



NEW COACH
ONBOARDING
PLAYBOOK

**TO INSPIRE FITNESS AND CHANGE
LIVES EVERY DAY!**

**FIT BODY
BOOT CAMP**

THE OUTCOME

This Fit Body Onboarding Playbook with the included training assignments is designed to teach the coaching foundation for you and any new coach entering our brand within the initial 12 weeks of joining our team.

With the completion of the curriculum, you will be able to understand the foundations of coaching in order to become a Fire Breathing Dragon!

You will also be able to successfully create and coach safe & effective workouts that drive client results. This curriculum is also designed to introduce you to the Fit Body Way Systems and Technology, in addition, to grow you as a person and a professional.

We also understand that it takes a lifetime to master the art of coaching and that continued education and personal growth will always be required. But by the successful execution of the provided training plan within the Onboarding Playbook, you will have acquired the knowledge and skills to create, program, and coach successful workouts. This will give us both the confidence needed for you to be added to our team's coaching schedule rotation.

Welcome again to our entire Fit Body Family, and know we are excited to be on this journey of Inspiring Fitness and Changing Lives Every Day together!

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WEEK 1-5

(Pages 11-55)

Desired Outcome: You will learn the foundation and mindset of becoming a Fit Body coach. The goal is that beginning week 5 you can coach a full session on the mic.

YOUR LEARNING ASSIGNMENTS:

1. [How to Win Friends and Influence People](#) - by Dale Carnegie
2. [Giving and Receiving Feedback, Part 1](#) - Craig Groeschel Leadership Podcast
3. [Giving and Receiving Feedback, Part 2](#) - Craig Groeschel Leadership Podcast
4. [Bedros Intraprenuer Video](#) - by Bedros Keuilian
5. [Todd Durkin World Conference Impact Video](#) - by Todd Durkin

WEEK 6-8

(Pages 56-77)

Desired Outcome: You will learn the Fit Body Workout Builder Software. The goal is that as of week 13, you will be added into the programming rotation as your first week of programming creation.

YOUR LEARNING ASSIGNMENTS:

1. [Fit Body Work Out Builder Videos](#)

WEEK 9-12

(Pages 78-99)

Desired Outcome: You will learn the Fit Body Way Systems and Technology while sharpening and optimizing your coaching skills.

YOUR LEARNING ASSIGNMENTS:

1. [What the Heck is EOS](#) - by Gino Wickman
2. [Coaching Greatness](#) - by Martin Rooney
 - a. **Username:** teamhenson
 - b. **Password:** fbbcfbbc
3. [The Fit Body Forum and Learning Management System \(LMS\)](#)

INSTRUCTIONS

The Fit Body Way training plan takes the step ladder approach for both clients and team which will increase your ability to digest the training below.

We have broken down your training weeks into specific days where each of the topics of discussion are presented. The training program is designed to build off itself so it is very important to execute each of the steps every week and meet with your Facility Leader thoroughly.

You are encouraged to proactively schedule the weekly meeting with your Facility Leader from the onset so you have a strong cadence of communication and acquire the necessary feedback to improve your coaching.

During your onboarding week, please schedule your 1-1 weekly meetings ideally on the same day for all of the following weeks within the training program and notated in the space at the bottom of each week.

This will increase the probability of strong execution and ensures you receive the training and coaching as it was designed. Please also bring this playbook with you during your 1-1 weekly meeting.

Day 1 of the weekly training program, you will be coaching with support.

Day 2 of the weekly training program, you will be filmed during the session that you are coaching. Just like in professional sports teams, watching game film provides visibility to blind spots and opportunities for growth. This is the same strategy we use at Fit Body. Please be sure to watch each week's film and complete the included self-assessment with the learning assignment quiz before your 1-1 weekly meeting.

Day 3 of the weekly training program, please ensure you digest "Next week's learning assignments" and complete the accompanying quiz prior to the meeting with your Facility Leader. This way you can discuss the material.

Finally, we know you might be overwhelmed at times which is normal. But please trust the process as thousands of coaches have learned and executed this training plan with great success and you will too! Please come prepared but also do not be afraid to ask any questions. We are here to help!

INSTRUCTIONS

Special Note on Scheduling your 1-1 Weekly Meeting

This training plan is designed for a coach that is scheduled to work 3 days per week which is why Day 3 is listed where you will meet 1-1 with your Facility Leader.

If you are scheduled for 2 days per week, your 1-1 meeting with your Facility Leader listed on "Day 3" should be conducted immediately after your day 2 training block, or at a separately scheduled time.

If you are scheduled for more than 3 days, your 1-1 meeting with your Facility Leader listed on "Day 3" should be conducted on your final day of the week

Filming

Please film the entire 30-minute session. Beginning prior to the demo/explanation through the finish of the stretching and break.

We recommend purchasing a microphone stand that can hold your recording device with a holding clip.

Work Out Builder Videos

In weeks 6-8, you will be trained on how to create effective and safe workouts via our Fit Body Work Out Builder.

Your owner will grant you and your team access to the Fit Body Work Out Builder site which is our proprietary coaching software. The video links are listed in the Learning Assignments at the end of week 6-8 content.

ON THE MIC STANDARDS

Motivate, Motivate, Motivate

The coach that is "on the microphone" is the primary motivator of the session as the auxiliary coaches support them by demonstrating exercises and correcting the client's form. When you are running the session with only 1-2 coaches, the person "on the microphone" will be called to help their supporting coaches with "off the microphone" duties.

1. Introduce yourself, any other coaches on the mats, and newbies

a. It's important that you introduce yourself to your clients every session. As relationships begin with our clients knowing our names. It is also very important to make new clients feel welcomed and special before the session begins as most times they are nervous.

2. Provide a welcoming message before the session starts

a. It's important that clients feel welcomed and excited before the session begins. Let them know that you anticipate a great session.

3. Explain the Workout of the Day

- a. Muscle Pairings
- b. Work to Rest Ratio
- c. Format (ABAB, AABB, EMOM)
- d. Starter
- e. Filler
- f. Finisher

4. On the microphone demonstration

- a. Give the title of the exercise.
- b. Provide the top cues of the exercise.
- c. Always offering what the alternative exercise is. We avoid using the term "modifier" and we also don't use language including "easier". The alternative verbiage is "more manageable".

ON THE MIC STANDARDS

5. Dynamic warm-up

- a. To prepare clients for their work out a dynamic warm-up is included in the demonstration.
- b. Warm-ups are designed from least dynamic to most dynamic.
- c. The warm-up is happening simultaneously during the demonstration

6. Move with conviction

- a. The coach on the microphone brings the most energy. Body language should match the tone of their voice.

7. Use inflection when motivating

- a. When on the microphone it is a performance. Be sure to make usage of inflection as it helps with the delivery of content and brings excitement to the session.
- b. Be contagiously enthusiastic on the microphone.

8. Break down of a set

- a. First 10 seconds are strictly motivation.
- b. The middle of the set can be used to provide general cues that help with form correction as well as more motivation.
- c. Always provide clients with a “halfway” mark.
- d. Always provide clients with a “10 seconds” mark.
- e. Final 10 seconds are strictly motivation to help clients finish without stopping early.
- f. Last 3 seconds are counting down: 3-2-1.

