

Transcription of February 8th, 2018, Team Call “Hello, Quarterly Bonuses!”

[Beginning of Recorded Material]

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00:00:01 Jenelle: Hey you guys! Welcome to the team training. Today’s topic is “Hello, Quarterly Bonuses!” What are they and how much? So normally we, you know, our trainings are about mindset and overcoming objections, which by the way, that one is coming up again soon, you know, building your team, and you know, overcoming fear, and you know, social media. This one is very informational and I just felt like, you know, this is a topic that we haven’t really talked about. We’ve talked, you know, making Elite. We’ve talked about becoming Diamond. I mean we’ve talked about all those things and if you’ve missed those trainings, oh my goodness. Check out our training site because it’s all there, but this is a topic we really haven’t talked about and I feel like a lot of coaches just are not familiar with everything that they have in their back pocket that they could be earning and sometimes honestly that really does make a difference because someone might be putting in the work day after day, and this is work. There’s no doubt about it and I know for myself when I was building my business on top of a full-time job and on top of being a mom and a wife and it was hard to fit in the activities that you have to do to make this business go, but I knew the facts in the sense of I knew that if I did the work, eventually it was going to pay off and I was going to hit those little milestones one by one by one and I needed to just every day put one foot in front of the other and so I think it helps to know the facts that when you get to this point, this is what you have as an opportunity to earn. So of course you know that, you know, once you become Emerald and you start really building your team then you can be earning team bonuses, but there’s also what’s known as the quarterly bonuses and not that many people are earning them because not that many people are going for them. Now a lot on our team are earning them, but I’m just saying as a percentage of the number of coaches that are out there in general, a lot of people give up before they get to the point where they’re earning quarterly bonuses. A huge percentage of people give up just before they hit their windfall; it’s just the truth. And so with that, I want to just explain to you what these quarterly bonuses. So I want to just make sure you can hear and see me and I’m checking the questions in case you have questions. Looks like we’re all good. Okay, so first of all, the quarterly bonuses are basically if you hit any of these ranks and you hold them consecutively for six weeks within that quarter then you can earn that bonus. So one of the newest ones that Beachbody has rolled out is the Diamond bonus. So if you can maintain your Diamond rank for six consecutive weeks within the quarter. So we’re in quarter one and obviously you still have time to have six consecutive weeks within this quarter. If you were to hold your Diamond rank for six consecutive weeks within this quarter, that’s a \$250 bonus, okay? So with each of the bonuses that I’m going

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to go over, you have to hold that rank for six consecutive weeks within that quarter, okay? So it's helpful and smart if you kind of over-shoot your goals. Like if you're reaching for Diamond and you want to hold it six consecutive weeks, you know that in order to be Diamond you just need eight coaches and two Emeralds, right? Not easy, but definitely doable, right? But if you only have eight coaches and you only two Emeralds, it's definitely a lot more difficult and a lot more stressful to try and hold that for six consecutive weeks. Whereas if you were to have twelve coaches and three or four Emeralds, maybe even five Emeralds, obviously your Diamond rank is going to be more solid and it's going to be less stressful and less difficult to hold that for six consecutive weeks. Now that said, whenever you first hit a rank, whether it's Diamond or it's Emerald or it's 2-Star, whenever you first hit a rank, it's not solid at first. That's just the reality of it. It's usually not solid at first. I mean if yours is, awesome. You are of an Elite few. Anytime I ever first hit a rank, any rank, it was shaky at first because I just barely hit it. I still pushed to hit it and definitely had to struggle to hit it, but it got me there and I just had to continue to build my team on top of that. Now with all of these quarterly bonuses I want you to realize that if you're building your team the right way, which means you're engaged in our programs and products, the team that you're bringing on board is engaged with the programs and products, you're engaged in building, constantly adding to your team and building and training and mentoring your team and at the same time, your team members are being taught to duplicate that same process. They're taught to be engaged with the products and programs. They're taught to be building and training and mentoring the team. If you're doing that and everyone's duplicating that, not only can you be earning these team bonuses as time goes on, but the amount that you're going to see me post for these team bonuses can actually be your weekly pay. True story, okay? So some of you might look at some of these amounts and go, "Oh my gosh, that would be amazing to make that on a quarterly basis." Well, if you build your business right you could...I can see someone like in the reflection like walking in my house. What? Probably it's just a delivery. Anyway, that's freaky. Do you see that? Like right there. Anyway, if you're building your business the right way, what happens is that volume that does get created impacts your team bonus and so you literally can be making...like these amounts that I'm showing, you literally can be making that per week, plus be making that quarterly bonus. So I'm just trying to give you a feel for how huge this opportunity is and that yeah, I know it's hard work and I know it's blood, sweat, and tears sometimes, but when you look at what other businesses have to go through and what their potential earnings are and I know because I grew up with an entrepreneur and I know, you know, different profit margins and how hard that can be and the overhead expenses of a traditional business, a brick-and-mortar business. If you look at that or conversely if you look at salaries...I used to work in human resources management and, you know, every year it was a four percent mirror increase unless you were getting a promotion and in that case it might be more like twenty percent increase, but even so, you

