

PERSONAL TRAINING

An Informative Newsletter

Vol.12

April 1998

By John Platero

BUDDY REFERRAL PROGRAM

When you bring a guest into the club on a guest pass with your name on it, you may now qualify to earn a split commission when that guest joins the club.

To qualify you must:

- A. Walk the guest over to a salesman who will enroll them to the club.
- B. Print your name and assigned number (see attached list) on the bottom of the agreement under the sales counselor's name and employee number.
- C. Have the salesman or GM sign your Buddy Referral sheet. This is how you can keep proof of your commission. (Don't forget to record the contract number.)
- D. Guest must complete a trainer evaluation form and deposit it in the box at the front desk.

Example:

1 sale a week= 4 sales a month
Average commission per deal=\$40.00
you earn 50%= \$20.00
\$20 x 4=\$80.00
Rent =\$300-\$80=\$220 for rent

Commission earned from 16th - 15th of next month will be credited towards your next months rent. ***If your commissions don't match up, fill out a commission inquiry form and fax to 800-600-2530.***

Example

Commissions earned April 16th- May 15th 1998 will be applied towards your rent on June 1, 1998.

*Utilize your guest passes with your current clientele, intros and potential new members.

TRAINER PHOTOS

On Sunday, April 19, from 9:00 am - 4:00 pm at the LA FITNESS in Marina Del Rey we will be taking headshots for \$25. I understand you might already have a headshot but the company would like them standardized. Please bring your bio on a 3 x 5 index card so we can have it typed up at the corporate office. We will then frame and display them at your club.

This is a good tool for the trainer, the training program and lends a touch of professionalism to the club.

Please, see your respective time slots and show up on time.

9:00 am - 12:00 noon

MDR, Westwood, LA Woman, Miracle Mile

11:00 am - 1:00 pm

Warner Center, Van Nuys, Sherman Oaks, Pasadena, Long Beach, Cerritos, La Mirada

1:00 - 3:00 pm

Anaheim, Westminster, Huntington Beach, Tustin, Orange, Irvine

2:00 - 4:00 pm

Pomona, Covina, Chino Diamond Bar, Hacienda Heights, Laguna Niguel

Remember, this is mandatory, it is in your Licensee agreement that you signed.

IMPROVEMENTS

Do not use the LA FITNESS name or logo on any of your flyers without the prior written approval from LA FITNESS. Also, the statement "**Independent Contractor not affiliated with LA FITNESS**" should be on all of your flyers, cards, price sheets or advertisements. If you need stickers, let me know

CLUB POLICIES

If you want to change your EFT, you must do so a month in advance.

Go to the front desk and get an EFT form, fill it out and fax it to me at 310-287-0801 or Chad Abramo at 714-509-2507 if you want to make any changes.

- Please show your card to the front desk at least once a day.

- In the event of an accident where someone is injured, please go to the front desk and ask for an "incident report". Fill it out, make a copy for yourself, fax a copy to me at 888-287-0801 and give the other to the front desk. This way, you're covered.

- If you have not received a "trainers card", this newsletter or you have moved, call 800-600-2540, ext 561 and ask for Jim Irwin. Give him your correct address, so you can be sent a card.

- This is a reminder; you will be charged a 10% late fee plus a \$10 bank charge if your rent comes back to us. We will also deny you entry to the club until you pay the balance. If your rent is \$300 it will cost you \$340 to get back in to the club. THERE WILL BE NO MORE EXCEPTIONS.

UPCOMING EVENTS

FUTURE FIT

PERSONAL TRAINING SCHOOL

Sat. and Sun. 8:30 am - 6:00 pm,

April 25 - 26 Anaheim

310-209-5002 (for directions)

\$159 1-800-778-6060 to register

POST REHAB FITNESS SPECIALIST

Sat.- Sun. 8:00 am - 6:00 pm

March 28-29 Westwood

310-209-5002 (for directions)

\$159

Please send any suggestions, comments, complaints, praises, accomplishments, articles or information you might find useful to the newsletter* or training program to:

