

New Personal Training Sales and FC Commission Payout

“The Way it Works”

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To: Personal Training Managers, Personal Trainers, and Fitness Consultants

From: VP of Personal Training

Below is clarification on what constitutes a new personal training sale in regards to the club's goal and FC commission payouts.

- EFT partials are paid at time of sale counts as a sale for the club and full contract value is given to sales person.
- No partials are paid at time of sale and start date is pushed out counts as a sale for club, but commission is held until first month is billed.
 - Example: Jane signs 6 month contract in April, but starts training in May. Sales person will earn commission in May's payout cycle.
- Upgraded EFT contracts do not count as new sale for the club. Trainer or sales person will earn contract value on the difference between old and new contract.
 - Note: Upgrade equals monthly cost increase only (within contract time frame or in month-to-month status).
 - Example: Jane originally signs PT400 (6M – 60 mins – 1x/week) and upgrades to PT403 (6M – 60 mins – 2x/week). Trainer or sales person will earn \$720 in contract value.

PT400 Contract Value	PT403 Contract Value	Difference
\$960	\$1680	\$1680 - \$960 = \$720

- Downgrades are a decrease in weekly sessions or monthly cost.
 - If downgrade occurs during contract timeframe, end date will be extended to fulfill the original contract value.
- Recommits do not count as a sale and do not earn trainer or sales person commission.