

VFP T-3

The industry's only complete sales system guaranteed to sell more team training.



**SELL MORE TEAM TRAINING
GUARANTEED!**

VFP T-3
The industry's only complete sales system guaranteed to sell more team training.

VFP staff-friendly, easy-to-use product demonstrates the benefits of team training to your members and prospects, dramatically increasing the ability to upsell.

Please contact your VFP consultant at VFP.us or call 877-857-1212.

VFP+
STOP MULTI-SYSTEM MADNESS
ONE SYSTEM / 10 SOLUTIONS

See full details of the guarantee at vfp.us/guarantee/T-3

T-3 Provide your staff with the tools and training they need to upsell at the point-of-sale.

Overview and scripting

Scripting

Hi. welcome to the club.
Would you mind filling
out a little bit of
information on our digital
guest registry?



When you finish filling out your information, you'll view a short video showing how exciting our team training is. Then, I'll be happy to take you on a tour of the club and tell you a little bit about what makes our club so amazing.

Screenshot digital guest registry

CHECK IN

First Name Last Name Mobile Number 201 201 2010 Gender -pick one-

Address City State Zip Code

Email Address Company How Did You Find Us? -- pick one --

I want to receive text messages from New Exercise Order I want to receive emails from New Exercise Order
I want to receive text and phone marketing and promotional offers from New Exercise Order and on its behalf.
An autodialer may be used. My consent to these communications is not required to purchase goods or services.

NEW GUEST

Screenshot team training video



Scripting

Thanks for taking the time to fill out our digital guest registry. Let me take a second and review your information.



I see your primary fitness goal is to lose weight. That's awesome! How many pounds would you like to lose? Did you have a specific date in mind?

About you

ABOUT YOU 

How Did You Hear About Us? (check all that apply)

<input type="checkbox"/> Newspaper	<input type="checkbox"/> Television	<input type="checkbox"/> Podcasts	<input type="checkbox"/> Mail	<input type="checkbox"/> Radio
<input checked="" type="checkbox"/> Search Engine	<input type="checkbox"/> Social Media	<input type="checkbox"/> Facebook	<input type="checkbox"/> Email	<input type="checkbox"/> Flyer
<input type="checkbox"/> Friends/Family	<input type="checkbox"/> Instagram	<input type="checkbox"/> Billboard		

My Fitness Goal Is To: (check all that apply)

<input checked="" type="checkbox"/> Lose Weight	<input type="checkbox"/> Lose Inches	<input type="checkbox"/> Improve Cardio	<input type="checkbox"/> Feel Better
<input type="checkbox"/> Gain Muscle	<input type="checkbox"/> Improve Flexibility	<input type="checkbox"/> Increase Energy	<input type="checkbox"/> Eat Healthier

I'm Interested In: (check all that apply)

<input type="checkbox"/> Motorcycles	<input type="checkbox"/> Small Group	<input type="checkbox"/> Play Area	<input checked="" type="checkbox"/> Cardio Equipment	<input type="checkbox"/> Group Cycling
<input checked="" type="checkbox"/> Training	<input type="checkbox"/> Cardio Workouts	<input type="checkbox"/> Hydro Massage	<input checked="" type="checkbox"/> Zumba	<input type="checkbox"/> Counsel
<input type="checkbox"/> Machine Weights	<input type="checkbox"/> Group Fitness	<input type="checkbox"/> Personal Training		

Primary fitness goals

GOALS UP CLOSE 

Your Primary Fitness Goals
UP CLOSE

Objective	Detail	Date
<input checked="" type="checkbox"/> Lose Weight	lbs.	mm/dd/yyyy
<input type="checkbox"/> Gain Muscle	lbs.	mm/dd/yyyy
<input type="checkbox"/> Lose Inches	inches	mm/dd/yyyy
<input type="checkbox"/> Feel & Look Better		
<input type="checkbox"/> Increase Energy		

Scripting

Let's go ahead and start our tour. But while we're walking, I'd like to ask you a few questions.



When you worked out in the past, did you ever have the opportunity to work out in a group or with a team?

Screenshots/ questions page

Screenshot / questions



Have you ever joined a health club?

YES

NO

Are you currently working out?

YES

NO

How Many Days Do You Plan to Work Out?



Scripting

What makes our club so exceptional is our commitment to your true fitness through our team training programs.



Our true fitness program starts with coaching at every visit - the perfect combination of exercise, nutrition and the team / community environment.

