Coach Aaron:

Okay Fit Body family, hopefully, the call goes perfectly for you just like it is on this script, but if it happens not to Mrs. Jones is busy, or she throws out some objections we want to give you a couple of ways that you can get around those objections and get her dialed in for the fitness program. Let's rock and roll.

Coach Aaron:

Ring, ring.

"Mrs. Jones":

Hello?

Coach Aaron:

Hi Mrs. Jones, this is Coach Aaron calling from Fit Body Boot Camp here at Chino Hills. And I just wanted to check in with you and see how your online at home fitness program is going for you?

"Mrs. Jones":

They're going great. I love the home workouts. They're fun and engaging, and the community is awesome. I'm not going to lie, sometimes doing the workouts on my own is not always the easiest thing, so that's just me being honest.

Coach Aaron:

I love the honesty. Thank you so much for sharing that.

Coach Aaron:

The great thing about this at home program that you're doing right now when you get inside the building, and you join us for our live boot camps the energy, the motivation, the enthusiasm is going to be so much higher it's going to be a lot easier to stay on track with your fitness goals. I can't wait to meet you in the building.

Coach Aaron:

By the way, the reason that I'm calling is I want to let you know what happens after your 28 day fitness program. Do you have just about a minute to talk about what that looks like?

"Mrs. Jones":

Yeah, I mean things are still kind of crazy. I know we're kind of all still cooped up at home, but yeah, I got a couple minutes for you.

Coach Aaron:

Awesome. So, again, after the introductory at home program of the 28 days, we do want to continue the online coaching experience just in case our doors don't open, but we do anticipate the doors will be open. In the case they're not, what happens is we bring you into our introductory rate of just $97 per month to continue giving you the high energy, the online coaching, the mindset, the motivation, the nutrition, everything that you've been getting so far. How does that sound?

"Mrs. Jones":

That sounds awesome. I know there's going to be a cost increased to that. $28 was reasonable, considering we're still at home and the economic forecast isn't fully enforced yet and I don't know what it's going to look like and another two weeks from now. Fortunately, right now, we're doing okay. But, just being honest, that number's a little bit more ... or it's actually less palatable than the $28.

Coach Aaron:

That is a great point, Mrs. Jones. And after the 28 day period, the $97 a month will be an introductory offer to continue the online coaching where we'll keep giving you the motivation, the enthusiasm, the support, the accountability, of course, the mindset, nutrition and all the follow along workouts. Again, we still have about two weeks left in your introductory programs. We got plenty of time to get to know each other and see why this is a great value.

"Mrs. Jones":

Okay. Do I need to make any decisions at this point or is this just kind of like a check in call, or what do I need to do?

Coach Aaron:

That's a great question, Mrs. Jones. You don't have to make any action steps right now. This is just a check in, I want to hear how you're doing with your at home workouts.

"Mrs. Jones":

Okay, that's awesome. Do you know, just kind of thinking ahead because I know I'm going to have to prepare, talk about this with my husband, and we'll make that decision together. But do you know if this is something that's going to be billed monthly? Is it going to be billed weekly? Should I expect the payment the first day that I sign the contract? Or how does that work?

Coach Aaron:

That is a great question. I'm so happy that you're thinking ahead. So, at the end of your 28 day trial, the $97 will be your introductory program for the online coaching. When our doors open and we're ready to welcome you inside the Fit Body location, you'll pay our normal rate that all of our awesome boot campers do pay, which is just $29 per week. And that will start as soon as the doors do open.

"Mrs. Jones":

Okay, awesome. Another question, do you know if moving forward, let's say, once they do reopen the doors will we have an opportunity to stay with the online platform or we'll be forced to move to the location only?

Coach Aaron:

That is a fantastic question. And our location, we'll be continuing to do the online version so that you can do both in bootcamp and also online. That way, you never have to miss a workout no matter what.

"Mrs. Jones":

Okay, awesome. That's something to think about, okay.

Coach Aaron:

Awesome, Mrs. Jones, it was great talking to you, so glad we got to catch up. And I look forward to talking in about a week as we get a little bit closer to the end of your trial period. Have a great day.

"Mrs. Jones":

Awesome. Thanks coach.