

DAY FEES

A day fee allows a non-member to use the facility for only one day. The person must sign into the guest register and provide a license, or some form of picture ID. They will also be added into VFP as a Prospect. The day fee rate is up to \$15 + tax per day.

DAY FEE PROCEDURE:

- **Sign into the Guest Register**
- **Take the guest on a tour of the facility**
- **Sit down at the presentation table to go over rates. Offer TRIAL TRADE DEAL OR ONLINE OFFER**
- **If the guest opts to do a day fee: RUN ON P.O.S. AND KEEP LICENSE FOR THEIR WORKOUT. (This is to ensure we have another opportunity to sell them a membership**
- **Record the day fee on the DAILY RECAP SHEET**

This is a perfect opportunity to do a walk-through: check locker rooms and gym floor for cleanliness!

About 15-20 minutes later, while the guest is working out, approach to ask if he/ she is enjoying the club and if he/ she has any questions.