

**Below is the phone script you can use when calling up your new prospect.**

Hi Its (your name) from fiit chick transformations (your location) can I please speak to (name)

I am ringing in regards to you free trial you filled out on the fiit chick (location) website.

Do you have a couple of minutes to discuss this?

Great, so I have a couple of questions.

(now ask any questions you may have regarding their inquiry form??  
le ; location= if they are able to travel, ie: I see you are from \_\_\_ as we are located in \_\_\_ will this be ok for you to make it?

And finally, I see your health and fitness goals are to \_\_\_\_\_, so what are you currently doing to achieve this? \_\_\_\_\_  
(let them talk here)

Well just to let you know the type of training we do will be certainly targeting those areas, does that sound good?

So the reason we offer you a web special (their name) is so you can come along and check it out to see if it is something you enjoy and can see yourself doing...

So lets say you were to enjoy it and liked the atmosphere (their name) what I can go through with you now is the programs we offer and and how we can be of assistance, is that ok?

Great

So we have a few different program options, and at the moment we are running a Bring a friend offer, where if you join with a friend you will both get \$10 off your weekly payment.

Do you happen to have someone you know that could join you on this journey?

Great, well be sure to bring them along to. What was there name?

So in regards to our programs we have our

Jump start program, which is 2 sessions x per week & comes to \$42.9 p/w so if you bring a friend it will be \$32.9 p/w

Our Bikini Body Shape Up program, which is 3x per week and comes to \$53.9 p/w, so that would be \$43.9 with a friend.

And we also have our most popular program which is the our Total Body Bikini Body transformation, which is our unlimited session per week and that is \$64.9 p/w

Now after hearing those options (there name) which one of those programs do you think would suit your budget and availability?

Great...

So what we will do from here (their name) it lock your spot in at (the chosen time)

what I would like to do is to catch up before our session and have a quick chat, so I can explain how everything works, and we also have a couple of important questions we need to cover of on..

If for some reason you are unable to make the session, can you please give us as much warning as possible, as we do have limited spots available.

Excellent I look forward to meeting you (their name) at (time,day)

So just remember to bring along a towel and water bottle and we will provide the rest.

Bye