9. Use names

- a. If you know a name, use a name.
- b. Be sure to use specific names on the microphone. Most clients enjoy hearing their name during the workouts, especially when it's encouraging.

ON THE MIC STANDARDS

10. Cool down

- a. Providing a cool down is essential to prevent injury.
- b. Cooldowns are designed from most dynamic to least dynamic.

11. On the microphone announcements

- a. Never fatigue on announcements.
- b. Hashtag of the month.
- c. Theme of the week.
- d. Facility specific announcements.
- e. Company-specific announcements.

12. Bring it in and break it down

- a. Every session concludes with a message referring to the theme of the week.
- b. Also showing appreciation to clients by thanking them for coming.
- c. Finish with FAMILY on 3. 1-2-3-FAMILY.

13. Enthusiastic farewell

- a. The person on the microphone doesn't get much 1-on-1 interaction with clients. Therefore, they immediately go to the door to high-five clients and thank them for coming.

14. Check bathrooms

- a. After you have said goodbye to clients, head to the bathroom to give it a brief check.
- b. If it needs a spot clean, do it.
- c. If toilet paper needs replacement, do it.

OFF THE MIC STANDARDS

DEMONSTRATE, CORRECT, CHALLENGE

(In this specific order)

1. Communicate zoning with other coaches prior to the session

- a. Make sure everyone is on the same page.
- b. 2 coaches should not be in the same zone.
- c. Prioritize your coaching assignments by the highest to lowest risk exercises.

2. Demo exercises correctly in your zone before and in between sets

- a. To make sure everyone knows what/how to do the exercise.

3. Turn fans on after the demo and off after the finisher

- a. The room heats quickly, that's why we turn on the fans after the demonstration. Please turn them off once the session is completed.

4. Correct form in a timely manner

- a. Be urgent to get to clients. With our working intervals being short you must be efficient.
- b. Be hands-on when correcting form. The music is loud for many and physical cuing is a great tool to help get them into the correct movement pattern.
- c. Give correctional cues (verbal and non-verbal cues: internal and external cues).
- d. Every client responds differently. You must know how to make a connection with different cues to get the client in the right position.

5. Meet members/clients where they are

- a. To make sure no one gets hurt, only challenge those whom you believe can do more.

6. Move with intention

- a. Body language brings energy. Your body must be positive, engaging, energetic, and enthusiastic.

OFF THE MIC STANDARDS

7. Body language must match tone of voice

a. When your tone of voice and excitement increases, your body language MUST show that. When your body language matches your tone of voice it makes the members/clients believe you more.

8. Be confident

a. Confidence brings comfort. You know what you are doing, so do it with confidence.

9. Have focused energy

a. Your energy needs to be focused on the clients. No space out moments. You shouldn't be wondering, you should be moving with intention to help, encourage, and challenge clients.

10. Engage and interact with other coaches

a. Give high fives, smile, laugh, and connect with each other to demonstrate team chemistry.

11. Maintain engagement with clients

a. We are here for the clients and we should always stay engaged with them. Before, during and after sessions.

12. Give each client in your zone the attention needed while bringing the personal feel to the group

a. Bring the one-on-one feel to a large group. That's why we have multiple coaches in a session. Give each client individual attention.

OFF THE MIC STANDARDS

13. Know 90% of names in the session and use 90% of names during the session

- a. Don't just 'know' their names, USE their names!
- b. Clients should hear their name a minimum of 2x in a training session and be touched a minimum of 2x in a training session.

14. Be motivating and encouraging with clients on and off the blue mats

- a. There are enough things in this world that bring them down. Be the person that brightens up their day. Be the light!

15. Give high fives and wear a smile

- a. High fives give the clients a sense of accomplishment; add the smile to affirm that.

16. Work with passion

- a. Let your passion show! Be convincing that you want to be at the facility with the team and members. Clients want to see that.

17. At the end of every session rearrange equipment

- a. This is YOUR facility and our clients deserve to have EVERY session organized. Each session should look as if it is the first session of the day.

18. Turn the music up after the demo

- a. Turn the music down while demoing the finisher, turn it back up after the finisher is down. Turn the music down to cool down.

WEEK 1

DAY 1 - ONBOARDING DAY

***Approximately 3 hours*

- Introduction to our team
- Company Vision
- Core Values
- Employee Handbook
- On & off the mic standards
- DISC profile
- Company Standards & Expectations
- Discuss importance of relationship building through FORD (Family Occupation, Recreation, Dreams)

DAY 2 - ON THE MIC & OFF THE MIC STANDARDS

- Observe sessions and take notes
- Learn at least 5 clients names per day (FORD)

DAY 3 - MEET 1-ON-1 WITH FACILITY LEADER

- Discuss your observations of sessions vs. the standard (what are you seeing)
- Review the learned names from the week
- Discuss your DISC profile as it relates to your bird profile (Take Flight for Learning)
- Discuss our expectations for next week (own 2 zones off the mic)
 - Review exercises for the zones you will be coaching and how we want them coached
 - Demo, Correct, Challenge
 - Names

THIS WEEK'S LEARNING ASSIGNMENTS:

- On & off the mic standards
- [Giving and Receiving Feedback, Part 1](#) - Craig Groeschel Leadership Podcast
- [Giving and Receiving Feedback, Part 2](#) - Craig Groeschel Leadership Podcast

WEEK 1 MEETING TIME AND DATE: _____

WEEK 1 - QUIZ

LEARNING ASSIGNMENTS:

- [Giving and Receiving Feedback](#), Part 1 - Craig Groeschel Leadership Podcast

Giving and Receiving Feedback Part #1

- 1. Don't dread feedback.** Crave it. Feedback helps us grow. Feedback can't be something we endure. Feedback is something we have to embrace!
- 2. Separate the "do" from the "who."** One reason we don't like feedback that tells us how to improve is that we feel it is a critique of who we are. Good feedback is about performance and actions, not identity. When you find yourself getting defensive, you're likely hitting a trigger. The more you push back, the more you might need to listen instead.
- 3. Ask clarifying questions.** General questions rarely lead to specific answers or feedback. You're going to get the feedback you don't like and when that happens, don't get defensive. Instead, train yourself to say things like "Tell me more" or "Help me understand."

Seek out feedback always. It will make you better, and it will show that you value those around you and that you want to grow.

DISCUSSION QUESTIONS:

1. In what area could you use helpful feedback? Who are three people you could enlist to help develop you to improve?
2. What are three specific questions you could ask them to help you grow?
3. What is the number one skill you are currently developing based on recent feedback? If you can't answer this question directly and immediately, you know you have work to do.

WEEK 1 - QUIZ

LEARNING ASSIGNMENTS:

- [Giving and Receiving Feedback](#) Part #2 - Giving Feedback

Giving and Receiving Feedback Part #2

1. When you give feedback. For some organizations, the most common time for feedback is during the annual performance review, but that's often way too late. Your biggest win is to make immediate feedback the norm.

Of course, you'll also want to make sure your feedback will be received well, so giving feedback to a team member while a mistake is still fresh might not be the best time. Other times, public feedback might be the way to go, to let everyone know a problem has been addressed. Learning the right timing takes some finesse.

2. How you give feedback. Start by defining clearly what's happening and not happening. Create a climate of safety around what's not happening. Show kindness.

