

Team Hardcore Call Transcription January 11th, 2017 - Understanding & Leveraging the Leadership Ladder

[Beginning of Recorded Material]

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00:00:01 Jenelle: Hey everyone. Welcome to the Team Hardcore call and yes, I'm in my closet. I'm sorry. That's distracting, but as you heard me say before, we have construction going on in our house and so there's lots going on out there and this was the one space where I felt like I could do this call and not be completely interrupted by people and no ways and pounding and all of that kind of stuff. So I apologize, and by the way, speaking of which, you know, obviously the calls were in the evening because of construction prior to and since it's winding down I thought I could move it to during the day because it's less noisy, but starting next week...so today is January 11th, starting next week and then going forward, we're going to do these calls on Thursdays at noon Eastern Standard Time. By the way, if any of you that are watching that happen to know my number and can text me, if you can just let me know that you can hear me okay, because I can't see the chat on the side and they did get a weird ear message just before going live and so I just want to make sure that all is good and I'm not frozen and that you can hear me. That's always a concern. So today I'm going to be talking about the Leadership Ladder and this is one of those things that was not a thing when I started as a coach. In fact it just came about...I want to say in like...maybe 2014, maybe 2014 was when the Leadership Ladder was introduced or maybe it was 2013? Regardless, I didn't really know what it was at first and I still...you know, I don't know all the answers you guys and luckily all of this stuff that I'm going to tell you...don't even necessarily take my word for it as the official word. Don't ever do that in fact. I'm not that good. The FAQ in your online office is always the official word. Like if you have questions, go to your online office and I'm going to show you today where to find that kind of stuff so that you can get, you know, very detailed, clearly laid out information on the Leadership Ladder and other stuff like this and I'm also going to show you my fifth business center and the reason I want to do that is because that's where you can

see where...that's where I'm going to show you like my right team volume and my left team volume and, you know, where to find those things because I feel like if I show you that business center it's, you know, a newer business center. I just open that business center in March of last year, so it's what? Nine months old and so I feel like more people can relate to that and seeing those numbers and blah, blah, blah. So and how many personally sponsored coaches I have versus how much I'm actually earning in that business center so I feel like that's a better benchmark for people to see. So I'm going to show you my fifth business center too as we go forward with this. This shouldn't take too long. So again, if you're just joining, my name is Jenelle Summers. I'm the head of Team Hardcore. As our training call for January 11th, filming from my closet because of construction. Okay, so let's do this. So first of all, let me do a screen share real quick. It's going to just take one second to get the screen share going and let's see, that's what I want right there. Okay, so hopefully you can see my screen and my slide which says, "What is the Leadership Ladder and why is it important?" Okay, I do want to back up so for a second. I was saying earlier that when I started we didn't have the Leadership Ladder and here's what ended up happening. People started going for ranks and Success Club and to be honest, if you are just focusing on ranks and Success Club...if that was like you're only focus, like truly your only focus was you're ranking up and making Success Club, you could be missing some very, very, very key elements of growing your business and you could be asking yourself a year later or two years later, "Why am I not turning what other people are earning?" And it's because your focus was in the wrong place. If you truly are focusing on all the things that I teach you to focus on and that other leaders teach you to focus on and just the critical core activities and the vital behaviors, I mean if you focus on those things, your business will grow, it will flourish, your income will multiply, you know, over years of course, and exponentially multiply and it's all amazing. But if you happen to be those [unintelligible] where you're like, "I need like a structure and a focus on, you know, one or two things," and if you just happen to focus on just rank and Success Club...

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...and it's because maybe you have built a team of people who are just in this for the discount. Maybe whenever you introduced the business opportunity you just talked to people about the fact that they can get a discount - well that's not going to help you grow your business. That's not going to help you develop leaders, which is like the most rewarding thing about this business...

