

Welcome!!!!



Body by Obona LLC

Topics We Will Cover

- ❖ Background of Body by Obona LLC
- ❖ Apps you need to install
- ❖ What is the “box”
- ❖ Messaging Clients and Templates
- ❖ Our Packages
- ❖ Company Forms
- ❖ Flagging and Labels
- ❖ How to bring people into the box
- ❖ Pay Scale

Body by Obona LLC



I have been helping people for
15 years to meet their fitness
goals.



Started Body by Obona LLC in
2016



Over 7500 clients
worldwide



Fastest Growing Company in 2017!!!!

Apps You Need:

❖ Pages Manager →



 **Facebook Pages Manager**
Version 72.0, 308 MB
May 25, 2017 [OPEN](#)

Thanks for using Pages Manager! To make the app better for you, we bring updates to the App Store regularly. Every update of our app includes improvements for speed and reliability. As other new features become available, we will highlight those for you in the app.

❖ WIX →

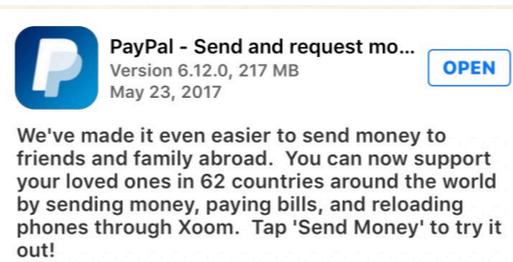


 **Wix.com**
Version 1.376.15, 64.9 MB
May 24, 2017 [OPEN](#)

Thanks for using Wix!

We're constantly working to improve the and give you the best mobile experience possible.

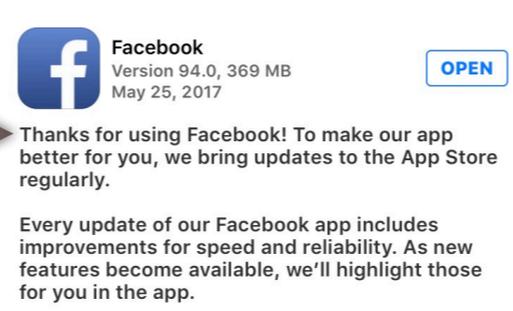
❖ PayPal →



 **PayPal - Send and request mo...**
Version 6.12.0, 217 MB
May 23, 2017 [OPEN](#)

We've made it even easier to send money to friends and family abroad. You can now support your loved ones in 62 countries around the world by sending money, paying bills, and reloading phones through Xoom. Tap 'Send Money' to try it out!

❖ Facebook →



 **Facebook**
Version 94.0, 369 MB
May 25, 2017 [OPEN](#)

Thanks for using Facebook! To make our app better for you, we bring updates to the App Store regularly.

Every update of our Facebook app includes improvements for speed and reliability. As new features become available, we'll highlight those for you in the app.