Screenshot / building value team training

NEW EXERCISE ORDER

Our Program: New Exercise Order

 +  +  +  = 

COACHING EXERCISE NUTRITION NEW EXERCISE ORDER YOUR GOAL

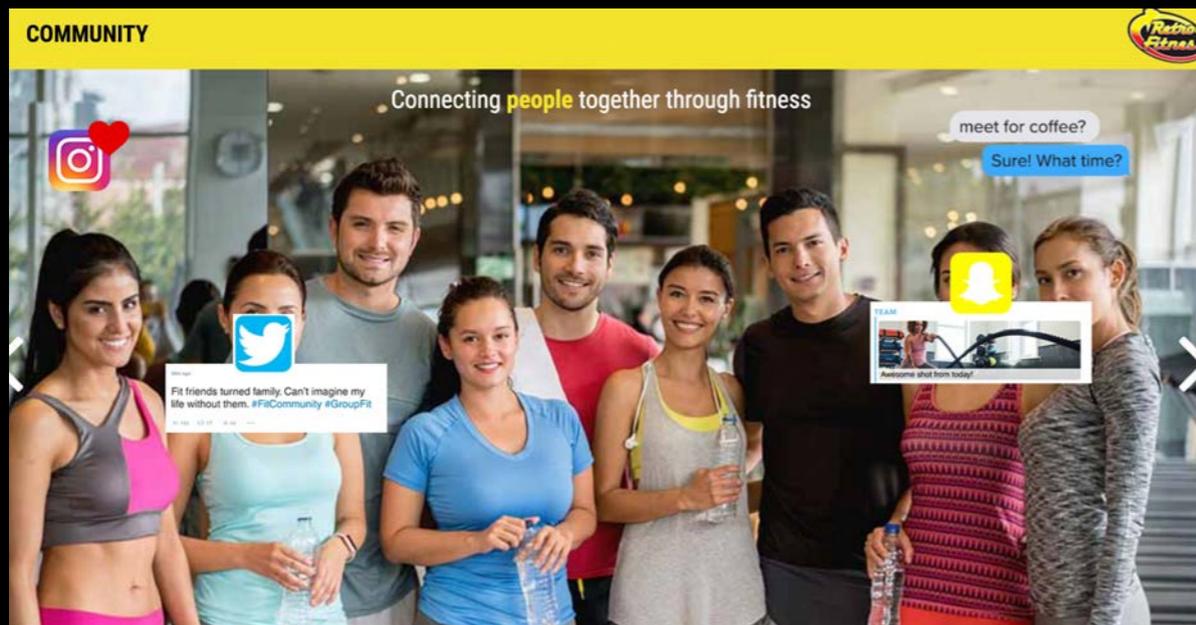
One-on-One: Postural Correction ● Muscle Balancing ● Build Confidence
Team Training: Friendly ● Fun ● Safe ● Professional
Small Group: More personal instruction ● Focused strength training

Scripting

One of things I really love about team training is the community - being around other people with the same goals helps keep you motivated.



Not only will the community help keep you motivated, it will also help increase your intensity so you can reach your goals faster.