Think of feedback in two categories: **appreciation** and **coaching**.

Separate the two when you can. Appreciation should be a regular part of your culture! Many employees just want to know that their leader notices them, you can't just assume they know. When you think something kind, say it. Any time you can show appreciation without coaching, do it!

On the other hand, when you're coaching, try to focus on one or two of the more important areas and start there. Tell the truth, and don't tell them the areas they're poor in without being specific on how they can improve. Remember to separate intention from impact. It's rare that a team member intentionally does something to hurt the organization, so instead, show the team member how their actions or inactions directly or indirectly hurt the people on their team.

WEEK 1 - QUIZ

LEARNING ASSIGNMENTS:

- [Giving and receiving feedback](#) part #2 - Giving Feedback

3. Who gives feedback. If you're receiving feedback and you don't respect the giver, it's going to be difficult for you to accept that feedback. But remember, they have a different perspective. Where they sit determines what they see. One of the most important things you can do as a leader is set the tone.

Seek out feedback! The higher you rise, the harder you have to work and the closer you have to listen to find the truth.

DISCUSSION QUESTIONS

1. How could your or a team member's unwillingness to give honest feedback rob a team member of an opportunity to grow?
2. Which words would your current or previous team members use to describe your feedback? Ask yourself first, then ask your team and see what they say.
3. What is your top takeaway from this episode that you will implement on giving or receiving feedback?

WEEK 1 - REVIEW

LEARNING ASSIGNMENTS:

- On & off the mic standards
- [Giving and Receiving Feedback, Part 1](#) - Craig Groeschel Leadership Podcast
- [Giving and Receiving Feedback, Part 2](#) - Craig Groeschel Leadership Podcast

TOPICS OF CONVERSATION:

1. Review the playbook and discuss names learned that week.
2. Biggest takeaways/lessons learned from the learning assignments?
3. Biggest takeaways/lessons learned from the week?
4. Areas for improvement based on our companies on the mic and off the mic standards that you can see?
5. Questions that you have?
6. Next week's objectives and schedule.

NEXT WEEK'S TRAINING:

- Own your Zone (2 zones off the mic)
 - Review the exercises for the zones that you will be coaching and how they should be coached.
 - How to coach a zone: Demo, Correct, Challenge

WEEK 1 - REVIEW

NEXT WEEK'S TRAINING CONTINUED:

- Own your Zone (2 zones off the mic)
 - Names - learning names and retaining them is a big focus
 - Greetings/goodbyes - your positioning and use of names
 - Communicating with clients before/after sessions
 - FORD - learn 3-4 personal things about our clients with their FORD analogy
 - General client communication - ask questions about previous conversations to build more and deeper relationships
 - Off the mat coaching - ask our clients about current goals, nutrition, etc.

WEEK 2

DAY 1 - OWN 2 ZONES OFF THE MIC

- You will own 2 zones off the mic as your focus all week
- We will provide immediate feedback between sessions when needed

DAY 2 - FILM COACHING SESSION

- We will film you coaching

DAY 3 - MEET 1-ON-1 WITH FACILITY LEADER

- We will be covering the first 10 minutes of the film
- Please ensure you watch your game film prior to the meeting
- Come with your completed self-assessment
- We will provide feedback in the discussion
- We will discuss our expectations for next week which will be on the mic warm-up
- We will practice with your mic demonstration and 1 station up 5 times through and provide feedback as you go

THIS WEEK'S LEARNING ASSIGNMENTS:

- [Bedros Intraprenuer Video](#) - by Bedros Keuilian
- [How to win friends and influence people](#) - by Dale Carnegie
 - Part 1

WEEK 2 MEETING TIME AND DATE: _____

WEEK 2 - COACHING FILM REVIEW

Based on the company standard please answer the following questions.

(We will be covering the first 10 minutes of the film)

1. What did you do well?

2. What are your biggest areas for improvement?

3. What is your area of focus for next week?

WEEK 2 - QUIZ

LEARNING ASSIGNMENTS:

- [Bedros Intrapreneur Video](#) - by Bedros Keuilian

Bedros Intrapreneur Video

1. You are so much more than “just” a coach. In our company we know that it takes an amazing team where each team player knows the end goal and works together every day to reach that goal. As a team, we help each other level up and demand that every second we are at the gym we bring the energy. You are an intrapreneur!

2. How you do anything is how you do everything. We have a very high level of attention to detail in our business and we expect that you do as well. We know that if you are willing to skip over the little things that may not seem to matter, you may be willing to skip over the big things that actually do matter.

3. You must move the needle. It is our job to make sure you know where we are headed. It is your job to help us get there. We only hire the absolute best, and we are excited to have you join us on this team. You must focus on ways to help our business move the money needle and also move the impact needle. In our communities, there are lives that need to be changed and we are going to be the ones to change them!

DISCUSSION QUESTIONS

1. What department or position can make the location more revenue?
2. What are some of the easiest ways to get referrals?

WEEK 2 - QUIZ

LEARNING ASSIGNMENTS:

- [Bedros Intraprenuer Video](#) - by Bedros Keuilian

Bedros Intrapreneur

3. What should you be “asking”, “begging”, even “pressing” for from your team leaders?

4. What are a few ways we can create hope in our client's lives?

5. What are a few more of your own big takeaways after watching this video?

WEEK 2 - QUIZ

LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie Part 1

How to Win Friends and Influence People Overview

5. In following Carnegie's advice would it come naturally to you specifically? Why or why not?

6. Do you wish you had known any of his ideas earlier in life? Give specific examples.

7. Would the world/workforce be better or worse if everyone followed this framework? Discuss.

WEEK 2 - QUIZ

LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie Part 1

How to Win Friends and Influence People Part 1

Chapter 1: If you want to Gather Honey, Don't Kick Over the Beehive

1. In section one 3 principles were explained: to not criticize, condemn, or complain. How do you see that in your own life and which one of them needs the most work?
2. Pick one story from section 1 and explain why it was so important or powerful to you!

Chapter 2: The Big Secret of Dealing with People

1. In section 2 the chapter discusses the big secret of dealing with people. What is the secret?
2. Explain the following quote, "Once I did bad and that I heard ever/twice I did good but that I heard never."?!

WEEK 2 - QUIZ

LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie Part 1
3. What drives you and gives you purpose or that feeling of importance in your own life?
 4. How do you determine if someone is being sincere or just flattering you?

Chapter 3: He Who Can Do This Has the Whole World with Him. He Who Cannot Walks a Lonely Way

1. In the chapter the author quotes someone saying, "action springs forth from what we desire." What is it that you desire?
2. Explain the following quote, "If there is anyone secret of success, it lies in the ability to get the other person's point of view and see things from that person's angle as well as your own."

WEEK 2 - REVIEW

LEARNING ASSIGNMENTS:

- [Bedros Intraprenuer Video](#) - by Bedros Keuilian
- [How to win friends and influence people](#) - by Dale Carnegie
 - Part 1

TOPICS OF CONVERSATION:

1. Review the playbook and discuss names learned that week.
2. Biggest takeaways/lessons learned from the learning assignments?
3. Greeting/Goodbyes. Were you positioned well and did you use names?
4. FORD. What are 3 personal things about clients they learned this week?
5. General client communication - did you ask questions about previous conversations?

