Coach Aaron:

What's up Fit Body family? For the third and final call, this should be going on the week before their trial ends, so that last week of the 28 day at home fitness challenge. Again, we're going to go over the script for you and then do just a little bit of live rebuttal so you can work through any possible objections that Mrs. Jones might throw at you. Let's rock and roll. Ring, ring.

Mrs. Jones:

Hello.

Coach Aaron:

Hi Mrs. Jones. This is Coach Aaron with Fit Body Boot Camp Chino Hills. It's the last week of your at home fitness challenge. I'm so excited for you to continue with your fitness goals. Do you have just two minutes to go over the next steps?

Mrs. Jones:

Sure, that sounds good.

Coach Aaron:

Awesome. So the 28 day challenge is coming to an end and you did so great. It looks like our doors are opening very soon, but I don't want to stop the momentum. So I want to continue the online coaching to keep giving you results, keeping your immune system high, lower stress, and keep you engaged with our community. As I mentioned before, we'll continue to coach you at our super low introductory rate of just $97 per month, and you'll continue to get the nutrition, coaching, mindset, and motivation, and daily follow along workouts and of course the community online.

Coach Aaron:

Once the doors do open and you're ready to join us in building for our high energy bootcamp sessions and meet all of your friends that you made online, you'll pay the same rate as all of our awesome bootcampers that pay just $29 per week. How's that sound?

Mrs. Jones:

Sounds great.

Coach Aaron:

Awesome. Just a heads up. I'll send you an agreement asap that you'll just need to sign electronically. On that agreement, you'll agree to pay $97 for continued online coaching, and just so you know, if you find that this is not right for you and you want to discontinue, just let me know and we can stop the online coaching. Fair enough?

Mrs. Jones:

Sounds great.

Coach Aaron:

Great. Talk soon, Mrs. Jones.