Club points were higher than... I think probably...not my highest ever, but one of my highest ever numbers because of that all-access pass because you get three points per person that gets that and again, the third point always comes the following Tuesday unless they bought it on a Monday, then it's the following Tuesday after that. So my fifth tip was to leverage that all-access pass. And so I want to just say, you know, have fun with this. Take the pressure off yourself. I know you don't want to let your team down. I know the whole hesitation in joining a Team Cup is, "Oh my gosh, I'm going to let my team down." Can I just tell you, just so you don't ever feel as badly? When I led my last Team Cup I think we were...and I had...the previous month and had a great month. I felt like, "Okay, sweet, I'm on a roll," right? And so I'm leading this Team Cup and by the fifth day of the month I was at Success Club 3 – negative – negative Success Club 3 as the team captain, as a Super-Star Diamond 3 coach, I was at negative Success Club 3. I was like, "What?" But you guys, these things happen sometimes and I just went, "Okay, I'm not pay attention to that number." Like I always say, "Don't focus on the number; focus on the activities, and when you do that things will fall into place," and they did. I ended up

completing the month that like, I don't know, it was like Success Club 26 or 30 or something like that. It was good, really good. I was really happy with it, but I had to put blinders on and not look at that number because things happen and it's out of my control. All I can control is the fact that I'm inspiring people every day, that I am leading by example. I'm doing what I'm supposed to be doing in my fitness journey. I'm doing the best they can to get results, to have progress, to inspire other people, to do more, to step outside of my comfort zone. I'm inviting people into this business opportunity that I absolutely love and I'm doing that to at least to five different people every single week. I'm hosting my sneak peeks. I'm promoting the fact that I'm doing a challenge group. I've got to just focus on the activities of every single day that's what I'm doing: just looking at what's in front of me, what I need to do, and not worrying about what number is this going to end up being at the end of the month. I set that goal and I've got that action plan. To hit that, I need to focus on those activities and yeah, I might need to tweak the activities little bit, step it up a little bit maybe, but I know I need to just focus on the activities. So that's my advice for you. Have fun with it. Make sure that you set business hours. Of course you don't want your family members being, "Oh my gosh, you're 24/7 working," and by the end of February you're like, "Okay, I think I can't do this." You know, don't do that to yourself. I want you in this for the long haul, okay? So I don't want you to, you know, burnout just because of a month where you're doing your personal best. Work smarter, not harder. Set your business hours, stick to them and so maybe that means getting up an hour earlier. Maybe that means going to bed an hour later, you know, so that you can fit in work time while everyone else is sleeping. Maybe that means Saturday morning instead of, you know, sleeping in until eight or whatever sleeping in is to you, maybe that means getting up at five and fitting in some work hours before everyone wakes up. So, do something different in the month of February, but have fun with this and please let me know if there's anything I can do. And again, if you are pushing for new ranks, that helps the points as well. In fact, I should check that because that's the way it's always been in the past. So don't quote me on that. Always check your FAQ versus listening to my details on things, but in the past when

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someone rank advanced to Emerald, that added points as well, or Diamond, whatever rank advancements happened, if it was the first time they rank advanced to that rank, then that added points for the team as well. So I hope that that's still the same for this time. Anyway, have fun with it. Let me know if you have any questions. Connect on the coach success Facebook group. Even if you don't have a team, figure out who else doesn't have a team and pretend like you have a team, okay? Let's go for it. Have a great afternoon you guys and I'll see you next week. And if you didn't watch last week's with Summer Tucker and her husband Chad, watch that training. Oh my gosh, it's the greatest ever. You have to watch it and we'll see you next week at this same time and place.

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