



24-Day Challenge[®] Coaching Checklist

Challenger:

Date	Check-Points for Challengers (Best done person-to-person.)	Check
	<p>Once the 24-Day Challenge has been ordered</p> <ul style="list-style-type: none"> Send the challenger an assessment sheet and photo instructions*. Instruct the challenger to call you when their bundle arrives. Downloads available under tools at advocare.com/24daychallenge. 	
	<p>Pre-Challenge • Phase 1 prep call to set Challengers up for success!</p> <ul style="list-style-type: none"> Verify they have received the Daily Guide Briefly walk through each product: Herbal Cleanse (Probiotic Restore™, and Herbal Cleanse Tablets), AdvoCare Spark®, OmegaPlex®, and AdvoCare Fiber. Remind them to measure, weigh and take photos in the morning before breakfast and add information to the assessment form. 	
	<p>Day 1 • Check-In</p> <ul style="list-style-type: none"> <i>How are you feeling?</i> <i>Did you drink your recommended water for today?</i> <i>What did you eat today?</i> <i>Do you have any questions?</i> 	
	<p>Day 3 • Check-In</p> <ul style="list-style-type: none"> <i>Are you taking the products correctly and consistently?</i> <i>What did you eat today? Are you being consistent about making good food choices? Did you drink your recommended water for today?</i> 	
	<p>Day 7 • Check-In</p> <ul style="list-style-type: none"> <i>One week down! Listen for and celebrate victories.</i> <i>How do you feel about your progress?</i> 	
	<p>Day 10 • Phase 2 Prep Call</p> <ul style="list-style-type: none"> Pull out an MNS® strip-pack and teach how the Challenger should take each packet. Emphasize why the strip-pack is divided throughout the day for best results. 	
	<p>Day 11 • Check-In</p> <ul style="list-style-type: none"> <i>How are you feeling after taking MNS®? Confirm with the Challenger that they are taking MNS at the proper times throughout the day.</i> 	
	<p>Day 14 • Check-In</p> <ul style="list-style-type: none"> <i>How are you feeling?</i> 	
	<p>Day 18 • Check-In (3-way 20-minute call between you, your sponsor, and the Challenger)</p> <ul style="list-style-type: none"> Ask about any post-Challenge goals. To keep momentum going, schedule a meeting or 3-way call during the next phase. <p><i>Conversation Starter:</i> <i>"I'm so proud of your commitment. You've had phenomenal results. Here's what we do next. We need to map out your post-Challenge plan. I want us to re-connect with (your up-line sponsor) so we can keep your momentum going. When is a good time that we could speak for about 20 minutes?"</i></p>	
	<p>Day 24 • Check-In</p> <ul style="list-style-type: none"> Remind Challenger to measure, weigh themselves and take photos in the morning. Add the information to their assessment sheet. 	
	<p>Day 25 • Celebration Call (10 minutes)</p> <ul style="list-style-type: none"> Call to celebrate results! Ask if you have permission to share the Challenger's results with others on social media or in person. Ask them what their biggest "revelation" was during the 24-Day Challenge. Reinforce the AdvoCare lifestyle and continued use of AdvoCare products that are in line with the Challenger's goal. 	