Future Fit

4052 La Salle #1

Culver City, CA

90034

or fax me at 310-287-0801

Jody Adams - 001	Ali Alahmed 002	Lenny Herb - 061	Mary Hetherington -
Jaqueline Anderson- 003	T.J. Anderson - 004	062	Johnny Hudson - 064
Francesca Apolito - 005	Shahram Ardaghi - 006	Gary Holland - 063	Kurt Hurley - 066
Fred Barbosa - 007	Randy Baron - 008	BG Hulleen - 065	Alvin Jenkins - 068
Joel Bender - 009	Tiffany Benton - 010	Brent Jasmer - 067	Darren John - 070
Jim Brasher - 011	Herbert Brunner - 012	Jim Jerrell- 069	Kenneth Johnson - 072
David Buono - 013	Asa Carlson - 014	David Johnson - 071	Armen Karimian - 074
Irwin Clamor - 015	Chad Clouser - 016	Jefferson Jones - 073	Janice Kernen - 076
Mark Coggins - 017	David Cohen - 018	Yvonne Kelejka - 075	Sybillie Kessler - 078
Eric Colton - 019	Ted Conley - 020	David Kessler - 077	Mark Kuglin - 080
John Corona - 021	Cort Corston - 022	Badrino Kochtane - 079	Teresa Lance - 082
Loretta Cortez - 023	Maria Cox - 024	Ramfis Lam - 081	Alfredo Lefort - 084
Josh Cutler - 025	Heather Davis - 026	Jeremy Leach - 083	Jerry Litteral - 086
Chris Dawson - 027	Stephen De Casas - 028	Stephanie Liseno- 085	Jay McGuire - 088
Lalo Del Rosario - 029	Meggan Depollo - 030	Alex Littwin - 087	Ted May - 090
Joanna Devane - 031	Regina Diaz - 032	Debra Macaris - 089	
Jodey Drendel - 033	Jody Drendel - 034	Gordon Mc Callum - 091	
Perla Druilhet - 035	Joyce Eileen - 036	William McDowell-092	Roger Menache - 093
Emmett Fahringer - 037	Kanda Farrar - 038	Alina Milan - 094	Jonathon Miles - 095
Robert Floyd - 039	Kevin Forest - 040	Dakota Mitchell - 096	Lisa Mitchell - 097
Darren Foster - 041	Michael Fox - 042	Martin Mondia - 098	Michael Montenero - 099
Rick Fox - 043	Rosie Fox - 044	Russel Moon -100	Matt Neel -101
Luis Franco - 045	Adam Friedman - 046	Mark Nelson -102	Mark Nelson -103
Shanna George - 047	Sandy Georgescu - 048	Eric Osmon -104	Angelo Palumbo -105
Shannon Ginnan - 049	Mike Glass - 050	Allison Parnell - 106	Angelo Palumbo -105
Aaron Glickman - 051	Karen Glover - 052	Allison Parnell - 106	Craig Poindexter - 107
Diane Godere - 053	Neil Goldman - 054	David Rashitzadeh - 108	Rommie Reed - 109
Eric Goldstein - 055	Tawni Graff - 056	Kendell Robbins - 110	Bruce J. Robinson - 111
Janet Gunson - 057	Brock Hall - 058	Jeff Rodriguez - 112	
Daniel G. Hast - 059	Terry Hatter - 060		
Rachel Rose - 113	Ryan Rossi - 114		
Edna Rotschedi - 115	Lynn Sandow - 116		
Domonic Scherillo - 117	Jeff Schmolder - 118		
Val Segal - 119	Anthony Seven - 120		
Richard Shallop - 121	Brent Smith - 122		
Dwayne Smith - 123	Melody Smith - 124		
Dion Stallberg - 125	Matt Stella - 126		
Michael Stillman - 127	Kelly Stitzer - 128		
Thierry Thomas - 129	Johnny Torres - 130		
Al Turner - 131	Diana Valdez - 132		
Reggie Valdez - 133	Elizabeth Valverde - 134		
Art Venti - 135	Raphael Verela - 136		
Brad Vigon - 137	John Villa - 138		
Eric Viskovicz - 139	Chad Warthen - 140		
J. D. Washington - 141	Pierre Watts - 142		
Carol Webb - 143	Charles Webb - 144		
Kevin Weber - 145	Max Wein - 146		
Tom Welch - 147	Jay Williams - 148		
Sheldon Williams - 149	Marcus Wilson - 150		
Ben Wolf - 151	Tyron Wright - 152		
Terry Xughes -153	Jordon Zor - 154		