couldn't increase your income per year – but you can in this business. It's insane. It's insane, but I think a lot of people don't realize that. So all right, I'm just going to...like I said this is going to be a quick training because I know, hopefully, you're all in Team Cup. You've got lots of trainings. You've got lots of work to do. You're connecting with your team members and so I don't want to take up much of your time. I just want you to know this information. Okay, so let me share my screen with you and you're going to see the numbers. So let's go. Hopefully this doesn't lose you. It should be right there and then hopefully you can see those. So obviously the Diamond quarterly bonus is a flat \$250, a flat rate. Now the 2-Star bonus...you know what? I should explain something first. I want to un-screen share. I do. I do. I do. I do. Un-screen share for a second. I know you saw those numbers, but I want to un-screen share for a second because I want to...there's something I want to tell you. So the way that the quarterly team bonuses are calculated. So what I just showed you was 2017 quarter one, last year. So every quarter it's going to be a little different because that bonus is not a guaranteed amount unless it's Diamond. Right now Diamond is the \$250 flat rate, but the other quarterly bonuses are all calculation and this is what it's based on, just so you know. Beachbody takes a certain percentage of their revenue and then they split that percentage in between the different ranks, okay? So obviously what Beachbody made is going to change from quarter to quarter and secondly, the number of coaches who qualify within each one of those is going to change from one quarter to another. Someone might, you know, earn the 2-Star bonus one quarter and then they might not earn it the next quarter and then they might earn it the third quarter. It's not always going to be the same people and the same number of people every quarter who are earning those quarterly bonuses, okay? So when I show you these numbers, realize that they can fluctuate, up and down. They have definitely been a little less past, but they've definitely been a little more in the past as well. So let me go back to that, all right. Let me make sure that you actually are...if you guys could comment and let me know if you actually are...oh, Meg said she sees it. Okay, sweet. Okay, so yeah, so \$250 for the flat rate for the Diamond bonus and then 2-Star, last year, first quarter was \$939. The 5-Star quarterly bonus was just under \$3,000. The 10-Star, last year, quarterly bonus was \$18,262. I know you can read these yourself, but in case you're watching while you're driving or something, 15-Star, last year, first quarter was \$46,775. Now, think about that. If you were even to make the quarterly bonuses, all four quarterly bonuses, at one of those lower numbers, maybe the 2-Star, maybe even the 5-Star, think about what that could do to your income. If you're someone that's making, let's just say, just to throw out some numbers, you're making \$70,000 a year in your career and you get an annual increase of four percent. You know that's going to be...I think it's like \$2,000 or something or maybe less and then, you know, if you were to get this 5-Star bonus for all four quarters, I mean think about the increase in pay that you're talking about there. I mean we're talking about 20%, 50% increases in your annual income, so it's huge and obviously once you get up to the 10-Star and 15-Star, then