WEEK 2 - REVIEW

LEARNING ASSIGNMENTS:

- [Bedros Intraprenuer Video](#) - by Bedros Keuilian
- [How to win friends and influence people](#) - by Dale Carnegie
 - Part 1

TOPICS OF CONVERSATION:

6. Off the mat coaching - asking clients about current goals, nutrition, etc...
7. Biggest takeaways/lessons learned from the week?
8. Areas for improvement based on our companies on the mic and off the mic standards that you can see?
9. Questions that you have?
10. Next week's objectives and schedule.

NEXT WEEK'S TRAINING:

- On the mic warm-up
- Reviewing expectations for next week (on the mic warm-up and 1 station) and practice up to 5 times through while feedback will be provided

WEEK 3

DAY 1 - ON THE MIC DEMO + 1 STATION

- For every session you will execute on the mic warm-up and 1 station and then pass the mic and own your 2 zones off the mic
- We will provide immediate feedback between sessions when needed

DAY 2 - FILM COACHING SESSION

- We will film you coaching

DAY 3 - MEET 1-ON-1 WITH FACILITY LEADER

- We will be covering the first 10 minutes of the film
- Please ensure you watch your game film prior to the meeting
- Come with your completed self-assessment
- We will provide feedback in the discussion
- We will practice with your on the mic demonstration and 1 station up to 5 times through and provide feedback as you go
- We will discuss our expectations for next week which will be on the mic warm-up + 2 stations

THIS WEEK'S LEARNING ASSIGNMENTS:

- [Todd Durkin World Conference Impact Video](#) - by Todd Durkin
- [How to win friends and influence people](#) - by Dale Carnegie
 - Part 2

WEEK 3 MEETING TIME AND DATE: _____



WEEK 3 - COACHING FILM REVIEW

Based on the company standard please answer the following questions.

(We will be covering the first 10 minutes of the film)

1. What did you do well?

2. What are your biggest areas for improvement?

3. What is your area of focus for next week?

WEEK 3 - QUIZ

LEARNING ASSIGNMENTS:

- [Todd Durkin World Conference Impact Video](#) - by Todd Durkin

Todd Durkin – Live a Life Worth Telling a Story About

- 1. Always remember your why – nothing is ever convenient. Never forget your start; never forget where you came from. It’s about how much impact did you make on the universe. "Make everyone feel VIP."** What does Todd mean by this?

- 2. Change or Die – evolve, improve, grow, our dreams get bigger. If you’re tired, you aren’t inspired.** What do you have to give up to get to GREAT? What are the 5 things that you need to do more of and what do you need to stop doing because it’s robbing you of being your best self?

- 3. As you GO, SO DOES YOUR BUSINESS – if you stink, your business stinks. 3 things you must do: eat right, train hard, dial in your personal development practice.** Great coaches tell you what? Where can you personally get better?

WEEK 3 - QUIZ

LEARNING ASSIGNMENTS:

- [Todd Durkin World Conference Impact Video](#) - by Todd Durkin

4. Hire the RIGHT people, and drive the culture. What do we need to get great at, and what do you think will work best to develop our team? What growth opportunities resonates most with you?

5. Lead, Follow, or GET OUT OF THE WAY!! How can I love my people more, and how can I lead with emotion and empathy? What does Todd mean by this?

6. Get your mind right!!!! It's an every day thing. How did Dr. Jankowicz introduce himself to Todd in their first initial consultation, and what was the biggest takeaway from HOW he did this?

7. What are you willing to die for? Once you're willing to die for something, then you can really start to live. Your success will always be measured by what you CREATE, not by what you have!! Rhythm equals momentum. What does Todd tell you to seek, and what does he mean by this?

WEEK 3 - QUIZ

LEARNING ASSIGNMENTS:

- [Todd Durkin World Conference Impact Video](#) - by Todd Durkin

8. **HERO.** Whom do you want to be a HERO to? Please explain.

9. **DREAM BIG.** Tell me about the Rocky Balboa story & its significance?

10. **Be the LIGHT.** Tell me the 5 best ways to be the LIGHT?

WEEK 3 - QUIZ

LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie Part 2

How to Win Friends and Influence People Part 2

Chapter 1: Do this and You'll Be Welcome Anywhere

1. How does this section recommend that you can make more friends?
2. What are some ways that you can better connect with people in your day-to-day or at boot camp?
3. What does this quote mean? "It is the individual who is not interested in his fellow man who has the greatest difficulties in life and provides the greatest inquiry to others. It is from among such individuals that all human failures spring."

WEEK 3 - QUIZ

LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie Part 2

2. What was the reason Andrew Carnegie became so successful as a steel king?

Chapter 4: An Easy Way to be a Good Conversationalist?

1. What is the secret, the mystery, of a successful business interview?

2. What do aggravated customers really want? What did Lincoln really want when deciding to free the slaves?

3. How do you make people hate you? (one thing)

Chapter 5: How to Interest People

1. What did Teddy Roosevelt do before a guest came over and he knew what he was interested in?

WEEK 3 - REVIEW

LEARNING ASSIGNMENTS:

- [Todd Durkin World Conference Impact Video](#) - by Todd Durkin
- [How to win friends and influence people](#) - by Dale Carnegie
 - Part 2

TOPICS OF CONVERSATION:

1. Review the playbook and discuss names learned that week.
2. Biggest takeaways/lessons learned from the learning assignments?
3. Biggest takeaways/lessons learned from the week?
4. Areas for improvement based on our companies on the mic and off the mic standards that you can see?
5. Questions that you have?
6. Next week's objectives and schedule.

NEXT WEEK'S TRAINING:

- On the mic warm-up (On the mic warm-up + 2 stations)
- Reviewing expectations for next week (On the mic warm-up + 2 stations) and practice up to 5 times through while feedback will be provided

WEEK 4

DAY 1 - ON THE MIC DEMO + 2 STATION

- For every session you will execute on the mic warm-up and 2 stations and then pass the mic and own your 2 zones off the mic
- We will provide immediate feedback between sessions when needed

DAY 2 - FILM COACHING SESSION

- We will film you coaching

DAY 3 - MEET 1-ON-1 WITH FACILITY LEADER

- We will be covering the first 10 minutes of the film
- Please ensure you watch your game film prior to the meeting
- Come with your completed self-assessment
- We will provide feedback in the discussion
- We will practice with your on the mic demonstration and 2 stations up to 5 times through and provide feedback as you go
- We will discuss our expectations for next week which will be running a full session.

THIS WEEK'S LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie
 - Part 3

WEEK 4 MEETING TIME AND DATE: _____

WEEK 4 - COACHING FILM REVIEW

Based on the company standard please answer the following questions.

(We will be covering the first 10 minutes of the film)

1. What did you do well?

2. What are your biggest areas for improvement?

3. What is your area of focus for next week?

WEEK 4 - QUIZ

LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie Part 3

How to Win Friends and Influence People Part 3

Chapter 1: You Cannot Win An Argument

1. What does the quote mean, "If you argue and rankle and contradict, you may achieve a victory sometimes, but it will be an empty victory because you will never get your opponents good-will"?!"

