

# SUCCESS CLUB SYSTEM













## DAILY BUSINESS ACTIVITY TRACKER



WEEK OF: \_\_\_\_\_ NWC ☐ Team Call ☐

**MY WHY:** Restate the purpose(s) supporting your coaching business

**MY TARGET MARKET:** Stay focused on connecting with your ideal person

1. BE PROOF THE PRODUCTS WORK	THU	FRI	SAT	SUN	MON	TUE	WED
Work out and drink Shakeology	 <input type="checkbox"/>  <input type="checkbox"/>	 <input type="checkbox"/>  <input type="checkbox"/>	 <input type="checkbox"/>  <input type="checkbox"/>	 <input type="checkbox"/>  <input type="checkbox"/>	 <input type="checkbox"/>  <input type="checkbox"/>	 <input type="checkbox"/>  <input type="checkbox"/>	 <input type="checkbox"/>  <input type="checkbox"/>

2. CONNECT, INVITE, FOLLOW UP (1 HR 40 MIN)	THU	FRI	SAT	SUN	MON	TUE	WED
Initiate connections and add followers (20 min)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do a social media post that showcases the benefits of your healthy lifestyle or has a call-to-action (10 min)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Update IG/FB Story throughout the day (about 3 min to create each post) • Daily life • Workout clips • Product use (no brand name shown) • Healthy meal or meal prep • Invitation/promote group/poll or a call-to-action • Recognition/shout-out	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Respond to all new likes, comments, or views (25 min)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Invite ____ people (at least 5) to join a Challenge Group or learn about coaching (15 min)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Follow up with people you’ve invited (15 min)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

3. GET PEOPLE RESULTS (30 MIN)	THU	FRI	SAT	SUN	MON	TUE	WED
Contribute to your Challenge Group	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Follow up with new Shakeology users and update the Shakeology Follow Up Guide	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Recognize achievement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Respond to questions from customers & Coaches	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. DO PERSONAL DEVELOPMENT	THU	FRI	SAT	SUN	MON	TUE	WED
Engage in personal/professional development (15 min)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

MY WEEKLY BUSINESS RESULTS	# of new Followers:	# of new Challengers:	# of new Coaches:	SC points:	
				this week	this month



Use this tracker to follow up with each new Shakeology customer in their first 90 days of using the product.  
 There are various touch points within their first 90 days when you should check-in on their progress.  
 See 2<sup>nd</sup> page for details.

### Weekly/Monthly Check Points

(See back for tips and discussion points)

Start Date	Customer Name	Health Goals	Week 1	Week 2	Week 3	Week 4	Month 2	Month 3
9/1	(Sample) Sue Jones	Feel Better Overall	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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#### Common Health Goals:

- Lose weight/reach goals faster
- Stop junk food snacking
- Get into healthier routine
- Get more energy
- Feel better overall
- Better digestion

# Shakeology Wellness Follow-up Guide

About half of all Shakeology customers typically start experiencing results within 1 week of drinking Shakeology daily.  
The same Shakeology customers typically experience nearly all the benefits from Shakeology within the first month of drinking it consistently.

## Weeks 1-4:

Follow-up with your new Shakeology customer at least once a week the first month to ensure they're drinking it, having a good experience, and seeing the benefits. Help them use the Wellness Tracker that came with their Shakeology order.

Are you drinking it daily?	Do you like the taste?	What benefits have you started to see?	Have you visited the Shakeology.com site?
<p>If "Yes":</p> <ul style="list-style-type: none"> <li>celebrate it, encourage them to keep it up!</li> </ul>	<p>If "Yes":</p> <ul style="list-style-type: none"> <li>celebrate it, ask them how they're making it!</li> </ul>	<p>If "Yes":</p> <ul style="list-style-type: none"> <li>celebrate it, ask them about their experience.</li> </ul>	<p>If "Yes":</p> <ul style="list-style-type: none"> <li>celebrate it, ask them what they liked!</li> </ul>
<p>If "No": - ask why</p> <ul style="list-style-type: none"> <li><u>Flavor issues</u>: (see next column)</li> <li><u>Forgetting</u>: encourage them to drink it at the same time each day to build habits</li> <li><u>Unsure of Importance</u>: remind them that daily usage maximizes the benefits that they're looking for</li> </ul>	<p>If "No": - ask how they're preparing it.</p> <ul style="list-style-type: none"> <li>Make sure they're blending it with ice</li> <li>Share your favorite Shakeology recipe</li> <li>Point them to the recipes on the blog</li> <li>Recommend a different flavor</li> </ul>	<p>If "No": - make sure they're drinking it &amp; help identify benefits that may have come on gradually that they're not noticing.</p> <p><u>Benefits may include:</u></p> <ul style="list-style-type: none"> <li>Curbed cravings</li> <li>More energy</li> <li>Better digestion</li> <li>Weight loss</li> <li>Overall health benefits</li> <li>Healthy grab-and-go food</li> <li>Better accountability to eating healthy</li> </ul>	<p>If "No":</p> <ul style="list-style-type: none"> <li>offer to send them the link</li> <li>Share with them the value of the information there (ex: ingredient info, links to great articles on the blog,</li> </ul>

## Month 2:

Focus more on Shakeology education. Talk about the ingredient groups and specifically, which ingredients contribute to the healthy benefits they are receiving. Reaffirm how drinking it daily will help them with their health goals.

### Sample Questions:

- How would you say Shakeology holds you accountable to your overall health goals?**
- What progress do you want to make this month on your health goals?**

### Tip:

- What are some of the benefits they've already experienced? Healthy digestion/regularity, meeting daily intake of vitamins/minerals, reducing junk food cravings, feeling better overall, eating better regularly, losing weight?



## Month 3:

Congratulate them on the progress they've made on their health goals and the healthy habits they're building. Ask them if they've considered becoming a Coach, if they aren't already.

### Sample Questions:

- How do you feel Shakeology can help you maintain the results you've seen and keep progressing on your goals?**
- Have you noticed days when you needed more energy? More fiber? More greens?**
- Have people asked you about what you're drinking?**
- Have you ever considered becoming a Coach?**

### Tip:

- Remind them of their goals when they got started and the benefits of nutrition + fitness and feeling better overall

