

Sales Education Masterclass Overview

MASTERCLASS 3

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Topic

Avoiding the Dreaded Museum Tour

When

11am Tuesday, 5th July, 2022

Details

Any fitness facility can be intimidating to anyone new. This session is about relating our club or studio to our prospect's emotional driver. Not scaring them, or overwhelming them, but using acronyms and concepts to keep them at ease and confident in even their first session.

Training by

The sales Training Zoom will be hosted by Liam Robertson the Managing Director at Creative Fitness Marketing (CFM). CFM have been the Worldwide Leaders in Health Club promotions since 1990. Selling over 15,000 long-term fitness memberships per year, Fitness Sales have never been more important than right now, the fitness industry has banded together and through Exercise New Zealand, CFM are excited to share some motivational tactics to improve your club's sales ability.

