New Coach
Steps to Success
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 4 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 an independent OPTAVIA Coach.

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

Your Business Coach is here to help you!
4 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 below, 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.

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**What Is Most Important to You**

Use this worksheet to explore some ideas. Don’t hold back!
Write down everything you can think of.

What do I want? __________________________________________________________________________
_____________________________________________________________________________________

Where do I want to go? ___________________________________________________________________
_____________________________________________________________________________________

Who do I want to help? ___________________________________________________________________
_____________________________________________________________________________________

What does my best 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? ___________________________________________________________________
_____________________________________________________________________________________
Learn
Determine what skills to hone by diving into OPTAVIA’s Learning Center.

To find and explore the OPTAVIA Learning Center conduct a quick search on COACH ANSWERS by visiting COACHANSWERS.OPTAVIA.COM. There you will learn how to access the system and begin to leverage this invaluable tool. Once you’ve created an online account, dive into various self-paced video training courses on the topics you need to know as an OPTAVIA Coach. No need to be an expert!

At the Learning Center, you will experience interactive virtual trainings in conjunction with interactive experiences to maximize your retention on a myriad of topics related to training courses, Certification, and much more.

This OPTAVIA training platform also allows you to track your progress and have access to important files, intended to reinforce those key takeaways gleaned from training courses and virtual trainings.

Invest the time upfront to learn. Become a knowledge Leader so you are prepared to take the next step into action.

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.

Candidate Contact List

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<th>PHONE #</th>
<th>EMAIL</th>
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<th>NOTES</th>
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Use the template provided to get you started. Think about who you know 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 #OPTAVIA and #LifelongTransformation. Be sure to add your story and picture to 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.

4 Welcome your First Clients

Decide who you’re going to talk to, and what you’re going to say and reach out. 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.
Resources
Transform your business with OPTAVIA Resources:

OPTAVIA CONNECT
All the tools you need to make your business a success. Log in at OPTAVIA.com Once logged into OPTAVIA, select OPTAVIA CONNECT in top right corner.

OPTAVIA LEARNING CENTER
Provides you with timely training that is accessible 24/7. New Coaches start here with Basic Training and the Habits of Health® Transformational System Training. Search keywords ‘OPTAVIA Learning Center’ at COACHANSWERS.OPTAVIA.COM for more information.

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 today!

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

OPTAVIA SHARE
Reach out to your Clients and Candidates with exclusive, branded social media graphics, videos, e-cards, e-newsletters, and more!

OPTAVIA NUTRITION SUPPORT
Our team of registered dietitians can assist you & your Clients with questions regarding our plans, products, and recipes. Clients: Call 1.888.OPTAVIA, or, for Client Answers, visit: ANSWERS.OPTAVIA.COM and for Coach Answers, visit COACHANSWERS.OPTAVIA.COM

your transformation is an inspiration to others
You’re now joining thousands of other like-minded, Independent 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 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!
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 SUPPORT

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

Call: 1.888.OPTAVIA (888.678.2842), and select “1”

Hours: Monday - Friday: 9:00 AM - 9:00 PM Eastern Standard Time (EST), Saturday: 9:00 AM - 6:00 PM EST
On the last day of each month: 9:00 AM - 12:00 AM Eastern Standard Time (EST)

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

CLIENT SUPPORT

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

Call: 1.888.OPTAVIA (888.678.2842), and select “2”

Hours: Monday - Friday: 8:00 AM - 11:00 PM Eastern Standard Time (EST), Saturday: 9 AM - 6 PM EST

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

OPTAVIA COACH WEBINAR INFORMATION

Our Coach Webinar is hosted by Dr. A and other top Leaders. It provides the vision and mission of OPTAVIA, important updates, inspiration, as well as tips from other independent OPTAVIA Coaches.

Join us for the OPTAVIA Leadership Zoom: Monday at 8:00 PM ET | 7:00 PM CT | 6:00 PM MT | 5:00 PM PT
Join Link: https://zoom.us/j/768210227
Phone (US Toll): +1.646.558.8656 And Enter the Pin: 768210227#
For entire list of available webinars visit OPTAVIA BUZZ which includes call details, past recordings and podcasts.

JOIN OUR SOCIAL COMMUNITY

For additional news, information, and FUN, join our Community of OPTAVIA Coaches on our Agents of Transformation® Facebook Group:
facebook.com/groups/AgentsofTransformation