



OPTAVIA™

OPTAVIA
COACHING
GUIDE



Welcome

You have an amazing opportunity

Welcome to the **OPTAVIA** Coach™ Community. And congratulations! You've already taken one of the biggest steps to success simply by making the decision to become a Coach. When you're part of **OPTAVIA**™, you're part of a community of like-minded, like-hearted people who support each other through and through. You'll show others the way while building a growing business that can transform your life. Before you know it, you'll be blurring the line between doing good and doing well.

Now it's time to get your business started and we're here to help. Let's set you up for success quickly, in a fun and easy way!

To get started, follow our 3 simple steps.

Your Client Acquisition Bonus is within your reach!

Remember, your \$100 Client Acquisition Bonus (CAB) is waiting for you, and it's only available in your first 30 days as a Coach.

Try to earn your CAB within your first 2 weeks as an **OPTAVIA** Coach.

Your Business Coach is here to help you!

3 Simple Steps to Success

1

Get Connected

Clarify your personal motivation for becoming an **OPTAVIA** Coach™

Complete the 'What is Most Important To You' worksheet, to connect with why becoming an **OPTAVIA** Coach really matters to you.

Make contact with your Business Coach, and talk to them about your business goals. You can find your Business Coach's contact information in your Welcome Email or on **OPTAVIA CONNECT**.

2

Get into Action

Decide who you're going to talk to, and what you're going to say and reach out

Create your first Contact List and identify your top 10 Candidates. Use the template provided to get you started. Think about who you know who you can help! Take a minute to review this list with your Business Coach, who might have some ideas to steer you to success.

Outline your talking points, based on your own story and experience. What are you excited to share? What's likely to be of interest to your Candidates?

Start sharing your personal **OPTAVIA**™ story using social media using #mybiggerlife and your own **OPTAVIA** website. Create your Contact List and introduce your candidates to **OPTAVIA** and its mission of Lifelong Transformation, One Healthy Habit At A Time™. Do this by yourself or partner with your Business Coach if you'd like some help.

3

Welcome your First Clients

Start your Clients on their own **OPTAVIA** transformation

Follow up with all your candidates, to see whether they're interested. If they're ready to learn the habits that lead to lifelong transformation, help them get started and place their first order! If they're not ready yet, stay in touch with them and add them to your Follow-Up List.

If they're really not interested, thank them and ask them to give you a referral of someone they know who may be interested.



What Is Most Important to You

**Use this worksheet to explore some ideas. Don't hold back!
Write down everything you can think of – no one is judging you.**

What do I want?

Where do I want to go?

Who do I want to help?

What does my bigger life look like?

What does Optimal Health™ and living optimal days mean to me?

What would I accomplish if I couldn't fail?

If I didn't have to worry about time or money, how would my life change?
What would I do differently?

Top Tips

**When you succeed, your transformation is an inspiration to others.
Log in to OPTAVIA™ CONNECT to get a pulse on your business.**

Get rewarded:

Enroll in **OPTAVIA PAY** to get your Client Support Commissions weekly on your exclusive **OPTAVIA Black card**.
Earnings will accrue in your account until you complete your **OPTAVIA PAY** account information.

Personalize your business:

Update your **OPTAVIA** website and replace your ID number with a name you choose to make it easy to share.

Getting in Touch

we're here to help you become your most fulfilled you.

Your Business Coach is also a valuable resource for support.
If there's anything we can do to help you and your Clients please reach out to us.

COACH SUCCESS

Your Coach Success Team is here to serve **OPTAVIA Coaches™** exclusively,
so call us with any questions.

Call: 1.888.OPTAVIA, and select "1"

Hours: Monday-Friday: 9am - 9pm EST, Saturday: 9am - 6pm EST

On the last day of each month: 9am - 12am EST

Online: Contact us online at **OPTAVIA.com**, or use **OPTAVIA ANSWERS** for frequently asked questions.

CLIENT SUCCESS

If your Clients have any questions they can get in touch with our Client Success Team.

Call: 1.888.OPTAVIA, and select "2"

Hours: Monday-Friday: 8am - 11pm EST, Saturday & Sunday: 9am - 6pm EST

On the last day of each month: 8am - 12am EST

Online: Contact us online at **OPTAVIA.com**, or use **OPTAVIA ANSWERS** for frequently asked questions.

MONDAY COACH WEBINAR

This webinar is hosted by Dr. A and other top leaders. For all **OPTAVIA Coaches**, it provides updates, inspiration, celebration as well as tips and best practices from those experiencing business growth and success.

Use the link to join the webinar: <https://zoom.us/j/768210227>

Or iPhone one-tap (US Toll): +1(646).558.8656

Or Dial (US Toll): +1(646).558.8656 And Enter the Pin: 768210227

JOIN OUR SOCIAL COMMUNITY

For additional news, information, and FUN, join our community of **OPTAVIA Coaches** on our Agents of Transformation Facebook page:

facebook.com/groups/AgentsofTransformation

Candidate Contact List

[illegible]

Place a star next to the 10 Candidates you feel may be most interested in what we have to offer (or you are most comfortable sharing with) and review them with your Business Coach.

Resources

Transform your business with OPTAVIA™ resources

OPTAVIA CONNECT

All the tools you need to make your business a success. *Log in to www.OPTAVIA.com*

*Once logged into **OPTAVIA**, select **OPTAVIA CONNECT** in top right corner.*

OPTAVIA BUZZ

Stay up to date with the latest news, information, and recognition for your business from **OPTAVIA**.

*Log into **OPTAVIA CONNECT** and select **OPTAVIA BUZZ**.*

OPTAVIA SHARE

Reach out to your Clients and Candidates with exclusive, branded social media graphics, videos, ecards, enewsletters, and more!

*Log into **OPTAVIA CONNECT** and select **OPTAVIA SHARE**.*

Your personalized OPTAVIA website

Strengthen your relationship with your Clients – they can sign up, place orders and manage their accounts on your personalized **OPTAVIA** website.

*Log into **OPTAVIA CONNECT**, select “Manage My Site” to customize your website!*

OPTAVIA Nutrition Support

Our team of registered dietitians can assist you and your Clients with questions regarding our plans, products, and recipes.

*1.888.OPTAVIA, or check online in **OPTAVIA ANSWERS**.*

your transformation is an inspiration to others.

You're now joining thousands of other like-minded **OPTAVIA Coaches™**, who started out just like you. We are all here for you and can't wait to see you succeed. Your Business Coach, the **OPTAVIA** team, and plenty of resources are available for you to create your bigger life so that you can build a life around what matters to you most. Remember, your Clients are already out there, waiting for you to help them transform their lives, one healthy habit at a time. Be their inspiration!



OPTAVIA™



0 17642 50037 9

1.888.OPTAVIA
www.OPTAVIA.com
Owings Mills, Maryland
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