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...so you're missing all that kind of stuff if you're just like, you know, growing yourself to Diamond by building a team of who just want to be doing this business for the discount you're missing something huge there. And so the Leadership Ladder a roadmap, obviously, to help you with your bigger goals. It gives you something to track on a monthly basis. It takes into consideration more long-term vision, in my opinion, and it's obviously not just based on rank and it's monthly versus weekly. So I think it's a better snapshot of what you're doing on the whole. To be honest, I do feel like there's a couple things that Leadership Ladder...I wish that it had it in place. For example, I wish that the Leadership Ladder tracked how many Emeralds you develop. It does track how many leaders you develop, so in a sense it does track that. It just takes a little bit longer for that to start showing up. I mean you have to be higher in the Leadership Ladder to start seeing. So that's really what it is. Where do you find it? And again I'm going to go into more detail about what it is and everything, but where do you actually find it? I don't know if you can see my cursor right here, but in your online office, your coach online office...so again, teambeachbody.com. You log in with your username and password at teambeachbody.com and you click "coach," "coach online office." So here's your online office and in the middle of your screen you always see this: "Successful Qualification," and it's right here. This tab right here: "Leadership Ladder." Hopefully you can see that. So you click on that and I believe after the fifth of every month you should see what your new stats are under the Leadership Ladder tab, okay? Moving on, "Where can I find more information on the Leadership Ladder?" You can go to "news and training." You scroll down to the bottom. You click on "Leadership Ladder."

There's a video by Michael Nieman that I think you should watch and there is a video from Melanie Mitro you should watch and it's like...I want to say it's like a 20-minute video. And for those of you who are newer, you may not now, but Melanie Mitro has been the number one top coach since I believe...I want to say 2014. So 2014, 2015, 2016. Gosh, correct me if I'm wrong. Okay, someone just sad I keep coming in and out, so hopefully maybe it's just a one-time, one-person thing. I'm hoping that's the case because I can't do anything about it if it's just cutting in and out because no one here is on Wi-Fi. I know that for sure. Okay, so watch Melanie Mitro's video and it's about a 20-minute video and it's really good and it is going to hit on a few different things than what I'm going to hit on in this video. So I do recommend that you go to your online office and you watch Melanie's video, okay? So screenshots of the slides, but I will also put them in the Coach Success Facebook group under the "files" section. So you can use this for your team as well. Okay, so here's the benchmark break down and then I'm going to take you over to my fifth business center so that you can kind of see it in a few different ways. Because I don't know about you guys, but it takes me a little bit for this kind of stuff to sink in. Like I need to see it a few different ways before it really starts to sink in. So with this Excel spreadsheet basically, this little graphic here...okay, thank you. Hannah says everything's fine. Awesome. Okay, so commissions...okay so, I kind of don't like calling that commissions. It's really your...what we've normally called PV - your Personal Volume. They now call it BP, Bonus Points, but as a Business Starter what this is saying is that you would have to have at least 100 PV per month, okay? So as you know, just to be an active coach you have to have 50 PV every 35 days, 50 PV every 35 days just to be an active coach. While in this Business Starter category, the one in orange, you would have to have 100 PV per month. So every, you know, 28 days, every month...in fact, I think it goes by the calendar month. So the first of the month through the end of the month you would have to have 100 PV. While I take that back. It's going to be for weeks because it's going to be the pay periods...however many pay periods fall in the month. Regardless, per month, 100 PV. So PV, you guys, is what you have bought or sold. So many coaches get this confused and guys, if

