

BRN Group #3 Bio Sheet

Name: Camille DeVita, Area Membership Director
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Overview of Products/Services

- Full Service Health clubs with Aquatics; indoor & outdoor waterpark
- Water fitness classes, swim lessons
- 3 Free Personal Training Sessions
- Full Cardio & Circuit Machines
- Group exercise classes at both clubs
- Spinning
- Gymnasiums/Full Courts
- Social Events
- Youth programs & Activities

What makes you different from your competition?

- The Best Two Clubs One Membership
- Double your Fitness Double your Fun!!
- The only club in NKY with an indoor olympic size pool, separate warm water pool & outdoor water park & hydro-riding classes
- Our free supervised child care areas include Kids Quest/Kids Club, Kids zone & spider zone
- Outdoor Facility Access/Tennis & Sand Volleyball Courts, Baseball & Soccer Fields, Basketball Courts
- Specialized Personal training programs, such as Camp 300, The Trilogy, Elite Acceleration

Ask for Business: "A good referral/lead for me is..."

- Anyone on the market who would like to make a true lifestyle change and would love to have family fun, quality time with family, & time for themselves.
- Anyone who would like to get results with a 12-week weight loss program
- Any company that would like us to do an "at work" wellness program

A qualifying question to pose to prospect?

- Who will be included in the membership: single, couple, family, senior?
- What are your goals?
- What is your lifestyle: work, stay at home, retired?
- Did you have any previous exercise history: in club or on your own?

Memory Hook and then Conclude with Name and Company.

Enjoy the ultimate experience & Live Fit at The Best Two clubs One Membership!