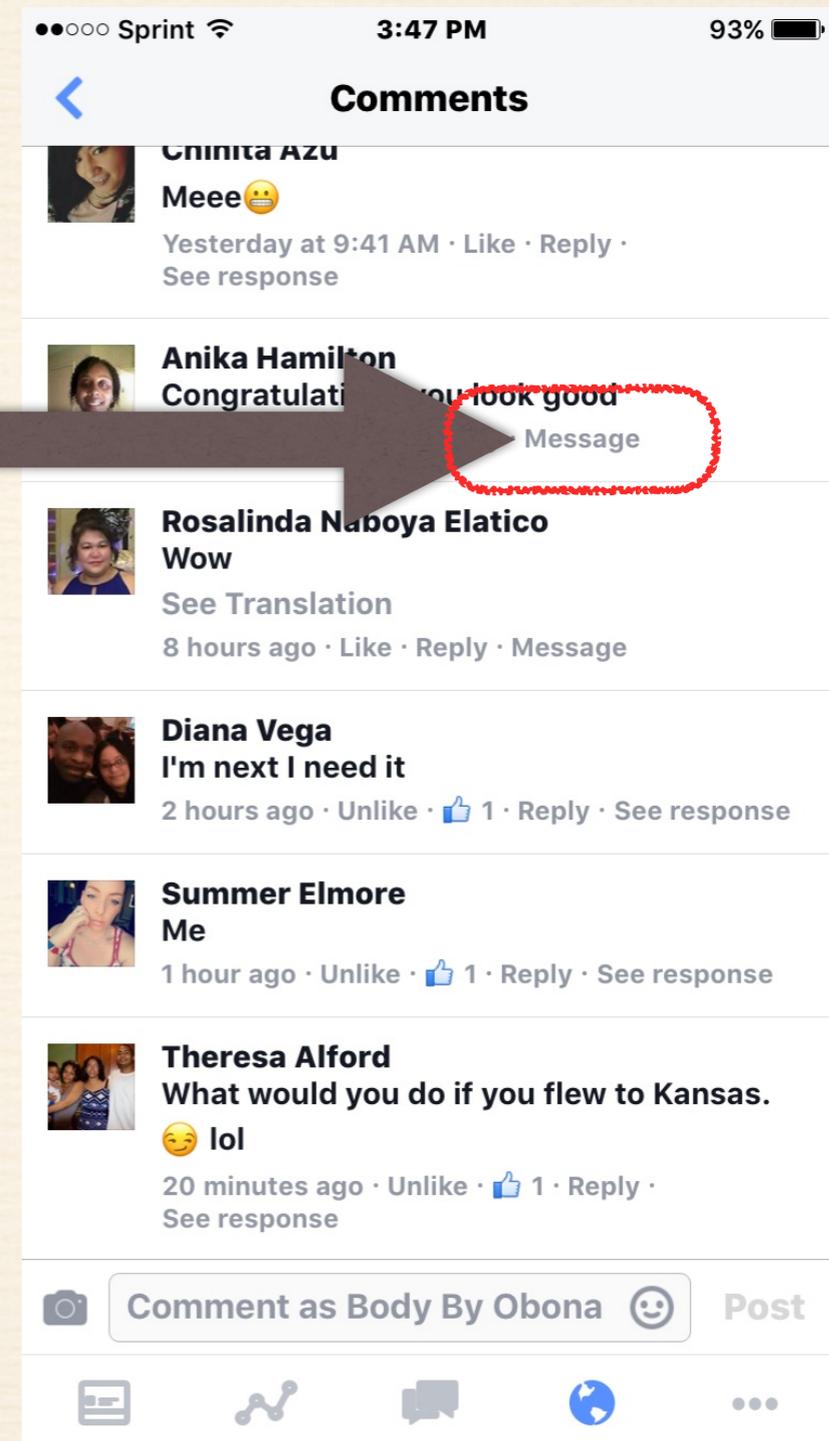
What is the “Box”

The box is where we keep all of our clients information! We talk to the clients and sign up new clients in the box. If someone signs up on the website or from Instagram, it is important we get them to the box so they can be properly flagged and receive their program. This is **CRUCIAL!!!**



How to bring someone into the box..

To bring someone into the box from a comment, you simply press “Message”. When you message them it will automatically populate in the box. If it says “See Response” that means somebody has already messaged them.



Our Packages

**Plan A:
Weight Loss Meal
Plan
Normally: \$139 but
for instant sign up
the price is \$99**

**Plan B:
At Home
Workout
Regimen
Normally: \$169
but for instant
sign up the price
is \$119**

**Plan C:
Gym Regimen
Normally: \$315
but with instant
sign up the price
is \$139**

**Plan D:
Combo of Meal
Plan and Workout
Regimen
Normally: \$199 but
with instant sign up
the price is \$149**

**Plan E:
Combo of Meal
Plan and Gym
Regimen
Normally: \$219
but with instant
sign up the price
is \$159**

**EVERYTHING!!!
Meal Plan, At
Home Regimen
ANDDD Gym
Regimen
Normally: \$499 but
with instant sign up
the price is \$199**

Commitment Form

If a client is not able to make a full payment at that time, we offer them the option to put a deposit down on their program to secure the promotional pricing. If they put a deposit down they will fill out a commitment form for the balance.

