

# MODULE 2

## Walking The Walk

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# INTRODUCTION

Anyone can call themselves a “Coach” and begin soliciting Clients. What makes this program different?

- Each Coach has “Walked the Walk,” and
- We have been trained on how to coach Clients to success

This process not only ensures that you are ready to coach, but ensures that you will have empathy and compassion as you join your future Clients on the most important journey of their lives.

In order to become certified, you must complete all of the course requirements:

- ➔ complete each week’s Listening Guide (see Modules 3, 5, 7, 8 and 9) during the weekly Conference Calls and respond to the 3 Questions from each of the Webinars
- ➔ complete your individual phone call with the Trainers during Week 3
- ➔ watch all assigned videos (Hint: write down 4 or 5 takeaways from each one to transfer to your Final Exam document),
- ➔ read all Client chapters and Coach Training Modules and complete all assignments (Remember: We have a report that shows when you have opened and downloaded each document),
- ➔ follow through on the entire client program, including posting your results on Facebook each week, and
- ➔ demonstrate your understanding of the above items by successfully completing the open book Final Exam

Our goal is to make you a successful Lifestyle Weight Management Coach. Everything you do is a reflection on this program, and us as Trainers. Your job:

- be committed to your own success
- work and think through obstacles
- work and think through solutions
- develop marketing for success in your business

Ultimately, the responsibility for your success is yours alone. Our commitment will match yours. How well you do will be determined by your ability to follow instructions. The journey is an exciting one, and it begins with your preparation work before the first official day of class. Let’s go!

## CLIENT MATERIALS

Read and complete all assignments:

**Chapter 3: Your New Lifestyle** (arrives Sunday before class)

**Chapter 4: Help With Cleansing (Part 1)** (arrives Day 1)

**Chapter 4: Help With Cleansing (Part 2)** (arrives Day 2)



Make sure you have completed all reading and assignments from Coach Training Module 1 and Client Chapter 1.





# THE BASIC 5

The Basic 5 are the building blocks for our Unfranchise business. The Basic 5 and Coaching go hand in hand. It is essential to find out when the training in your area is offered. Get with your Sponsor and make sure that dates are on your calendar.

Our Lifestyle Coaching Outline helps you stay focused on the Basic 5:

1. Attitude & Knowledge
2. Goal Setting
3. Retailing
4. Prospecting, Recruiting & Sponsoring
5. Follow-Up & The ABC Pattern

## My Training:

### New Unfranchise Owner Training

Date \_\_\_\_\_

Location \_\_\_\_\_

Ticket Purchased \_\_\_\_\_

### Basic 5

Date \_\_\_\_\_

Location \_\_\_\_\_

Ticket Purchased \_\_\_\_\_

### Local Seminar

Date \_\_\_\_\_

Location \_\_\_\_\_

Ticket Purchased \_\_\_\_\_

### International Convention

Date \_\_\_\_\_

Location *Greensboro, NC*

Ticket Purchased \_\_\_\_\_

### World Conference

Date \_\_\_\_\_

Location *Miami, FL*

Ticket Purchased \_\_\_\_\_

Make sure that you have reviewed the entire Getting Started Guide with your Sponsor. Create your goals for your first class now and begin formulating action steps to achieve them (Hint: This will be on your Final Exam).

