

**FACEBOOK PHONE SCRIPT FOR THE
TRANSFORMATION PROMOTION...**

Hello _____ This is _____ from blitz45 in _____ how are you today? Wonderful, is this a good time to chat? Great! I appreciate you taking the time!

We have a big response from the 12-week transformation program so, the goal of today's conversation is for us to find out more about your health & fitness goals and what motivates you. We want to find out if this program will be a good fit for you. If it's not, I will be honest with you, does that sound good?

Now this program is on a first come first serve basis so we can't hold spots. What we do ask of you during this call is for you to decide today if it's something you want to do. If not, that's totally okay as well. Sound fair?

What motivated you to apply for the challenge? What's the big goal? Ok, sounds like weight loss, firm and tone up, gain strength etc....

What is your weight now and where are you looking to get to?

quite a few Talk about the results they are interested in such as losing weight, firm and tone, improve cardiovascular health, etc. Our functional training group classes are designed for both men and women. We offer a Free consultation before your free trail class which gives us feedback on any muscle tightness, weakness, and your mobility. We have some openings today or tomorrow which would be best? Would morning, afternoon or evening be best? I have a few openings today at 1:45 2:30 or 3 pm which is best? Do you have a

pencil? Do you know where we are located? Give them your name, phone number and address. It's a good idea to locate the club for them even if they tell you they know where it is. Will you be bringing in a friend with you? Make sure you get the friends name and phone number. Close by saying, I am looking forward to meeting you on _____ at _____. We have this time put aside just for you so if you see yourself being late or early, please give us a call. Looking forward to meeting you on _____ Good by

Money: If you are asked about Money "So how much is it?! How much does it cost?!"

"Great question. So, we have multiple versions of this program, it'll come down to your goals and program that will work the best for you. I can tell you this: It will not be the cost that will stop you from doing this as it will be affordable, it would have to be another reason not to move forward with the program. So, looking forward to meeting you on _____ at _____.
Good By