Chapter 2: A Sure Way of Making Enemies

1. In the Ben Franklin example, what was he accused of?

2. What is the lesson for this chapter? Explain how you can apply it to your life and to your position at boot camp?

Chapter 3: If You're Wrong, Admit it

1. How did the man with the dog off the leash handle the police officer at the beginning of this chapter?

2. In this chapter there is a story about a man named Bruce Harvey who made a mistake by giving a worker full wages while on sick leave. Bruce told the worker about it and told him he would have to take the money out of his next paycheck. The worker did not want that to happen as it would impact his bills. Bruce went to his boss and told him what happened and that it was his fault. How do you think this worked out for Bruce, the work, and the boss?

WEEK 4 - QUIZ

LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie Part 3

Chapter 4: A Drop of Honey

1. What does the title of the chapter mean?
2. How did Rockefeller settle the strike in Colorado?

Chapter 5: The Secret of Socrates

1. What is the secret of Socrates?

Chapter 6: The Safety Valve in Handling Complaints

1. What is the safety valve in handling complaints?

Chapter 7: How to Get Cooperation

1. How do you get cooperation from family, bosses, and clients?
2. What is a good example of this from the reading?

WEEK 4 - QUIZ

LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie Part 3

Chapter 8: A Formula That Will Work For You and Others

1. What is the formula that will work wonders for you?

Chapter 9: What Everybody Wants

1. What does everybody want?

Chapter 10: An Appeal that Everybody Likes

1. What is an appeal that everybody likes?
2. What is one of the 5 things the customer service representative did that allowed him to collect all of the bills in full but one?

Chapter 11: The Movies Do it, TV Does it, Why Don't You Do It?

1. What does the title of the chapter mean?
2. How could you dramatize things in your own life to get what you want?

WEEK 4 - REVIEW

LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie
 - Part 3

TOPICS OF CONVERSATION:

1. Review the playbook and discuss names learned that week.
2. Biggest takeaways/lessons learned from the learning assignments?
3. Biggest takeaways/lessons learned from the week?
4. Areas for improvement based on our companies on the mic and off the mic standards that you can see?
5. Questions that you have?
6. Next week's objectives and schedule.

NEXT WEEK'S TRAINING:

- Going over expectations for next week (running a full session) and practice up to 5 times through while feedback will be provided

WEEK 5

DAY 1 - RUN FULL SESSION

- You will now be ready to take full sessions and be in the coaching schedule rotation
- We will provide immediate feedback between sessions when needed

DAY 2 - FILM COACHING SESSION

- We will film you coaching

DAY 3 - MEET 1-ON-1 WITH FACILITY LEADER

- We will be covering the first 10 minutes of the film
- Please ensure you watch your game film prior to the meeting
- Come with your completed self-assessment
- We will provide feedback in the discussion
- We will discuss our expectations for next week which will be getting set up in the Fit Body Workout Builder so you understand how to navigate it

THIS WEEK'S LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie
 - Part 4

WEEK 5 MEETING TIME AND DATE: _____

WEEK 5 - QUIZ

LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie Part 4

Chapter 2: How to criticize and not be hated for it

1. What did Charles Schwab do with a group of boys that were smoking in a nonsmoking area? How does that relate to the title of the section?
2. What did the woman do to handle the workers who were building on her house but left the lumber all over her lawn?
3. How can you call attention to people's mistakes indirectly?

Chapter 3: Talk About Your Own Mistakes First

1. How can you talk about your mistakes first to make others feel more comfortable?
2. What did Mr. Zerhsen do when his son, David, was considering taking up smoking? What was the result?

WEEK 5 - QUIZ

LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie Part 4

Chapter 4: No One Likes to Take Orders

1. What happened when the student blocked the driveway at school? How did the teacher get the student to move the car? How should he have gotten the student to move the car?

Chapter 5: Let the Other Person Save Face

1. What does this title mean?
2. How can we implement this into our gym with each other and our clients?

Chapter 6: How to Spur People on to Success

1. What does praise do to people?
2. Discuss one example from the reading that inspired someone to be great.
3. Why is insincere praise so bad?

WEEK 5 - QUIZ

LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie Part 4

Chapter 7: Give a Dog a Good Name

1. What does the title of the chapter mean?

Chapter 8: Make Fault Seem Easy to Correct

1. How can you apply what the title of the chapter says today?
2. What is a good example of encouragement from the book?

Chapter 9: Making People Glad to do What You Want

1. What could have Woodrow Wilson did that would have made the League of Nations go much better?
2. What does the quote mean "Men are ruled by toys." ? How does this work with the principles of the chapter?

WEEK 5 - REVIEW

LEARNING ASSIGNMENTS:

- [How to win friends and influence people](#) - by Dale Carnegie
 - Part 4

TOPICS OF CONVERSATION:

1. Review the playbook and discuss names learned that week.
2. Biggest takeaways/lessons learned from the learning assignments?
3. Biggest takeaways/lessons learned from the week?
4. Areas for improvement based on our companies on the mic and off the mic standards that you can see?
5. Questions that you have?
6. Next week's objectives and schedule.

NEXT WEEK'S TRAINING:

- Get set up in the Fit Body Workout Builder and understand how to navigate it

WEEK 6

DAY 1 - THE WORK OUT BUILDER OVERVIEW

- Week 6 is all about understanding our training approach at Fit Body.
- Exercise training day, workout format, exercise type, and our entire library has been carefully crafted to be the best fat-loss workout in the world.
- Please watch each of the following videos in the bold text which provides instruction and training to the Work Out Builder.
- You will then answer the respective questions & fill-in-the-blanks for each video within the "Quiz" section of this workbook.
- This handout will accompany the workbook to help you understand and better execute programming with the Work Out Builder.

DAY 2 - FILM COACHING SESSION

- We will film you coaching

DAY 3 - MEET 1-ON-1 WITH FACILITY LEADER

- We will be covering the first 10 minutes of the film
- Please ensure you watch your game film prior to the meeting
- Come with your completed self-assessment
- Please complete the quiz prior to your 1-1 meeting
- We will provide feedback in the discussion
- We will discuss our expectations for next week which will be getting set up in the Fit Body Workout Builder so you understand how to navigate it

THIS WEEK'S LEARNING ASSIGNMENTS:

- [Fit Body Work Out Builder Videos](#)

WEEK 6 MEETING TIME AND DATE: _____

WEEK 6 - COACHING FILM REVIEW

Based on the company standard please answer the following questions.

(We will be covering the first 10 minutes of the film)

1. What did you do well?

2. What are your biggest areas for improvement?

3. What is your area of focus for next week?

WEEK 6 - QUIZ

LEARNING ASSIGNMENTS:

- [Fit Body Work Out Builder Videos](#)

INTRO TO OUR TRAINING DAYS (3.16)

1. What is important to know?

That this is actually our _____.

2. What is the purpose of the next few videos?

Making the product better to _____ the performance of our location.

3. What is the purpose of Strength Days? (write the first sentence)

4. Typically, 30-minute boot camp sessions will always be adequate in developing lean body mass.

True or False

5. What is a Classic Day of training?

The purpose of Classic Days are to incorporate a wide _____ of strength training methods and tools while keeping heart rates elevated through _____ low - and high - intensity exercises. This is our main type of day as it is one of the _____ efficient and effective methods for fat loss.

