

PERSONAL TRAINING

An Informative Newsletter

Vol.16

August 1998

By John Platero

New Products from the IDEA WORLD FITNESS

BUDDY REFERRAL P PROGRAM

Don't forget to walk your referral over to the salesperson and print your name and ID number at the bottom of the contract. You might want to write (trainer) next to your name.

Make sure and record the contract number on your referral tracking sheet and get the salesperson or GM to sign your tracking sheet. Then fax in your referral tracking sheet to accounts payable, attn. Francis at 800-600-2530 by the 15th of each month. This will insure you get the credit on your next month's rent.

TRAINER PHOTOS

If you want to display a 8 x 10 inch headshot at the clubs you must go to staples and buy an 11 x 14 inch black frame for \$3.99. If it costs more than \$3.99 then it's the wrong frame. After you buy the frame, purchase some black poster board and a blank 3 x 5 index card. Do not buy the index cards with lines on them. Remove the grey cardboard that came with the frame, mount your 8 x 10 photo on the black poster board along with your printed 3 x 5 index card (use a typewriter or computer; not by hand) under your picture and insert the picture into the frame. You can also buy a black metallic credit card holder for \$2.99 and place it below your picture. If it doesn't cost \$2.99 then it's the wrong credit card holder! Check the other pictures that are already mounted in the clubs and copy them exactly. Please do not put your business cards inside the frame.

I suggest you include your bio on the index card and don't forget a contact number. Do not use the phone number of the club.

ACCOMPLISHMENTS

OPPORTUNITIES

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 dvertisements. 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 check 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

LIFE FITNESS ACADEMY

Monday, September 14 - noon - 4:00 pm

LA FITNESS - Alhambra

call 626-299-5980

Free!

FUTURE FIT

PERSONAL TRAINING SCHOOL

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

September 19-20 at Van Nuys

818-988-7411(for directions)

\$159

1-800-778-6060 to register

CEC'S: ACE, AFAA, ISSA, NASM and NSCA

FUTURE FIT

ADVANCED RESISTANCE TRAINING

UPPER EXTREMITY

Sat. Noon - 4 pm,

October 24 Marina Del Rey

310-827-0904 (for directions)

\$79

1-800-778-6060 to register

CEC's: ACE, AFAA and NASM