



# 24-Day Challenge

## (coaching checklist)

### Create Challenge Success Stories

As an AdvoCare Challenge Coach, your goal, your **ONLY** goal, is to create participant results and success, as this, more than anything else you can do, will lead to organic business growth and residual product use! We **KNOW** the AdvoCare solutions work, but we also know that people fail to reach their health and wellness goals for only **TWO REASONS**, a lack of the proper plan (**the Challenge fixes that**) and a lack of support (**YOU fix that**)! Follow this checklist with each participant for best results!

Date	Challenge Task List for: _____	✓
__ / __	<ul style="list-style-type: none"> <li>● <b>INITIAL CHALLENGE INTEREST AND COMMUNICATION –</b> <ul style="list-style-type: none"> <li>○ Provide the Challenge overview!</li> <li>○ Provide the two short Phase I and Phase II videos!</li> <li>○ Answer questions and <b>introduce them to your Leadership for additional Challenge support!</b></li> </ul> </li> </ul>	<input type="checkbox"/>
__ / __	<ul style="list-style-type: none"> <li>● <b>CHALLENGE HAS BEEN ORDERED!!! –</b> <ul style="list-style-type: none"> <li>○ Once their Challenge has been ordered, send them the Challenge Manual and make sure they know they need to contact you the day their AdvoCare order arrives, <b>BEFORE THEY BEGIN!</b></li> </ul> </li> </ul>	<input type="checkbox"/>
__ / __	<ul style="list-style-type: none"> <li>● <b>PHASE I PREP CALL – (15-30 minutes)</b> <ul style="list-style-type: none"> <li>○ Verify that they have received both their Challenge Manual (from you) and their AdvoCare order!</li> <li>○ Walk them through Phase I of the Challenge! They should have the Manual and their products in front of them during this call! <b>DO NOT cover Phase II at this time!</b></li> <li>○ Make sure they know they need to weigh, measure and take before photos on the morning of Day #1! Remind them how important this is. This is not for anyone else, just a true way for them to measure REAL program progress.</li> </ul> </li> </ul>	<input type="checkbox"/>
__ / __	<ul style="list-style-type: none"> <li>● <b>DAY #1 CHECK-IN –</b> <ul style="list-style-type: none"> <li>○ Did they begin today? Did they weigh, measure and take photos? How did Day #1 go? How are they feeling? Any questions you can answer? Let them know you will check in on Day #3 but that you are always a call away if they need you before!</li> </ul> </li> </ul>	<input type="checkbox"/>
__ / __	<ul style="list-style-type: none"> <li>● <b>DAY #3 CHECK-IN –</b> <ul style="list-style-type: none"> <li>○ Simple, routine check-in! Remind them that Days #4-7 will NOT include the Fiber Drink and that the Probiotic will begin on Day #4!</li> </ul> </li> </ul>	<input type="checkbox"/>
__ / __	<ul style="list-style-type: none"> <li>● <b>DAY #7 CHECK-IN –</b> <ul style="list-style-type: none"> <li>○ Routine check-in! One week down, their Cleanse is almost over. Remind them that the Fiber Drink resumes on Days #8-10 and that the evening Cleanse tablets are now done!</li> </ul> </li> </ul>	<input type="checkbox"/>
__ / __	<ul style="list-style-type: none"> <li>● <b>DAY #10 CHECK-IN AND PHASE II PREP CALL - (15 minutes)</b> <ul style="list-style-type: none"> <li>○ Remind them of their need to weigh, measure and take photos again on the morning of Day #11!</li> <li>○ Simple Phase II prep and walk-through with Manual and products.</li> </ul> </li> </ul>	<input type="checkbox"/>
__ / __	<ul style="list-style-type: none"> <li>● <b>DAY #11 PROGRESS UPDATE –</b> <ul style="list-style-type: none"> <li>○ A short check-in to get Phase I results!</li> </ul> </li> </ul>	<input type="checkbox"/>
__ / __	<ul style="list-style-type: none"> <li>● <b>DAY #14 CHECK-IN –</b> <ul style="list-style-type: none"> <li>○ Routine Check-In! How are they feeling so far during Phase II?</li> </ul> </li> </ul>	<input type="checkbox"/>
__ / __	<ul style="list-style-type: none"> <li>● <b>DAY #18 CHECK-IN –</b> <ul style="list-style-type: none"> <li>○ Routine Check-In! Remind them of the need to weigh, measure and take photos on the morning of Day #24 again!</li> <li>○ Ask about post-Challenge goals as NOW would be the time to reorder if they intend to continue on with current goals, new goals or simple AdvoCare maintenance!</li> <li>○ Remind them about the AdvoCare Discount Membership and referral program!</li> </ul> </li> </ul>	<input type="checkbox"/>
__ / __	<ul style="list-style-type: none"> <li>● <b>DAY #24 PROGRESS UPDATE –</b> <ul style="list-style-type: none"> <li>○ Get CHALLENGE Results!!! How do they feel? How excited are they? Did they enjoy it? What's next?</li> </ul> </li> </ul>	<input type="checkbox"/>

*“Successful Challenges should create walking billboards and countless referrals!”*