If they are unable to make a deposit they can still fill out the commitment form to secure the pricing. The link for the form is found in the templates. This is also referred to as a “DocuSign” (to the clients it is always referred to as a commitment form)

The screenshot shows a mobile app interface for a commitment form. At the top, the status bar displays 'Sprint', '3:53 PM', and '91%' battery. Below the status bar, the app header shows 'bodybyobonallc.com'. The main content area is titled 'Body By Obona LLC' and contains the text 'Commitment Form to secure the discounted rate...'. There are three sections of input fields: 'Facebook Name *' with 'First' and 'Last' fields; 'Name on card *' with 'First' and 'Last' fields; and 'Email *' with a single text field. At the bottom, there is a text prompt: 'I authorize Body By Obona to charge this card in the amount of:'.

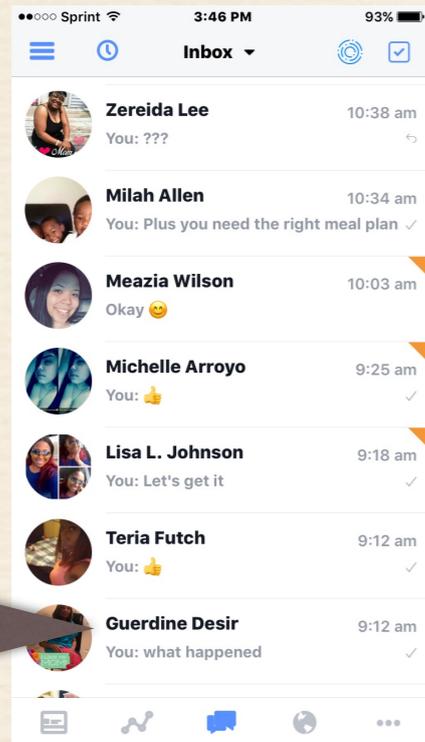
Flagging and Labels

The labels are the **MOST** important part of the box. This tells us who sold the package, what package our client bought, did they pay in full, their email address, and anything we should know about this client. This is all covered in detail in the videos you are about to watch. Below are some examples of labels you will use frequently:

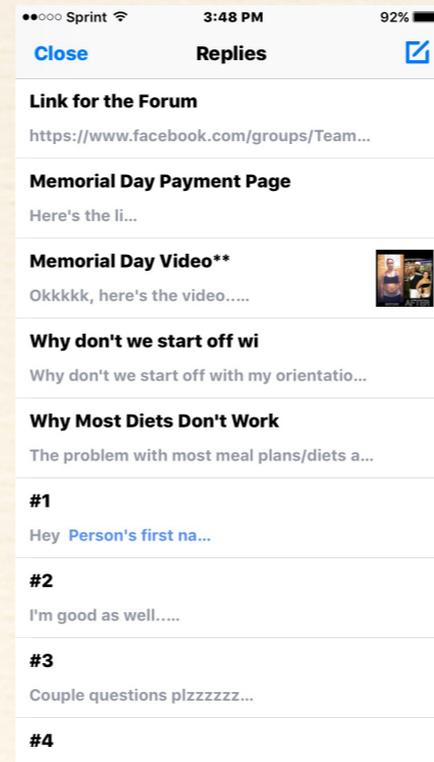
 BOX Labels	
Label	Definition of Label
EP	Everything Package
MP	Meal Plan
Send Diet	Date to send off Diet
Send Detox	Detox is ready to ship
Detox	Client has a Detox, made a payment towards the detox, or docusign for the Detox
GR	Gym Regimen
WR	Workout Regimen
BR	Booty Regimen
TTT	Triple T Volume 1
TTT2	Triple T Volume 2
WLC	Weight Loss Center
PIF	Paid In Full
SF	Sales Force
IG	Instagram
Limited Range Of Motion	Client has injuries and can't do certain exercises
Prenatal	Pregnant or nursing
Vegan	Type of meal plan
Vegetarian	Type of meal plan
Deposit	Client made a deposit. The amount of the deposit needs to be in the notes NOT in the labels
Balance	The date the client agrees to pay the remaining balance of plan (Add date to label)
Docusign	Docusign (Commitment form) completed by client (Add date to label)