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you're watching this and you're a veteran coach, you're like, "Yeah, yeah, I know that stuff." I'm telling you, I cannot tell you enough, so many of your coaches and your coaches' coaches are so completely confused by this. I know because I talked to dozens of coaches every single week who tell me that their sponsors told them that PV stood for what they bought. They did not understand that it also stands for what they've sold. So they didn't understand that if they sold one product basically, that they could become active; that they didn't necessarily have to buy something. Now, believe me, I am a huge advocate that if you want to be successful in this business and you're serious about this business, you better be using our products and programs: Shakeology or the Performance Stack or the fitness programs. You need to be active and using our products and programs, but I don't want there to be any confusion. PV stands for bought or sold. So 100 per month to be a Business Starter and you'd have to have at least Success Club 5 in that month. You'd have to at least be, you know, an active coach. You could actually be an Emerald coach and still be in this category here. I've had lots of Emerald coaches and even Diamond coaches who fell into this category. So they were definitely at least at coach rank, it's just that they didn't go above these other requirements, so that's why they fell into the Business Starter category. So you have to be at least a coach and, you know, an active coach and you don't have to have any team members. So this is obviously where you're starting with your business, okay? And this is showing that you have actually started your business. You've made Success Club. You bought or sold within the whole month at least 100 PV worth. So that would be the equivalent of maybe you getting Shakeology plus someone buying, you know, 10 PV points worth of product. So maybe someone else bought like Energize from you. That would give you more than 100 points total, okay? Team Builder: you have at least 250 per month in Personal Volume that you have bought and/or sold. So let's say for example, that you yourself, you're on Shakeology plus you have one customer that gets Shakeology every month. Okay, so that's only going to be 180 points. That's not going to give you enough to meet this requirement, okay? So that's where you have to be looking at these things. You have to make at least Success Club 5. You have to be at

least an Emerald or above in that month. You have to have at least two coaches. This is the one where things get really clear who the up-and-coming leaders are, really clear, right here guys: Team Builder. And by the way, if you're one of my personally sponsored coaches, I do monthly recognition on this and I call Team Builders, I actually called them Team Leaders and then the Team Leaders through Organization Leader and Executive Leader, I call Top Leaders, okay? So again, I called these Team Leaders. I call Leader through Executive Leader, I call them Top Leaders and the only reason is because I know these people right here, they are leaders. They are leaders to me and so I don't feel right calling them Team Builders. I feel like there more than that. Like I would be better off calling them Business Builders, but I don't like calling them just Team Builders because are doing more than just building their team. They are building their business. They are leaders in my mind - so just to clarify that. But anyway, you'd have to be at least an Emerald coach and you'd have to have at least two coaches - two coaches - who had at least one Success Club point. This is where things really start to happen, you guys. I can't stress this enough. At least two coaches who have at least one Success Club point. So you have at least two people on your team who are working toward a business, okay? So if you're consistently hitting this Team Builder category every month, you've got something going on in your business. You can take this far. You get it. You've got some people who are excited about the business. They might not be flying through the ranks or anything, but they are earning Success Club points and you really need to recognize that. And then here's the other thing, weak leg Team Volume is at least 200 Team Volume points per month. Now this is where I just lost some of you. I know it, right? You're like, "What is weak leg Team Volume? What is Team Volume?" Team Volume are those PV points that are adding up for all the individual coaches that you sponsored plus any coaches that are just in your down line. You may or may not know this yet, but some of you have people in your down line that you did not sponsor. They were sponsored by someone above you. It could be they were sponsored by someone directly above you. It could be they were sponsored by someone that way, way above you. Either way, they are in your down line. They count toward this category and they

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also count toward your team bonus. So any points that people in your down line have accumulated on that week leg, 200 TV points. So yeah, maybe it did come from your own personally sponsored people on your weak leg. Maybe it came from someone, you know, ...let's say you sponsored your mom on your weak leg and mom just happened to sponsor dad. Well mom and dad's points are going to rack up and count toward that category and you don't have to have any coaches who are yet qualifying as Team Leaders to be in this category. Okay, here is where it gets real: 1,000 PV per month. Oh my gosh, no one has corrected me on this, but I think I just noticed a huge mistake that I just said. You know what, this is earnings. I was saying PV points. I'm so sorry you guys. I hope you're not missing this. Correction – huge, massive correction: this is earnings. This is not PV. This is earnings. This one has to do with the points. This one is earnings: \$100 earnings per month, \$250 earnings per month, \$1000 earnings per month. Oh my gosh, I don't know why I said it the other way. I need more coffee. Earnings: \$1000 of earnings per month. So many of you I know want to get here and believe me, you guys, once you start building up to \$1000 per month that you're earning, before you know it, you'll be doing that per week. It could be one year later. It could be less, but it really builds fast once you get to this point where you're a Diamond or above and you have at least four people on your team who are earning at least one Success Club point. At least four people on your team in that month earned at least one Success Club point, okay? And then your weak volume is 5000 a month and you don't necessarily have to have any Team Leaders to be in that category. Organization Leader: your earning at least \$2500 per month, Success Club 5, you are a 2-Star Diamond or above, you have at least six coaches, you have earned at least one Success Club point in the last month, you have 15,000 in your weak leg for that month, you have two people who are now earning as a Team Leader themselves. You have two people who are now earning \$1000 a month on your team. That's where you want to be, you guys. So for those of you that are just building your team with...I've heard some people call them, "VIP customers," when they're actually just a coach getting the discount. And there's nothing wrong with coaches just getting the discount, there isn't, but you definitely

