

ALWAYS A CLIENT...

A Unique Business Model - How our Personal Volume (PV) works... By Terri Miller

2 Topics:

1. You are always a client of your Health Coach.

- Every MF meal that goes in your mouth should be ordered on your personal BeSlim. If your spouse is on your coaching agreement, all their MF Food should be on that order too.
- Any samples should be on your BeSlim order
- What your order should be:
 - If you are using 1 MF meal per day - \$75 (if 2 people are on your BeSlim - each having 1 MF meal per day - \$150)
 - If you are using 2 MF meals per day - \$150 /\$300
 - If you are using 3 MF meals per day - \$225/\$450
 - If you are on full program (5&1) your order will of course be \$300/\$600
- If you are in maintenance and are able to maintain your healthy weight without utilizing MF Meal Replacements, then you would not have a BeSlim order.
 - Though why would you do that??
 - At around 100 calories, packed with nutrition, and low carbs - it is the perfect way for you keep up your Healthy Habits!!
- As you are building your business it is so great that when you sponsor someone, you know they will always be your client!! ...*And you will always be a client of your health coach.*

2. Please place your personal BeSlim order early in the month

- First - to assist the TSFL distribution so it doesn't get clogged up at the end of the month. You know that you will be placing an order each month, please do it early.
- Secondly - It will assist your sponsor set up their plan for their volume for the month. Reverse the thought on this and realize that if you do this for your sponsor, your team members will/should also do it for you.

In Dan Bell's wisdom of writing the Business Plan - As you are developing your teams and your time shifts a bit from Client development and support to Coach Development and Coach Support your FLV doesn't go down because your Coaches are also your FL Clients.

About every 6 months we do a campaign and education on this topic because it is unique and some people try to order their food under their children or dog (I know that surprises you, but it really happens)

At the end of the month we (*your business leaders*) pull a report. One of the things we look at is the PV...

- If the PV level is what it should be, that is an indication that the coach **FULLY** understands our model.
- If the PV doesn't match what it should, we reach out and educate on our model. (*Like what I am doing here*). If after the education is done and the coach still doesn't do it correctly, then we realize that the integrity is not being held high and we tend to not work with that coach so quickly!!

Something that we have seen over and over... If a coach doesn't do their PV correctly, then neither does their team.

We Are Not a Wholesale Club In our model YOU do not earn commissions on your Personal MF Food.

Because of this, the people you sponsor don't come in to get their order for less.

They actually come in to assist us to **GET AMERICA HEALTHY!!!**

EXAMPLE:

- You have no PV - (*order your personal order under your child or dog*)
- You have 5 team members who do it wrong too = \$0 FLV from your team

vs.

- You order your correct PV \$150
- You have 5 team members who do it correctly = \$750 FLV for you

I hope this education explains our model and motivates you to run this part of your business correctly.

- When you explain this clearly when you are sponsoring a coach, it is more than likely being done correct.
- If your new coaches choose to not respect our model... then of course you would know they are not the right person to assist us with **integrity ...TO GET AMERICA HEALTHY!!!**