Messaging Clients and Templates

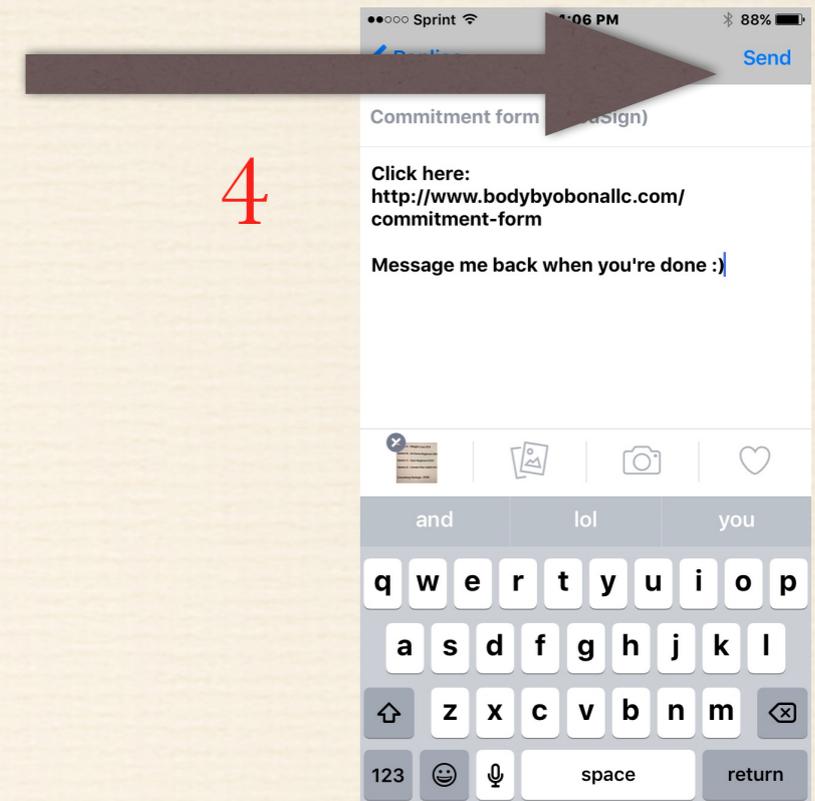
1



3



4



2



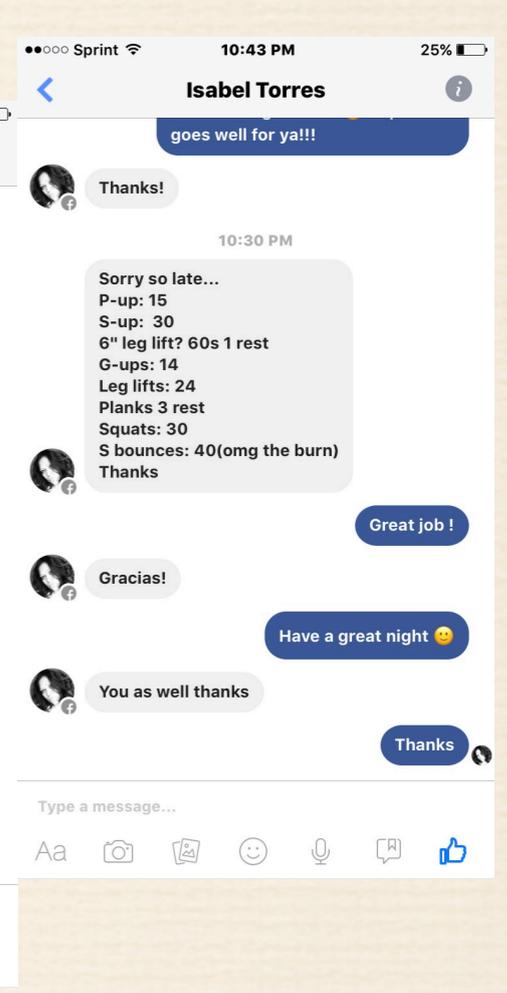
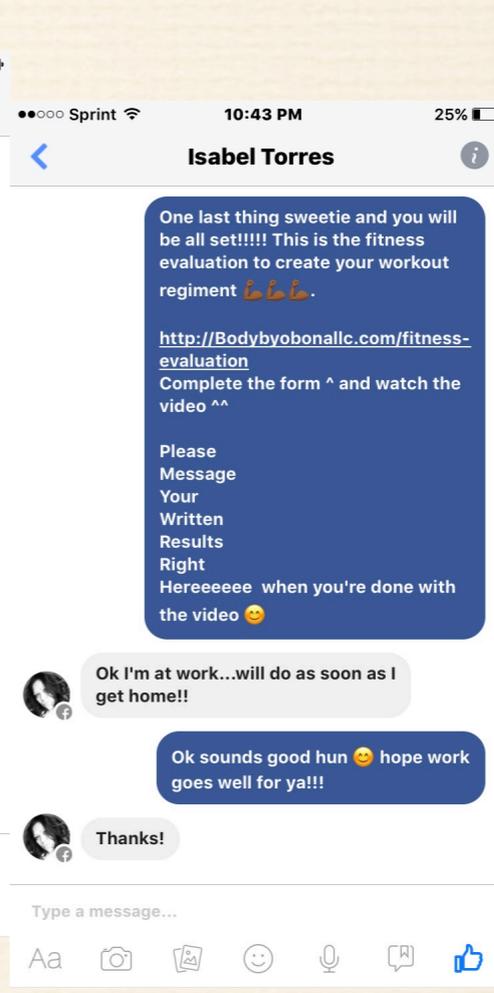
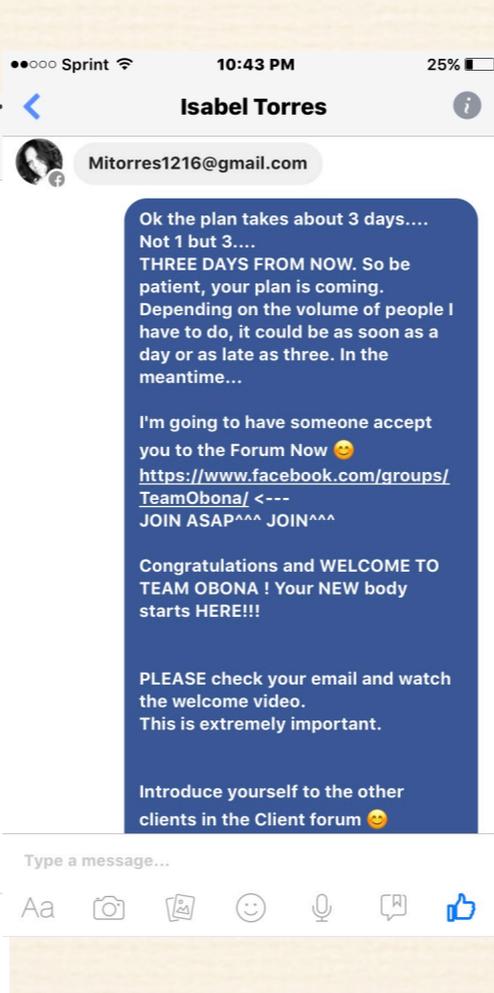