want to aim to build business leaders. We want to aim to give people that, you know, quality of life that they want or be able to quit their full-time job or be able to go part time or be able to just contribute more to the family in, or whatever. You definitely want to be able to help coaches reach those goals as well and so that's where that happens. So Organizational Leader you have at least six and then you have two people who are PS, to PS coaches who are Team Leaders. Executive Leader: \$8500 a month in earnings. That's awesome. Success Club 5, 5-Star Diamond or above, eight coaches who have at least one Success Club point, 50,000 in your weak leg, and you have four personally sponsored Team Leaders who are making the Team Leader category. That's awesome. So if you're looking at this the way I am, I'm noticing, look, I don't even have to necessarily hit more than Success Club 5, but here's the deal: I really feel like that if you're really doing everything right there are going to be a lot of months, if not all months, where you hit Success Club 10 because in order to hit these categories over here you guys, you have to be bringing on about four coaches a month, at least. You have to be bringing on at least four coaches per month and in doing so you're going to always have, I would say, 50% to 80% who are going to buy a challenge pack when they join because they want to get that deal where they get free start up if they buy a challenge pack. So if you have four coaches coming on at a minimum and two of them have bought a challenge pack, that's for Success Club points right there. So you're almost halfway to Success Club 10 right there just from the two coaches that you're bringing on board. Again, those are minimum numbers I'm talking: four coaches a month minimum. Okay, so I want to go to my down line office real quick. Okay, so here's just another...this is what I did you guys. All I did was...I'm going to hit the backspace. I went to the FAQ, which let me go to my main page real quick so you can see. I scrolled on right here to the bottom. So again, here's what the Leadership Ladder is and this is my fifth business center. This is my fifth business center and while I'm here let me just show you where you can see...so again, my fifth business center, you guys, it's nice that all my numbers are reported in my first business center. They're not reported here so just so you know, I have numbers in these categories. I have Success Club, all that stuff, but it

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does not get reported in my additional business centers. I'm hearing you can't see my screen. Maybe it's delayed? Let me go back to YouTube. I'm hearing you can't see it. Let me see if I can go back. I'm going to take off screen share. I'm going to take off screen share and go back to screen share see if it will show you my on my office because this is really important. So I'm going to try screen share again and reselect it. I hope you can see it now. This is my fifth business center. I'm going to wait and see if you guys can see it. Yes, yes, yes? Let's see. It might take a minute. Yes. Okay, awesome. So this is my fifth business center you guys. Like I said earlier if you missed it, I opened this in March 2016 and none of my numbers show up because it's my fifth business center and when you have multiple business centers everything accumulates, everything is reported in your first business center. So I don't have...like when I go here to see if I made Success Club it'll say I have zero points always and forever even though I have people who buy from this business center, I have coaches in this business center, blah, blah, blah, all like Success Club numbers, Leadership Ladder, all that kind of stuff, only shows in your first business center. So anyway, this is the Leadership Ladder tab and here, over here, is where obviously you can see "active status." I'm a Diamond coach in my fifth business center. I currently have 273 people in my down line of my fifth business center and again, I opened this in March. And here's the other thing, I don't add all of my new coaches to my newest business center, but I add the majority of my new coaches to my newest business center, always. Whenever I open a new business center, I add the majority of them to my newest business center, but I still have people that join my team and buy from other business centers because they were customers of those other business centers over the years. So I still get new coaches and new customers and stuff like that in the other business centers, but whenever I have the opportunity to direct new people to this business center I do. So anyway, that's for another training for those of you that are ready to open up another business center. Here's where you can see Projected Volume, Customer Volume, Team Volume amounts. Okay, so remember in that other screen where you saw TV? This is my total TV, right here, and all that is is the sum of my left Team Volume and my right Team Volume, okay? So that's total

