

The Step-By-Step Guide From Prospect To Client

VERY IMPORTANT: When you click a link in this pdf, it will open a new window. In order to get back to the pdf, quickly and easily, simply click the back button on your browser.

Step 1- Direct prospects towards your FiiT Location page. You can do this by following some of the strategies below.

Use face book posts such as this:

Attention all Females, build a Sexy, Curvy Physique, regain your confidence, and meet new friends.
Take advantage of our current web SPECIAL,
(insert your link here)
(add an attention grabbing image here)

Become a FiiT Chick Today, Lose Weight, Tone Up & start feeling GREAT.
Visit (your url) Today, & take advantage of our current web special.
(add an attention grabbing image here)

Visit our main fan page for examples.

<https://www.facebook.com/fiitchicks>

You can also send emails to your email list, and let them know about the web special. Please see email templates for this

Step 2- The prospect will then take advantage of the web special, you will then be notified by email, this email will hold all the relevant info you need to get in contact with your prospect.

There is an automatic email sent to the prospect, notifying them that you will be in touch within 24 business hours. **We HIGHLY recommend** you call them within this time frame.

If you are going to be away for more than 2-3 days, please notify head office at info@fiitprofessional.com.au and we will need to change the auto response email.

Please follow the phone script we have provided when making your call.

<http://fiitprofessional.com.au/sales/>

Step 3- Once you have booked your client in for their first session, you must then **SMS them the night before** to confirm their attendance.

Something simple such as,

Hi... We hope you are having a great week, we really look forward to seeing you tomorrow, please remember to arrive 10-15 (you decide) minutes early so we can cover a couple of important things. See you in the morning (you)

Many Personal Trainers do not do this step, it is **very important** in the overall experience.

Step 4- Meet & Greet your new prospects, make them feel at home, do not have them standing around waiting. When sitting down with them be sure to sit in an area that feels comfortable ie: not a cramped office area with equipment everywhere.

This is very important in the set up of the sale.

Take your prospect/s through page 1 of the liability / contract form.

<http://fiitprofessional.com.au/sales/>

Watch the **Liability & Contract VIDEO**. We explain the sequence of events and how to best use this sheet.

Step 5- Give your client a great workout.

If you are doing paired activities, be sure to pair them up with someone who you think they could relate to, someone that will also help & motivate them. (This is very important).

Step 6- After you have given the prospect a great workout, it is time to run them through page 2 of the Liability & Contract form. This is where you will sign up the prospect on their desired program. Watch the **Liability & Contract VIDEO** for more info.

Step 7- When you get home you must then enter the client's details into quickpay.net.au - This is the D/D company we have managed to get the lowest fees from.

(You can of course use your own existing company, however we believe that with \$0 sign up, and only \$1 weekly transaction fees, which you pass onto the client, you wont find a system better than this)

(You will be given instructions in your welcome email on how to set this up.)

Enter their details from the contract sheet into the quick-pay software.

Copy & Scan the contract and send a copy to your new client.

In the email it will say something like this:

Hi (their name)

Welcome to the Team & Congratulations on taking action and becoming apart of the FiiT Chick Transformations classes.

We really look forward to helping you achieve your goals.
In this email you will find a copy of your training agreement.

Here is a link for you to look at the range of FiiT supplements that we have for offer.

Read what each supplement is about and how it can help you, and of course if you have any questions please ask.

[FiiT Chick Supplements](#) <== (enter your unique partner ID)

We really look forward to having you apart of the team but more importantly helping you achieve your desired goals.

Kind Regards

(your name)
FiiT Chick Licensee (your location)

Please remember it is your responsibility to use your FiiT Supplement referral ID so you can start making commissions.

By doing this alone, it will cover all your license fees and provide you with some nice passive income.

<http://fiitprofessional.com.au/passive-income/>

We would also recommend using our pre made graphics and put them on your website, get your webmaster to link your url to this. If you are unsure, please contact info@fiitprofessional.com.au for support

If for some reason the prospect does not sign up to your location, then send them this.

Hi (their name)

Firstly it was great to meet you and have you along at our FiiT Chick Transformation Location.

As we pride ourselves in delivering a First Class service, we would really appreciate your valued feedback.

Please answer these couple of questions and reply back to this email address.

Is there something that we could have done differently to assist you?

Please provide feedback about the session, ie: what you liked, didn't like?

What is the main reason you were unable to commit to the 12 Week Transformation?

We really do appreciate your feedback, and the only way we can grow and develop is by listening to our customers.

We wish you the best.

Regards
(your name)
FiiT Chick Licensee (your location)

Step 8- Enter your new client into your FiiT Location Vip Facebook group, we have made you admin of this page.

This is where you can communicate with your members and let them know of upcoming events, training sessions and any other info you wish to share with them.

NOTE: there is to be no promoting of other supplements within the FiiT Community.

Step 9- Keep providing an awesome service. Ask for referrals frequently.

Step 10- FiiT will be running 2-3 nationwide transformation competitions per year. Stay tuned for info regarding these.

Hiring A Trainer

Like many of our licensee's they see this as a great business model to be able to duplicate themselves through others.

And to do this, you many want to look at hiring trainers to:

- 1- Help you with sessions
- 2- Run the sessions themselves

We understand when it comes to hiring people that behind the scenes can become hard to understand.

That's why we have provided you with a CONTRACTORS AGREEMENT DOCUMENT that you can simply plug and play. (please read it before you simply print and use).

You are free to adjust this to suit your situation. The payment structure is a recommendation only. You may pay your instructors what you wish; however we do recommend that you take good care of them. A good trainer deserves good money. Take care of those whom are an asset to your business.

<http://fiitprofessional.com.au/hiring-a-trainer/>

Logos & Banners

If you currently have your own website, then we would highly recommend you utilize our pre made, high converting graphics.

These can be used to promote your affiliate supplement link & of course your Location.

<http://fiitprofessional.com.au/graphics/>

Marketing

Visit our Marketing page for ways on how to market your Location.

<http://fiitprofessional.com.au/marketing/>

FiiT Foundation

We welcome you to become a big player in the FiiT Foundation to help raise money so we can help less fortunate people in need.

Encourage your member to donate and give away prizes for the people who donate the most.

You can run a FiiT Foundation charity day. People pay a \$20 donation and you could put on a Saturday boot camp session. This is also a great way to get friends of your members; this will put you in front of many more prospects.

If you would like to run a FiiT charity day, please contact head office at info@fiitinternational.com.au and we can assist you with making this a success.

<http://fiitprofessional.com.au/fiit-foundation/>

Passive Income Opportunities

As mentioned in step 7, as a FiiT member you are given the opportunity to generate passive income by simply promoting FiiT Supplements, these are great quality supplements and great prices.

You will be given instructions in your welcome email regarding your unique referral partner link.

The more supplements you sell, the more commission you will earn, simple.

Please refer to the member's area regarding supplements.

<http://fiitprofessional.com.au/passive-income/>