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we're talking huge numbers. So yeah, the potential there is absolutely massive. I'm looking to see if you guys have any questions. So also you'll notice in the smaller fine print, "5-Star, 10-Star, and 15-Star must also earn at least 10 Elite points in the quarter," okay? So for the whole entire quarter they would have to earn at least 10 points. Now usually when you're 10-Star, 5-Star, and 15-Star, you usually are shooting for Elite every year anyway and when you're shooting for Elite anyway, you really should be earning, you know, aiming to earn 10 Elite points per month. So that number there, that 10 Elite points in the quarter, you know definitely is doable. So let me know if you guys have any questions, but those are basically the numbers. Like I said, they can fluctuate up and down and you do have to overshoot...if you're going to hold something for six consecutive weeks, you do have to overshoot it. In other words, if you want that 2-Star bonus, you really better hope that you have at least two people who are solid Diamonds or that you are developing to be solid Diamonds, but that you also have a few others who are working toward it. Now they might not be as close yet, but they're right there, because if you're thinking that, you know, as you start building your team that you've got 15 people that are going to hit Diamond and just stay Diamond, that's just the case. It's just not reality. You have to overshoot it. You know, 15-Star typically means you have a good 16, 17, 18 Diamonds because you're going to have one one week that just...they lose their Diamond status and then...so luckily you've got someone else that's also Diamond so that's fine, but it's just...you have to kind of overshoot it and kind of plan to overshoot it. So let me know if you guys have any questions, but that's basically the information and like I said, you can be earning that per week if actually are focusing on the right things and by the right things, I mean making sure that you are, you know, building people to have successful fitness businesses. I mean I never actually had the goal of 15-Star. My goal was always just, and still is, to help people become six-figure earners in their business and when you aim for that and you bring people on board with that vision and you believe in them before they believe in themselves and you equip them and you don't give up on them, there's a certain percentage, not all of them, there's a certain small percentage, 10-20%, that actually go, "Yeah, I am going to go for it. I do get it and I am going to stick with it through the hard times and I'm not going to give up." A certain small percentage stick with it and that's all you need. That is all you need. You don't need every team member on your team to be, you know, staying in this and sticking with it through the hard things. There's going to be a whole chunk of them that for whatever reason they decide not to stick with it or they decide to go in some other direction or whatever and that's okay. You just have to know that you have to keep equipping everyone and not let it, you know, cut right through you when someone decides to go a different path and just continually be adding to your team. If I look at the first...you know, when I became 5-Star Diamond, if I look at the first, you know, five Diamonds of mine, they are not all Diamond now. Luckily I kept building my team and I have other, obviously other Diamonds now. But had I just said, "Okay, these are my five, so now I

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just need to get five more and then on top of that I need to get five more.” No, because it rotates. Some of those people just end up not sticking with it, but if you give the that vision of what they can do, that they can be 5-Star, they can be 10-Star, they can be 15-Star and that they can help their team members that they’re bringing on board every single month, that they can help those people do the same thing with the business. So any questions? I think that was it. Everyone is just like, “Yes! Yes! Yes! Yes! Yes!” All right, that’s it you guys. Fifteen minutes, well seventeen, but pretty quick, right? All right, so I’ll let you get back to work. Next week we have “New Coach Success.” I’m so excited about it. You’ve got to hear that one especially if you have newer coaches, definitely get on next week’s training. For those of you that are going to Marketing Impact Academy with my sister, I’ll see you this weekend and good luck with Team Cup. I think we’re having a very strong month. We’ve got a new announcement today on challenge packs and completion packs that are being offered. So more options for your customers and your coaches. So...or really for your customers actually. So, you know, stayed tuned with all the information that’s coming out right now and stay engaged, all right? Thanks so much and have a great rest of your week.

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