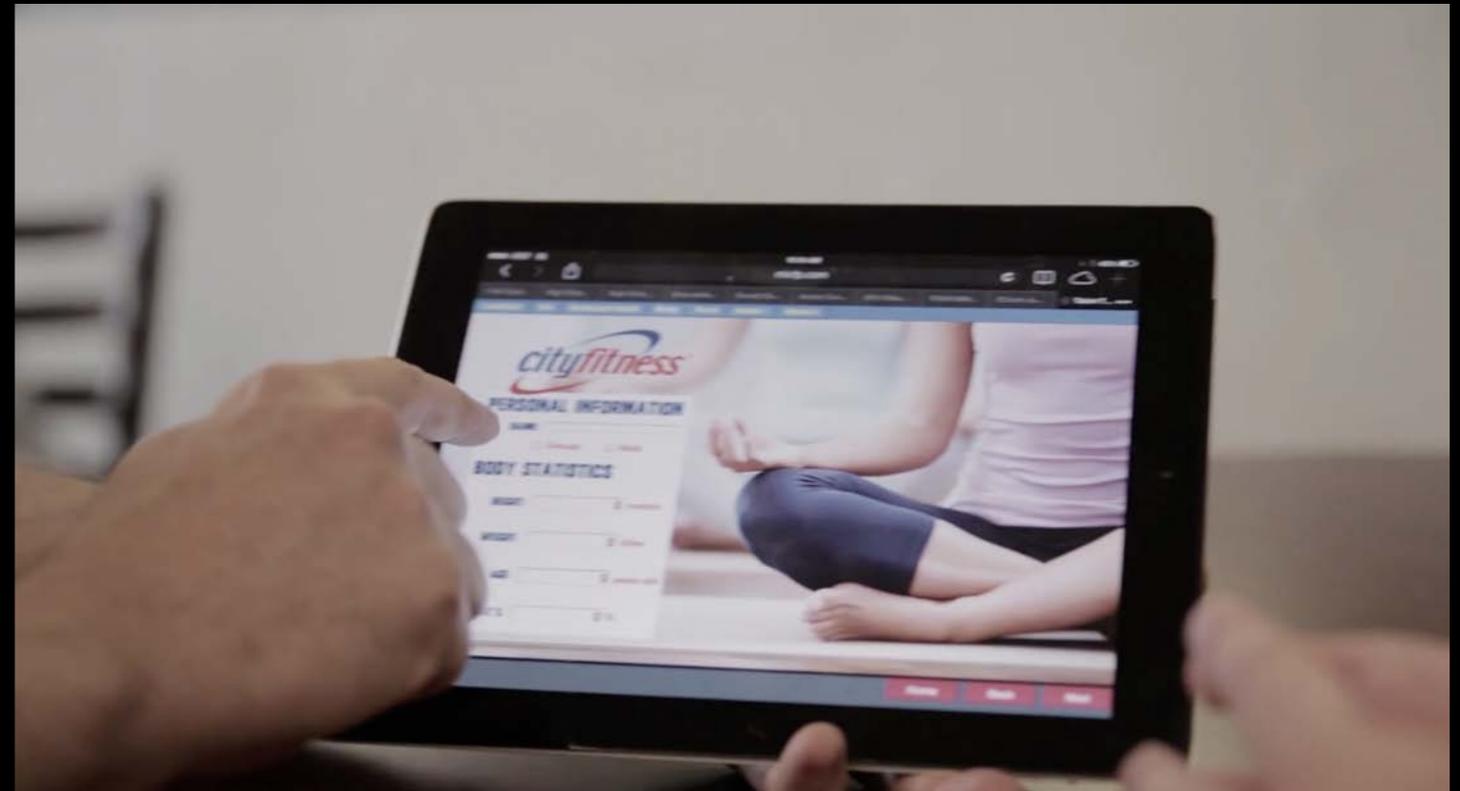
NEW EXERCISE ORDER

New Exercise Order

- Reach your goals Short bursts of intense weight training can increase your muscle strength by 50 percent in as little as two months
- 2Xs** High intensity weight training builds muscle faster, burns more calories after 22 hours, burns fat and takes less time than traditional programs
- FASTER!** Follow guidelines for repetition, sets, frequency, progress and speed to get the most from your program and avoid injuries and overtraining syndrome

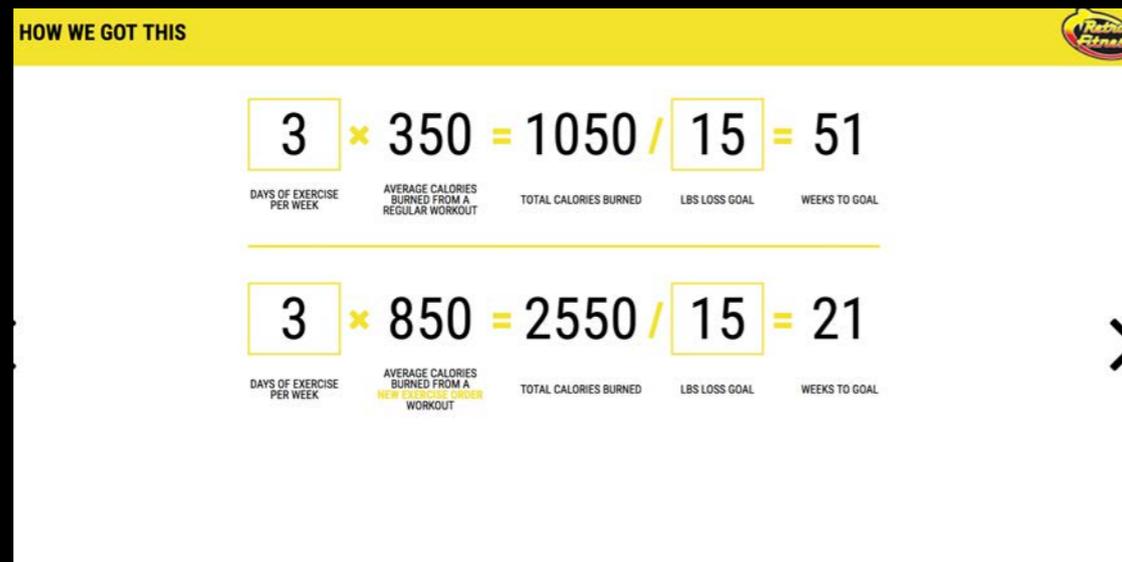
Scripting

Let me show you how we know you can get your results SO MUCH faster with team training.