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TV is 3,662 right now and on my left side I have 2,300, 2,373 and on my right leg I have 1,289. Okay, so that's what you can see that and so anyone that is on my left side, whether it be personally sponsored or people they sponsored or people they sponsored or sponsored or sponsored people I don't even know, that all racks up into that number and then the same goes for the right side. Now these numbers keep carrying over from week to week to week to week to week, ongoing until you get to like a few years in and then they do like a flush, but that's, again, that's way later in life, but they just keep carrying over. The only time they don't carry over, and this is important to know, is if you go inactive. When you go inactive as a coach, those numbers flush to zero every week. So it is not cool to go inactive for that reason. If you have any inkling to build this business, you want to stay active, okay? Because you want keep building these numbers. The other numbers that don't carry over are the ones that actually cycle through a bonus. So of course, they add up and then on Wednesday nights the system calculates your team bonus and then whatever is left over on one leg or the other, it carries forward to the next week and continues to carry forward until it cycles through as a bonus. And for those of you who aren't familiar with the team bonus, you make team bonus once you're Emerald. You have to have at least 100 points on one side 200 points on the other side. Now people will say, "What's my power leg? What's my weak leg?" It just has to do with whatever number is bigger. I mean looking at this right here, obviously at least for this week, my power leg is my left leg because look at the volume there. I have 2,300 and my weak leg is my right leg. I have 1,200 there, okay? So that's considered my power leg and my weak leg. Could I build up my right leg so much more that it overpowers the left leg and now this is my power leg? Sure. Happens all the time. Ideally you want to get these in balance as much as possible, but they almost never will be, but ideally that is what you would be aiming for. But here's the thing, and you've heard me say this and other trainings too, you can't just pay attention to these numbers because when it comes to rank advancing, you have to have rock stars on both sides. So it's not like you can put all your coaches on your weak volume leg and expect to build a big business long term. Because what will happen, you will stay at

like Emerald or 1-Star forever because all of your actively working it coaches are on one leg and you can't have that. You have to have rock stars on both sides, you guys. So yes, you want your volume to pick up and you want to try to balance it, but it's pretty difficult to really have both in balance and also be in balance in terms of rock stars on both sides, okay? So just so you know. Think there's like some secret to having even numbers on both sides, there's really not. You're always going to have one side that's, you know, stronger than the other. Okay, so that's where you find your right Team Volume and your left Team Volume. Let me go back to this other screen. I'm going to have to probably come back to you on screen and then...yeah. One second. Okay, cool. So I'm going to go back to my screen share of my PowerPoint real quick because now I think and I hope that these numbers make more sense to you. Okay, so again let's kind of refresh here. Let's go to Team Builder: \$250 per month in earnings, right? Success Club 5. You're at least an Emerald or above. You have at least two coaches who have earned at least one point in Success Club, at least one point. You have 200 TV, so that's adding up...whoops, sorry...200 TV on your weak leg, okay? So just the weak leg. So for me, I would need to have at least 200 in that...I think it was my right leg was my weak and I think it had something like 1,200. So I easily meet this criteria. I'm not meeting this criteria. See that? I do not have 5000 in my weak leg yet. I'm not at Team Leader status in that one business center. Of course in total, I'm an Executive Leader, but I'm saying if it was just that one business center I would not be considered a Team Leader yet because I don't have 5,000 in my weak leg yet and I say yet and I say yet for all of you to because you will, you will, okay? So I would just be a Team Builder. And then PS Team Leaders, I'm pretty positive I do not have any PS Team Leaders in that fifth business center yet. So again, I would be right here, okay? Now let's go to fifth business center earnings because I just think and I don't think I've ever done this before, it would be interesting for you to see, you know, given that I have 273 people in my downline, in that fifth business center that just opened in March, I believe I have 80 some personally sponsored in that business center. So I was just going to show you earnings in that business center because why not? We've been going through it all, we might as well go