WEEK 6 - QUIZ

INTRO TO OUR TRAINING DAYS (3.16)

6. The Metabolic Conditioning Day

The purpose of Metabolic Conditioning or MetCon Days are to maximize calories burned and increase VO2max through strategically _____ the clients' heart rate with Dynamic Cardio exercises spread throughout the workout. Our coaches incorporate our high-intensity, Dynamic Cardio exercises (Sleds, Down and Backs, Combos) paired with our lower _____, Cardio exercises to accomplish this.

INTRO TO MONTHLY TRAINING CYCLE (4.43)

7. What are the four training weeks?

8. During a Classic Week how many days of each will be scheduled?

Strength Day: ___ Classic Day: ___ Met Con: ___

9. Met Con days are hard on your body.

True or False

INTRO INTO OUR FOUR EXERCISE TYPES (3.27)

10. What are the four exercise categories?

EXERCISE TYPES: FUNDAMENTAL MOVEMENT PATTERN

LOWER PUSH (3.27)

11. What is the first category of FMP's (Fundamental Movement Patterns) and what exercises are included?

WEEK 6 - QUIZ

LOWER PULL (1.19)

12. What exercises are included in lower pull? Circle the correct answers.

Deadlift variations, jumping jacks, bridging variations, accessory work.

UPPER PUSH (1.49)

13. What exercises are included in Upper Push?

UPPER PULL (1.31)

14. What exercises are included in Upper Pull?

GROUND CORE (1.31)

15. What exercises are included in Ground Core?

Prone and _____ variations _____ variations Plank _____.

16. One of the most important things of a dead bug exercise is:

- A. Hip stability
- B. Pace, you should go FAST.
- C. Hip instability

You create hip _____ by engaging the lower core and some of the glutes. You want the lower back to remain _____, or as flat as you can.

KNEELING CORE (1.32)

17. When someone is in the "tall kneeling" position -- what does that look like?

WEEK 6 - QUIZ

STANDING CORE (4.4)

18. What exercises are included in Standing Core?

Split and bilateral _____ Lifts and _____ Palloff _____

MOVEMENT PATTERNS VS MUSCLE GROUPS (3.35)

19. What do we use for movement pairing splits?

A. Shore workout _____.

B. _____ of daily life.

20. Improving movement patterns results in an improved _____ in daily activities.

21. The quickest way to lose a client is to have them get _____.

C. Less tissue _____.

D. Fat loss _____.

WHY USE SUBCATEGORIES? (2.19)

22. Using a subcategory allows you to _____. We want the two exercises that you choose to _____ each other.

23. A lot of shoulders and lower back injuries come from chronic _____ of certain muscles or certain movement patterns.

WEEK 6 - REVIEW

LEARNING ASSIGNMENTS:

- [Fit Body Work Out Builder Videos](#)

TOPICS OF CONVERSATION:

1. Review the playbook and discuss names learned that week.
2. Biggest takeaways/lessons learned from the learning assignments?
3. Biggest takeaways/lessons learned from the week?
4. Areas for improvement based on our companies on the mic and off the mic standards that you can see?
5. Questions that you have?
6. Next week's objectives and schedule.

NEXT WEEK'S TRAINING:

- Get set up in the Fit Body Workout Builder and understand how to navigate it

WEEK 7

DAY 1 - THE WORK OUT BUILDER OVERVIEW

- Now that we have an understanding of our training approach at Fit Body as well as understanding our Fundamental Movement Patterns.
- It is now time to understand what Strength movements are and how we implement this critical component into our programming.
- This is what sets us apart from any other boot camp.
- The Strength Exercise is how we continue to get long-term increases in lean body mass beyond the first few months and also how we stabilize the clients' goal body weight.
- This handout will accompany the workbook to help you understand and better execute programming with the Work Out Builder.

DAY 2 - FILM COACHING SESSION

- We will film you coaching

DAY 3 - MEET 1-ON-1 WITH FACILITY LEADER

- We will be covering the first 10 minutes of the film
- Please ensure you watch your game film prior to the meeting
- Come with your completed self-assessment
- Please complete the quiz prior to your 1-1 meeting
- We will provide feedback in the discussion
- We will discuss our expectations for next week which will be getting set up in the Fit Body Workout Builder so you understand how to navigate it

THIS WEEK'S LEARNING ASSIGNMENTS:

- [Fit Body Work Out Builder Videos](#)

WEEK 7 MEETING TIME AND DATE: _____



WEEK 7 - COACHING FILM REVIEW

Based on the company standard please answer the following questions.

(We will be covering the first 10 minutes of the film)

1. What did you do well?

2. What are your biggest areas for improvement?

3. What is your area of focus for next week?

WEEK 7 - QUIZ

LEARNING ASSIGNMENTS:

- [Fit Body Work Out Builder Videos](#)

EXERCISE TYPES: STRENGTH

WHAT IS A STRENGTH EXERCISE? (1.32)

1. In the app, strength exercises are indicated by the _____ box.
2. What does the number listed with the strength exercise mean?
3. Really, a _____ exercise is a FMP (fundamental movement pattern) that has a target rep range of 6,8, or _____.
4. Rep targets for strength exercises will be: 20-25s / ____ reps per set
26-32d / ____ reps per set
33-36s / ____ reps per set
5. On a strength day, you cannot do beyond 36s of work.

True or False

KEY TO SUCCESSFUL EXECUTION (1.57)

Step 1

Indicate, _____ during demos it is a strength exercise, further indicated in red on the whiteboard and use a visual red cone.

WEEK 7 - QUIZ

Step 2

Indicate the rep _____. Written on board with big numbers.

Step 3

Demo the exact _____ of the exercise. Let them see you strain through.

Step 4

Remind them if they get more than the target rep range, to get _____ weight.

STRENGTH EXERCISE: WHY DO WE NEED IT? (1.36)

6. Our strength exercise is one of the _____ components of the Fit Body Way in our training approach.
7. You need _____ weights to grow muscle in the long term.
8. Higher LBM means a higher resting _____ rate.
9. Increases ability to be in a _____ deficit.
10. Helps maintain fat loss _____.
11. Has the biggest _____ in life, especially stamina.

THE DIFFERENCE BETWEEN STRENGTH AND FMP EXERCISES (3.27)

12. In a boot camp setting, with high weights and core, you have a high _____ risk.

PROPER DEMO OF STRENGTH EXERCISES (3.09)

13. What stood out to you as you watched the coaches complete their demos for their clients?

WEEK 7 - QUIZ

EXERCISE TYPES: CARDIO AND DYNAMIC CARDIO

CARDIO AND DYNAMIC CARDIO EXERCISES (2.35)

14. How is a cardio exercise classified?

- A. If your client can't talk easily, they are doing cardio.
- B. If your cool-down period is 4 hours or less.
- C. With a moderate increase in heart rate.