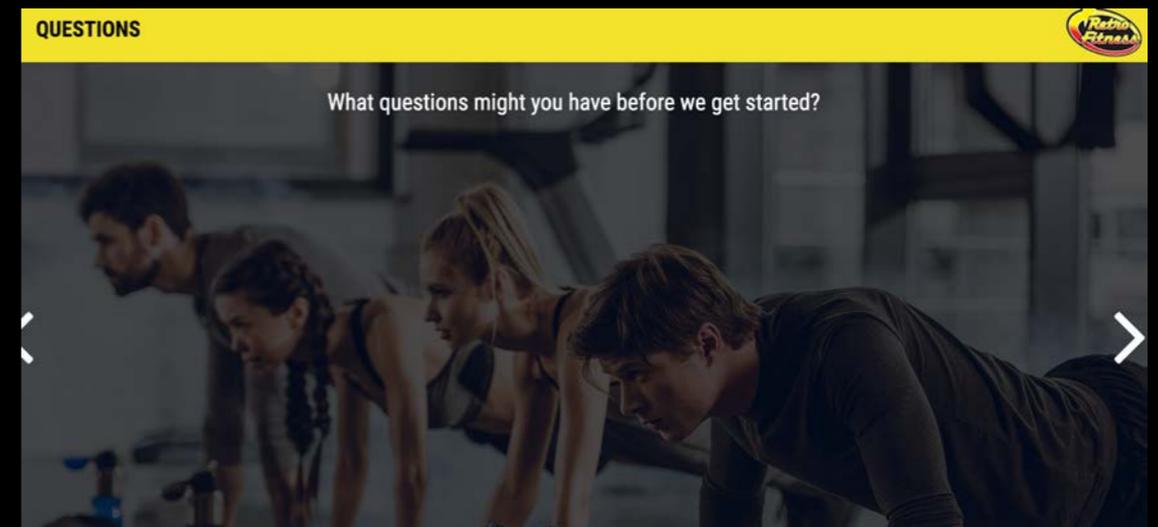


What questions do you have before we get started?

Screenshot / your time to goal



Screenshot/ questions



Scripting

Let's take a look and find the right program for you.



You said you wanted to work out 3 days week.
Are Monday, Wednesday, Friday the best days for you?

Screenshot /creating a calendar

YOUR PLAN

Your New Exercise Order Plan

What 3 Days a Week Are Best?
Month of October

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	X		X	X		
	X		X	X		
	X		X	X		
	X		X	X		
	X					
	X					

Do It!

Screenshot / your prescribed plan / pricing

YOUR PLAN

Your New Exercise Order Plan

What 3 Days a Week Are Best?
Month of October

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	X		X	X		
	X		X	X		
	X		X	X		
	X		X	X		
	X					
	X					

Your Plan

Strong

- Lose 3 pounds 2x faster
- 3 days per week
- Professional Coaching
- High Intensity Training
- Your best results: with a Team

\$139.00

Strong
Full club access all locations—hydromassage; tanning; child sitting; access to all group fitness; unlimited team training; monthly progress evaluations; HEART rate monitor

Scripting

Congratulations!
I'm excited about
getting you
scheduled for your
first team-training
session tomorrow
morning.



We can go ahead and finish up by taking your credit card with our digital enrollment right on the iPad.

Screenshot/Digital enrollment

YOUR PLAN 

One on One Membership \$354.93

ADD PHOTO

Basic Info

Debbie	Ann	Jones
DebbieAnn@gmail.com		+1 817 877 3333
Female	Flyer	Aug 9, 1983

How did you hear about us? Birthday

Address

115 Jackson Street		
Hoboken	New Jersey	07030
United States		

Card Info

4444433122	3737373737
Month: 2018	Year: []
Exp. Month	Year
CVV	

Banking Info

4444433122	3737373737
Routing #	Account #
Checking	Account Type

Signature Clear

Debbie Ann

I agree to the [Terms & Conditions](#).