

[QUIET PLACE]

Take the client somewhere quiet so they feel comfortable. This is crucial.

[RECAP]

Excellent work (member), let's go and grab a seat, recap our session together and discuss your plan moving forward.

[YES TRAIN]

- Did you enjoy your Intro Pack PT Session?
- Did you work harder than you would on your own?
- Can you see how PT will help you with your goal of (insert member goal)?

[REVISIT GOALS]

(Member), when we first started working together you said you wanted to achieve (15kg of weight loss).

[EMOTION CONFIRMATION]

You also said that these goals were important for you because (you wanted to have more energy for your kids), and you wanted to achieve this by (December for your Christmas holiday). Does that sound right?

(Member), you also said that these goals on a scale of 1-10 were a (9/10). Was that correct?
Great.

[PRICING BRIDGE]

**Get a clean sheet of paper ready to draw grid*

(Member), let me show you the 3 different stages you're going to experience whilst training. The first stage is the FEEL stage. This is where you feel your energy increasing and your stress levels coming down.

The next stage is the SEE stage, where you start to see your hard work in the gym paying off. You'll now notice that your (weight) is coming down and you're (increasing in tone).

Now this is where you come to a crossroads. (Member), once you achieve your results, how long would you like to keep them for?

That's why the next stage is called the MAINTAIN stage. At this stage, you've achieved all your goals and now it's time to maintain and look at resetting some new goals for yourself. Eg. Tough mudder, fun run etc.

This is where I kick in to tie it all together – Let me show you how!

[PT PRESCRIPTION]

**Have your pricing ready to present*

(Member), based on what we spoke about for us to be at (goal) by (date), I would recommend (4) sessions per week in total.

__ by yourself with some guidance to ensure you're maximizing your time.

__ with me where we will continue to progress your training and intensity and ensure we reach the results you're after.

[SPECIFICS]

PT to choose either Frequency or Package preference:

My usual 30 minute price is (\$45) per session but because you're going to be training with me (twice) per week, it drops down to (\$40) per session.

[SHEEP ANALOGY]

SOME of my clients pay in cash; but...

MOST of my clients use the direct debit option as they find it is more convenient for them

[ASSUMPTIVE CLOSE]

Which option suits you best?

Great let's do this.

**Talk through exactly how/when you want them to pay. Eg. First session of the week etc*

[PT AGREEMENT | CANCELLATION]

I do have a PT agreement in place to ensure you stay on track with your goals.

(Hand client terms & conditions)

I'll give you a copy to take home and read but the main thing I want you to be aware of is my cancellation policy. As I'm only here by appointment. I do require 24 hours notice if you do need to cancel or reschedule any sessions. This works both ways though so if I ever need to reschedule a session with you within 24hrs, your next session will be complimentary. Does that sound fair?

[SESSION TIMES | ALTERNATE CLOSE]

The last thing we need to do is organize your preferred training times. I'm going to permanently block these out for you, that way your training is consistent and becomes second nature.

It seems like (evenings) are best for you. I can do (Monday/Wednesday/Thursday) at those times. Which two days would you prefer?

YOU JUST SIGNED A CLIENT – BE EXCITED!!! FINISH ON A POSITIVE.