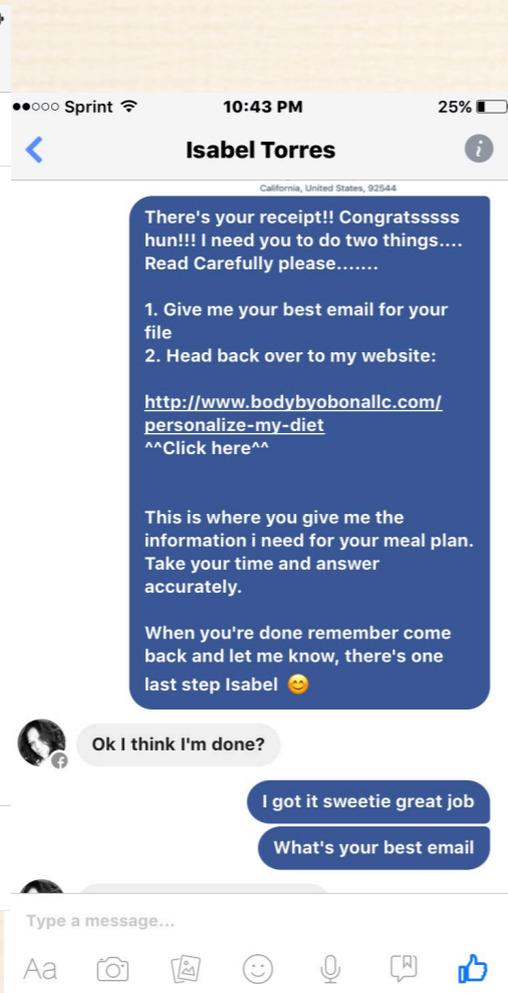
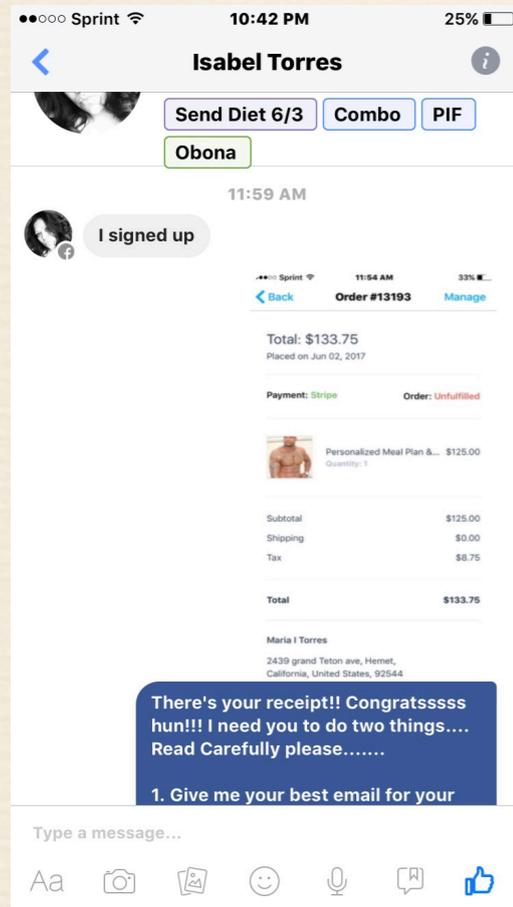
When inside the box you click on whichever client you want to talk with. There is a template created for almost everything!! To access it:

- *Press the message button at the bottom. It will pull up part of a List
- *Press the dotted button at the bottom left and it will populate the templates.
- *Choose the one you want and hit send!!

Template Responses

Knowing what to send and when to send it is important.... Here are a few examples of what to send

The next slide will advise when to send them....



Template Responses (Continued)

On the previous slide are standard conversations with a client after they have signed up! Most of the time they will be in the box already so they will not message you “I signed up”. If you are working the box and you get the message “I signed up” then you need to send a text to the MoneyTeam Chat saying “(their name) box”.

The final steps in the process are:

1. Send them a screenshot of their receipt or docuSign.
2. Send them either the Once Payment Completed Template OR the DocuSign Just Completed Template. This template will ask for their email.
3. Make sure you put the email address into the notes section.
4. After you save the email in the notes and the client completes the nutritional evaluation, you will send the Full Payment Closure (if they PIF), the DocuSign Closure template (if they only completed a docuSign), or the Balance Closure (if the client made a deposit). These templates explain that it takes up to 3 days to get their plan and invites them to join the client forum. (They will receive the plan once they are PIF)
5. IF the client purchased a workout regiment, whether it be the home regiment, gym regiment, combo, or everything package, you will then send them the fitness evaluation template.
6. Once a client sends their fitness evaluation results, save those in the notes and put their name in the Fitness Results group chat.

****You will be added to the group chats once you start hands on training****

Frequently Asked Questions

*A lot of clients will ask about the protein shakes in their plans. Isopure is what we recommend. For a female, they **CANNOT** exceed 30g of protein per scoop. The protein needs to be 100% Whey. If you're unsure as to the protein shake they are asking about, ask for a picture of the back of the label and google the type of protein to see if it is sufficient.

*If a docuSign is declined, you send a screenshot of the payment being denied and ask the client when they will be able to pay the balance on their plan.

*We **DO NOT** sell a meal plan to a client who is Breast Feeding or Pregnant. They can purchase a Prenatal Workout Regiment.

***NEVERRRRR** contact Obona unless its a true emergency!!!!!!!!!!!!!!

Summary

This has been a brief overview of Body by Obona and how to work the box. On the next slide you will find a link for tutorial videos that will go into further detail on what I have explained thus far. There is a quiz at the end so PLEASEEEEEEE take notes and take this seriously!!!!

Watch Video's

<https://www.bodybyobonallc.com/career>