15. What are some of the equipment that you can use with cardio exercises?

16. The app will give you an _____ if you have too many high impact cardio exercises.

DYNAMIC CARDIO EXERCISES (2.35)

17. Dynamic cardio exercises are exercises classified with _____ increase in heart rate.

18. What are some of the equipment that can be used with dynamic cardio exercises?

WEEK 7 - REVIEW

LEARNING ASSIGNMENTS:

- [Fit Body Work Out Builder Videos](#)

TOPICS OF CONVERSATION:

1. Review the playbook and discuss names learned that week.
2. Biggest takeaways/lessons learned from the learning assignments?
3. Biggest takeaways/lessons learned from the week?
4. Areas for improvement based on our companies on the mic and off the mic standards that you can see?
5. Questions that you have?
6. Next week's objectives and schedule.

NEXT WEEK'S TRAINING:

- Get set up in the Fit Body Workout Builder and understand how to navigate it

WEEK 8

DAY 1 - THE WORK OUT BUILDER OVERVIEW

- Now that we have an understanding of our training approach at FBBC, we need to learn how we craft those training principles into a high-energy, versatile, and unique workout.
- You will watch each of the following videos highlighted in yellow while answering the respective questions and fill-in-the-blanks for each video.
- The information you learn will be designed to create a full week of workouts, completed in week 9-12.
- You will then be added to the weekly programming on week 13.
- This handout will accompany the workbook to help you understand and better execute programming with the Work Out Builder.

DAY 2 - FILM COACHING SESSION

- We will film you coaching

DAY 3 - MEET 1-ON-1 WITH FACILITY LEADER

- We will be covering the last 10 minutes of the film
- Please ensure you watch your game film prior to the meeting
- Come with your completed self-assessment
- Please complete the quiz prior to your 1-1 meeting
- We will provide feedback in the discussion
- We will discuss our expectations for next week which will be learning the Fit Body Way Systems and Technology while sharpening and optimizing your coaching skills

THIS WEEK'S LEARNING ASSIGNMENTS:

- [Fit Body Work Out Builder Videos](#)

WEEK 8 MEETING TIME AND DATE: _____

WEEK 8 - COACHING FILM REVIEW

Based on the company standard please answer the following questions.

(We will be covering the last 10 minutes of the film).

1. What did you do well?

2. What are your biggest areas for improvement?

3. What is your area of focus for next week?

WEEK 8 - QUIZ

LEARNING ASSIGNMENTS:

- [Fit Body Work Out Builder Videos](#)

FIT BODY WORK OUT CREATION

INTRO TO CREATING A WORKOUT (6.15)

1. How do you get to the workout section of the app? _____ on workouts.
2. What dates are highlighted in the center section of the page?
3. What are the four main workout formats that we use at Fit Body?
4. Let's say you're building a workout and you show a total workout time of 25.20. What could you do to add extra time to your workout agenda?

STANDARD FORMAT OVERVIEW (4.02)

5. Define the four workout formats:

_____ - one exercise per station
_____ - multiple exercises per station
_____ - every minute on the minute
_____ - as many rounds as possible

6. With the standard format, what is the max number of stations you can have?

- A. 2
- B. 6
- C. 12

WEEK 8 - QUIZ

7. How many exercises (max) could you have with a workout that has 6 stations?

8. Why does it limit the number of exercises to _____?

CONVEYER FORMAT OVERVIEW (1.30)

9. In a conveyer workout you have _____ exercise per station.

10. How many stations can you have for this exercise format?

11. What does AAAA mean when doing this type of format?

12. The most common type is _____ and _____.

EMOM FORMAT OVERVIEW (2.44)

13. In essence, how does the EMOM approach work?

14. With the EMOM format you can only have 2 exercises per station.

True or False

AMRAP FORMAT OVERVIEW (2.14)

15. In this format each round can be 1 - _____ minutes long.

What exercise format excited you the most? Why?

WEEK 8 - QUIZ

CREATING A STRENGTH DAY (5.22)

16. Why is the conveyer format a good choice for a strength day?

Because you do all exercises _____, before starting on the first one again.

17. A split squat is a regression for the lunge. What does that mean?

18. What is your biggest takeaway from watching these videos?

WEEK 8 - REVIEW

LEARNING ASSIGNMENTS:

- [Fit Body Work Out Builder Videos](#)

TOPICS OF CONVERSATION:

1. Review the playbook and discuss names learned that week.
2. Biggest takeaways/lessons learned from the learning assignments?
3. Biggest takeaways/lessons learned from the week?
4. Areas for improvement based on our companies on the mic and off the mic standards that you can see?
5. Questions that you have?
6. Next week's objectives and schedule.

NEXT WEEK'S TRAINING:

- You will learn the Fit Body Way processes for our business

WEEK 9

DAY 1 - THE FIT BODY WAY - CLIENT JOURNEY

- Lead Generation
- Lead Nurture
- Lead Conversion
- Trial
- Trial Experience
- Strategy Sessions/Membership

DAY 2 - FILM COACHING SESSION

- We will film you coaching

DAY 3 - MEET 1-ON-1 WITH FACILITY LEADER

- We will be covering the last 10 minutes of the film
- Please ensure you watch your game film prior to the meeting
- Come with your completed self-assessment
- We will provide feedback in the discussion
- We will discuss our expectations for next week which will be learning the Fit Body Way Systems and Technology while sharpening and optimizing your coaching skills

THIS WEEK'S LEARNING ASSIGNMENTS:

- [The Fit Body Forum and Learning Management System \(LMS\)](#)

WEEK 9 MEETING TIME AND DATE: _____



WEEK 9 - COACHING FILM REVIEW

Based on the company standard please answer the following questions.

(We will be covering the last 10 minutes of the film).

1. What did you do well?

2. What are your biggest areas for improvement?

3. What is your area of focus for next week?

WEEK 9 - QUIZ

LEARNING ASSIGNMENTS:

- [What the Heck is EOS?](#)

Chapter 1 – What The Heck Is EOS?

1. What is an operating system?
2. What is EOS?
3. Who is EOS designed for?

Chapter 2 – The EOS Model: How Does EOS Work?

1. Please list and define the 6 Key Components of EOS?

Discuss with your Facility Leader:

- What is our weakest component? How can I help improve it?
- What is our strongest component? Why do you think it's the strongest?
- What is the first step you want me to take to help implement EOS in our organization?

WEEK 9 - QUIZ

LEARNING ASSIGNMENTS:

- [What the Heck is EOS?](#)

Chapter 3 – The Vision/Traction Organizer: Do You See What They Are Saying?

1. What is the V/TO?

Discuss with your Facility Leader:

- How can I help our team achieve the organization's Vision?
- How do I contribute to accomplishing the Vision?
- What is our greatest challenge in realizing our Vision?
- The leadership establishes the V/TO by answering the following questions:
 - What are our Core Values?
 - What is our Core Focus?
 - What is our Marketing Strategy and list the 4 components?
 - What are our Rocks?
 - What are our IDS items?

WEEK 9 - QUIZ

LEARNING ASSIGNMENTS:

- [What the Heck is EOS?](#)

Chapter 4 – The Accountability Chart: Who’s Doing What?

1. What is the key difference between an Organizational and Accountability Chart?
2. Why is an Accountability Chart much more effective?

Discuss with your Facility Leader:

- What seat am I in? What are my 5 roles and responsibilities?
- Am I in the right seat where I can contribute the most to the organization?
- What are your 5 roles and/or responsibilities, and how can I help you?

Chapter 5 – Rocks: What Is Most Important Right Now?