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there too. So one second. I'm going to have to come back. Say, "Hello," and go back and if you joined late, yes, I'm filming from the closet and screen share. There we go. Okay, so yeah, a fifth business center and so if you go to "my business," okay? And you go to "my commissions," "my weekly commissions." Okay, this is where you can see what you've earned. I want to show you first...well I don't need to run the...I was going to run the report just to show you how many personally sponsored...like I said, I've got 80 some personally sponsored in this business center since March. So that means this business center has averaged about eight or nine new coaches per month. Now, in total I probably averaged maybe anywhere between 12 and 16 coaches per month, but that's including all the other business centers. But like I said, the majority of them go in this business center. So if this was a brand-new business center and it was all I had averaging about 8 to 9 coaches per month, that has brought me to 273 people in my down line and commissions of...I'll show you where it starts. I just want to show you how this like adds up. Of course, the first week is zero. Now these first few amounts...like 130 here, that is not in Team Bonus, that's in Fast Start Bonus. I'm pretty sure. I can click on it. Yeah, Fast Start Bonus. So that's when new coaches are starting up and I think the first time I actually start earning a team bonus is like my fifth week into the business...wait, one, two, three, four, five, six. So six weeks in...see these other ones you're seeing are commissions. I've made a sale here and there, okay? Here's 140. I think I sold to challenge packs there or something. Okay, so here, my sixth weekend I finally earned a team bonus. I know because I looked into this one first and I had a \$40 Fast Start bonus, \$15 in retail sales whoo-hoo! And a \$32 team bonus. And so that's where that began, you guys, \$32 team bonus, okay? And Diamonds earn just \$18 per cycle, so it's not much, but look how it starts to build. Okay, now you're starting to see some 200s. You're starting to see some 300s and of course this is per week. You're starting to see some 400s; again some more 400s. Getting up there. Now I've got a \$600 one. Look how it's kind of climbing. It's not super steady, but climbs, right? And then here this last week, up to 877. And guess what? I know and see that number; I mean that will be 1000 per week before I know it, okay? And this business just opened, just

started fresh, brand-new, not a single person and it, not a single sale, not a single customer, etc., in March of last year. So when I tell you guys this is what's possible, I'm not lying, and it's not just me doing this. Lots of coaches are doing it. It's not easy. It takes discipline. It takes focus. It takes owning your business and treating it like a business, but it does build. And here's the thing, you know, this is...like I said, this is my fifth business center, so the other business owners, of course, they continue to grow. It's not like just because I'm adding the majority of my coaches to this business center that the other ones aren't growing. The other ones are growing huge. You know, the other business centers that went 15-Star Diamond, they went 15-Star Diamond when I was already fully building another, newer business center, but those people of course they're still developing. They're learning; they're growing as leaders and still doing trainings, still mentoring them, still coaching them. They are doing their own thing. They're starting to, you know, really develop as leaders and so those business centers are taking off and meanwhile these other business centers are starting to take off. So that's why your business really starts to multiply exponentially once you start opening up multiple business centers. Okay, so let me go back to...the...maybe two...awesome. So I think there was just a couple more slides and then you're done. So I'm pretty happy with how quickly we got through this. The only thing I don't like is that I can't see your questions and I'm almost sure you have questions. So I'm going to just check my phone and...if you've seen any questions come through that I should try and answer on here, I certainly will, but otherwise in the Coach Success group I will answer there, but let me just go back to the slides real quick. I want to make sure I did not miss anything. And it's not showing that yet...one second. Does it bother you guys when you hear all those clicks? I don't like that. I don't like the sound of those clicks myself when I'm watching someone's presentation. So hopefully you get all of that and how that works. This is just, you know, an additional explanation. Business Starter: you're earning at least \$100 per month. That means Shakeology's now paid for by your earnings or the Performance Stack, if you're doing Performance Stack instead of Shakeology. You're hitting Success Club 5, which is a great example for your team, showing them

