Aaron:

The next thing you're probably going to run into is the likelihood that Mrs. Jones' world is on fire around her. The kids are home, the husband's home and she's having to support the entire family, so she's going to be quick. She's going to be short. You've got to make sure that you capture her attention and remind her that you're her coach during these troubling times. Let's rock and roll. Ring, ring.

Mrs. Jones:

Hello.

Aaron:

Hi, I'm looking for Mrs. Jones. Is she available?

Mrs. Jones:

Yes, may I ask who's calling?

Aaron:

Hi, Mrs. Jones. I'll be real quick. My name is Aaron, I'm the instructor and the owner at Fit Body Boot Camp, Chino Hills. And I just want to welcome you to the At-Home Fitness Challenge. I saw you just purchased the program, is that correct?

Mrs. Jones:

I did, and I'm going to just cut you off right there and be completely honest. I imagine same for you guys, I'm in crisis mode trying to figure out this whole work at-home situation. My kids are running around. I'm trying to get them to do their homework, so I literally only have 30 more seconds to go through whatever it is you need to talk to me about.

Aaron:

Totally, not a problem whatsoever. I just wanted to welcome you to the program. Let you know that I am your coach, and here's a resource for you during these challenging times over this 28 day At-Home Fitness Challenge. Here to provide you the accountability, the support and of course the fitness and fat loss goals that you're looking for. I'm going to be sending you an email with all your resources here in the next five minutes, but I just wanted to welcome you to the program, so you have a name with the face. And again, congratulate you on making the awesome choice to start working out at home.

Mrs. Jones:

Okay, thank you. I appreciate that.

Aaron:

Talk soon, Mrs. Jones.

Mrs. Jones:

Thank you.

Aaron:

Okay, Fit Body family, so that is going to be the likelihood you're going to get a lot of those phone calls. Don't be afraid to reach out. You are their coach. Just because you're not with them in person, doesn't mean you can't build a relationship over phone, via text, via email. They got to hear your voice. They got to hear your enthusiasm, your excitement to welcome them into the program. So be ready to make some phone calls, and be just as excited to talk to them on the phone as you are to see them in person. Let's rock and roll, guys. We got this. Boom.