Speaker 1:

What's up, Fit Body family. We've got part two for the 28-day at-home phone closing script. Just in case you didn't close Mrs. Jones on that first phone call, we've got two more scripts, two more followups for you. One, we suggest to do midweek during the challenge. Maybe check in with her about a week and a half, two weeks and just see how she's doing and then remind her about what happens after the 28-day program. And then, the last one is going to be the closing script for the last week in case you didn't sign her up on the very first call. Again, just like before, we're going to take you through the script that we wrote out for you so you can follow along. And then, we're going to go off script and give you a couple rebuttals that you might run into. Let's rock and roll and get going. Ring, ring.

Mrs. Jones:

Hello?

Speaker 1:

Hi, Mrs. Jones. This is Aaron, coach Aaron, from Fit Body Boot Camp here at Chino Hills. I just wanted to check in and see how the first week is going with your at-home workouts.

Mrs. Jones:

They're great. I love the home workouts. They're fun and engaging and the community is awesome.

Speaker 1:

That's so great to hear. I'm glad you're enjoying the workouts and our online community, Mrs. Jones. Looking ahead, the good news is the online program will be identical to our program inside of our local Fit Body Boot Camp. I can't wait to meet you in person, give you a high five. We had still have a couple of weeks left inside the program, but I do want to get you excited for the next phase of your fitness and your fat loss goals. Do you have just about two minutes so I can go over what happens after your 28-day program?

Mrs. Jones:

Sure, that sounds good.

Speaker 1:

Great. After your 28 days are over, we do anticipate the doors will be open. But on the off chance they're not, we're prepared to continue your online coaching to keep giving you results, keep your immune system high, lower stress, and keep you engaged with our online community. After the 28-day program ends, we'll continue to coach you at our super low introductory rate of just $97 per month. You'll continue to get the nutrition, coaching, mindset and motivation, and of course a daily follow along workouts and of course our community online. Once the doors do open and you're ready to join us in building for our high energy bootcamp sessions and meet all of the friends you made online, you'll pay the same rate that all of our awesome bootcampers pay, which is just $29 per week. How's that sound?

Mrs. Jones:

Sounds great.

Speaker 1:

All right. Mrs. Jones, do you have any other questions for me?

Mrs. Jones:

No, this is awesome. Thank you.

Speaker 1:

Great. Just as a heads up, I'll send you an agreement via email at the end of your 28 days that you just need to electronically sign. On that agreement, you'll agree to pay $97 for continued online coaching. Just so you know, if you find that this is not right for you and you want to discontinue, just let me know, we can stop your online coaching. Sounds fair?

Mrs. Jones:

Fair enough.

Speaker 1:

Sounds great. Talk soon, Mrs. Jones.