1. What are rocks and how often do you create them?
2. How many company rocks are needed per quarter?
3. What type of Framework (Analogy) should rocks be created from?
4. Please define each letter/word of the analogy?

WEEK 9 - QUIZ

LEARNING ASSIGNMENTS:

- [What the Heck is EOS?](#)

Discuss with your Facility Leader:

- When will we start establishing Rocks (if not doing so already)?
- What are your Rocks?
- How can I help you achieve them?

Chapter 6 – The Weekly Meeting Pulse: Why Do We Have To Have Meetings?

1. How often does EOS recommend meeting as a team?
2. What is the name of the EOS Weekly meeting?
3. Where does this naming convention come from?
4. What is the length and purpose of the weekly meeting?
5. What roles are in the meeting?
6. Please provide an overview of the format of the weekly meetings.

WEEK 9 - QUIZ

LEARNING ASSIGNMENTS:

- [What the Heck is EOS?](#)

Chapter 7 – Scorecard & Measurables: What’s My Number?

1. What is a scorecard?
2. Why is it important?
3. What are measurables?
4. What are the specific metrics on our scorecard?

Discuss with your Facility Leader:

- Does our Scorecard contain the right metrics and objectives?
- What are your Measurables or metrics? How do I help you hit them?

WEEK 9 - QUIZ

LEARNING ASSIGNMENTS:

- [What the Heck is EOS?](#)

Chapter 8 – People Analyzer: How Am I Doing?

1. What tool does EOS use for self-analysis?
2. What is the name of the tool that gets the right people in the right seats in your organization?
3. Please list and define the 2 steps?
4. What is the rating system this tool uses?
5. What does GWC mean?
6. What is the name for the informal, face-to-face, one-on-one 60-minute meeting between you and your boss to discuss projects, clarify expectations, communicate well, and resolve issues, if necessary?!

Discuss with your Facility Leader:

- When will we start having our quarterly conversations?

WEEK 9 - REVIEW

LEARNING ASSIGNMENTS:

- [The Fit Body Forum and Learning Management System \(LMS\)](#)

TOPICS OF CONVERSATION:

1. Review the playbook and discuss names learned that week.
2. Biggest takeaways/lessons learned from the learning assignments?
3. Biggest takeaways/lessons learned from the week?
4. Areas for improvement based on our companies on the mic and off the mic standards that you can see?
5. Questions that you have?
6. Next week's objectives and schedule.

NEXT WEEK'S TRAINING:

- You will learn the Fit Body Way processes for our business

WEEK 10

DAY 1 - THE FIT BODY WAY - CLIENT JOURNEY

- Jumpstart Nutrition
- Transformation Challenge
- Fat Loss Forever
- Holds, Member Cancellation, and Reactivation

DAY 2 - FILM COACHING SESSION

- We will film you coaching

DAY 3 - MEET 1-ON-1 WITH FACILITY LEADER

- We will be covering the last 10 minutes of the film
- Please ensure you watch your game film prior to the meeting
- Come with your completed self-assessment
- We will provide feedback in the discussion
- We will discuss our expectations for next week which will be learning the Fit Body Way Systems and Technology while sharpening and optimizing your coaching skills

THIS WEEK'S LEARNING ASSIGNMENTS:

- [The Fit Body Forum and Learning Management System \(LMS\)](#)

WEEK 10 MEETING TIME AND DATE: _____



WEEK 10 - COACHING FILM REVIEW

Based on the company standard please answer the following questions.

(We will be covering the last 10 minutes of the film).

1. What did you do well?

2. What are your biggest areas for improvement?

3. What is your area of focus for next week?

WEEK 10 - REVIEW

LEARNING ASSIGNMENTS:

- [The Fit Body Forum and Learning Management System \(LMS\)](#)

TOPICS OF CONVERSATION:

1. Review the playbook and discuss names learned that week.
2. Biggest takeaways/lessons learned from the learning assignments?
3. Biggest takeaways/lessons learned from the week?
4. Areas for improvement based on our companies on the mic and off the mic standards that you can see?
5. Questions that you have?
6. Next week's objectives and schedule.

NEXT WEEK'S TRAINING:

- You will learn the Fit Body Way processes for our business

WEEK 11

DAY 1 - THE FIT BODY WAY - CLIENT EXPERIENCE

- Nutrition System
- Refer and Earn Program
- Big 3 & Scorecard
- Send out cards
- Celebrating Milestones

DAY 2 - FILM COACHING SESSION

- We will film you coaching

DAY 3 - MEET 1-ON-1 WITH FACILITY LEADER

- We will be covering the last 10 minutes of the film
- Please ensure you watch your game film prior to the meeting
- Come with your completed self-assessment
- We will provide feedback in the discussion
- We will discuss our expectations for next week which will be learning the Fit Body Way Systems and Technology while sharpening and optimizing your coaching skills

THIS WEEK'S LEARNING ASSIGNMENTS:

- [The Fit Body Forum and Management System \(LMS\)](#)

WEEK 11 MEETING TIME AND DATE: _____

WEEK 11 - REVIEW

LEARNING ASSIGNMENTS:

- [The Fit Body Forum and Learning Management System \(LMS\)](#)

TOPICS OF CONVERSATION:

1. Review the playbook and discuss names learned that week.
2. Biggest takeaways/lessons learned from the learning assignments?
3. Biggest takeaways/lessons learned from the week?
4. Areas for improvement based on our companies on the mic and off the mic standards that you can see?
5. Questions that you have?
6. Next week's objectives and schedule.

NEXT WEEK'S TRAINING:

- You will learn the Fit Body Way processes for our business

WEEK 12

DAY 1 - THE FIT BODY WAY - TRULEAN & TECHNOLOGY

- Fit Pro Tracker
- TruLean Basics
- Tru Lean Guide
- Tasty Tuesday Guide

DAY 2 - FILM COACHING SESSION

- We will film you coaching

DAY 3 - MEET 1-ON-1 WITH FACILITY LEADER

- We will be covering the last 10 minutes of the film
- Please ensure you watch your game film prior to the meeting
- Come with your completed self-assessment
- We will provide feedback in the discussion
- We will discuss our expectations for next week which will be to program your first workout in the weekly rotation of your coaching team

THIS WEEK'S LEARNING ASSIGNMENTS:

- [The Fit Body Forum and Learning Management System \(LMS\)](#)

WEEK 12 MEETING TIME AND DATE: _____



WEEK 12 - COACHING FILM REVIEW

Based on the company standard please answer the following questions.

(We will be covering the last 10 minutes of the film).

1. What did you do well?

2. What are your biggest areas for improvement?

3. What is your area of focus for next week?

WEEK 12 - REVIEW

LEARNING ASSIGNMENTS:

- [The Fit Body Forum and Learning Management System \(LMS\)](#)

TOPICS OF CONVERSATION:

1. Review the playbook and discuss names learned that week.
2. Biggest takeaways/lessons learned from the learning assignments?
3. Biggest takeaways/lessons learned from the week?
4. Areas for improvement based on our companies on the mic and off the mic standards that you can see?
5. Questions that you have?
6. Next week's objectives and schedule.

NEXT WEEK'S TRAINING:

- Your first week of programming will be inserted in the programming rotation