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that, you know, it can be done. You're in the green with your business. Team Builder: you're earning at least \$250 per month. You have at least two personally sponsored coaches who have at least one Success Club point that they earned in the previous month. You're hitting Success Club 5. You have a minimum of 200 on your weak leg and let's see. Team Leader: your earning at least \$1000 per month. I mean who wouldn't want to get to Team Leader? You're earning at least \$1000 per month. That's pretty sweet when you get to that point and you've got four personally sponsored coaches who are obviously working their business. They have at least one Success Club point in that previous month. You're hitting Success Club 5. You have a minimum of 5000 on your weak leg for the month. Organizational Leader...and you know what? Now that I think about this...I might hit Team Leader in my fifth business center this month because where only at the 11th of the month and I believe I am more than halfway there were about that, so yeah. I think I'm going to hit that. Organizational Leader: earns at least \$2500 per month, six personally sponsored coaches earning at least one Success Club point. You're earning Success Club 5 yourself. You have 15,000 on your weak leg and you are a 2-Star Diamond and you have two people who have hit the Team Leader category, which that's cool, you guys. Start recognizing on the Leadership Ladder. Start tracking that. Start educating them on that, because it really is a better reflection of business growth. And then the Executive Leader is burning at least \$8500 per month. You have eight coaches with at least one Success Club point. You hit Success Club 5. You have 50,000 on your weak leg, pretty sweet, 5-Star Diamond yourself, and you have four people in the Team Leader category. So pretty awesome right there. Super, Duper Leader that's just a fun thing made up. I don't even think I've ever hit 65 coaches...oh, I don't know. Maybe. I don't know. I've never calculated that one. That's not a real one, by the way. So the call to action: look at your Leadership Ladder. Look at your sponsorship drill down. For those of you that are serious about your business, look at your calendar for this year. Do you have Wednesday nights kind of cleared up a little bit? Is it on your radar that that is the night that is the end of the pay period and you have to look to see, are you going to stay the same rank? Are you going to advance

in rank? Thursday mornings, reach out to your team. Figure out who needs what. How can you help them? You can't like coerce to get active or to buy Shakeology. What you want to do is give them vision to build their business. That's what you want to do. If they all want to get active, they don't want to get active. It has nothing to, you know...that doesn't necessarily have a huge benefit for them if that's not on the radar. But if they need this business in their life, then building this business will be on the radar and in the process of building this business, they will get active. So what do you need to do for the next rung? Focus on one goal and implement. So I think that's it. I'm getting go back to YouTube and just see real quick on my phone if you have any questions. And it's going to let me know if you have any. So I think that's it guys. And again, it's kind of overwhelming at first, but if you think of any questions after the fact, post them in the Coach Success Facebook group and tag me on it. I'll do my best to answer your questions, but I'm going to start to focus a little bit more with my team on the Leadership Ladder because I just think it's so important that you are not just building to a rank, because that could cause you to bring people want just to bring them on, just to have like a body there, just to have someone on Shakeology, and just to bring someone on for the office of the discount, when this business has so much more to offer than the discount. The discount's awesome, but that's just such a tiny, tiny benefit of this business. Get people involved. Get people excited about what this business can do for them, for their lives, the bigger picture of it. You have to believe it yourself. You do. So with that said, is like there are probably no questions, so I'm going to go ahead and close it out. Thank you so much for getting on. I will see you next week at noon Eastern Standard Time and then going forward, noon Eastern Standard Time. Thanks so much. Have a great week and I'll see you next time.

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[End of Recorded Material]