

Pickle Ball Guest

“The Way it Works”

Date: June 1, 2019

To: Executive Staff, General & Operations Managers, Membership Staff, and Front Desk

From: Marketing

In order to align pickle ball guest fees as a network, beginning June 1 the guest fee for pickle ball guests will be \$10 per visit. There is no limit on visits per month for pickle ball guests; however, they only have access to the pickle ball designated area.

Sign-in process for pickle ball guests does not change per guest policy. Front desk will page membership to sign them in and then the \$10 guest fee will be paid at front desk. **Operations Manager and Membership Managers – Please print and confirm your team members understand the new policy.**

A special membership offer can be extended to pickle ball guests from June 1 – August 31, 2019.

\$0 Enrollment

50% Offer First 3 Month Dues

2 months Membership Plus trial

12 month agreement – Fee for early cancellation

Pickle Ball Offer Instructions:

1. Sales manager must verify that new member is a pickle ball guest through guest registers.
2. Write "Pickle Ball" on the Offer line of the Membership Application.
3. Collect first month's dues – less 50% of full month (see instructions #5)
4. If sold after 21st, collect regular prorated dues for remain days in month plus next month's due – less 50%.
5. Complete all new member paperwork.
 - On Prorated Dues line list first month's prorated dates, monthly dues amount, "- 50% =" and the discounted amount due**.
 - Example 1: Gold Fit Individual sold June 1st - "Prorated Dues: 6/1-6/30 \$103 – 50% = \$51.50" will be listed on app. Collect \$51.50 from member for first month's dues.
 - Example 2: Silver Fit Couple sold June 15th - "Prorated Dues: 6/15-7/14 \$118 - 50% = \$59" will be listed on app. Collect \$59 from member for first month's dues.
 - If sold 22nd – end of month, on Dues line list prorated dues plus "next month's dates", full dues amount, "- 50% =" discounted amount due**.
 - Example 1: Gold Fit Individual sold June 23rd – "Prorated Dues: \$27 + (7/1-7/31 \$103 – 50%) = 78.50". Collect \$78.50 from member for July dues (\$27 + \$51.50 = \$78.50).

- Example 2: Silver Fit Couple sold June 28th – “Prorated Dues: $\$12 + (7/1-7/31 \$118 - 50\%) = \$71.$ ”
Collect \$71 from member for July dues ($\$12 + \$59 = \$71$).
 - Total collected at joining should be first month dues - less 50% dues amount + remaining prorated (if sold after 21st) + fitness consultation fee.
6. It is very important that statements listed on the agreement could not be construed as an ongoing discount. Please do not list any additional statements regarding the 50% discount on the membership application; statements of this nature will result in held commission.
 7. Collect Fitness Consultation Fee.
 8. Fill out the Membership Plus agreement (on MyTac).