

CCX Field Training

Field Training

Quarter 1 2022

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Coach Insights Project

- The Field Training Team shifted from creating content for the entire Field to gaining insights into what tactical strategies the Field is taking to grow their businesses.

- Field Training then used internal data to determine possible reasons for growth in the various organizations.

- We act as a reference point for successful business practices in the Field.

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Details for Q1

- We held interviews with our top 40 most successful Leaders. Top 40 determined by highest earning Leaders.

- We gained insights on their business practices over the previous quarter, such as:
  - Training focuses
  - Bootcamps/Masterminds/Power Hours
  - Incentive trips
  - Specific tactics based on business needs

- We then reported out on our findings

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Q1 Standard Interview Questions

Based on the past quarter:

1. Social media focuses
2. Use of the Habits of Health, including when it is offered to new Clients?
3. When you train to typically offer coaching?
4. Did you hold an incentive trip? If so, what were the requirements to attend?
5. How many Health Assessments do you train your Coaches to perform each month?
6. How many Coach Explores do you train your Coaches to perform each month?
7. Top 2 **OPTA**VIA systems you use in your business?
   - SHARE
   - Coach/Client Answers
   - Agents of Transformation
   - **OPTA**VIA Learn
   - **OPTA**VIA App
   - Habits of Health App
   - Pinterest/Instagram pages
8. What common reports do you train to run in Connect and how often should they be run?
9. Do you utilize the MAP with your teams? If so, at what point in the month do they fill it out?
10. Please describe any trainings, bootcamps, power hours, Transformational Leadership Development Programs, or masterminds you completed this quarter/month?

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Benefits

- Better understanding of what Field Leaders are training and how they are duplicating. More insight into successful Business Leaders.
- Use data to validate specific training strategies and practices
- Ability to share best practices to Coaches who are seeing slower growth
- Facilitate a stronger partnership between Field and Corporate
- Better understanding of Field needs and trends
  - Can assist with planning Corporate incentives, Corporate event trainings, etc.



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Questions?

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