

Chapter 1 : The Art of Selling Fitness Without Being Sleazy | Breaking Muscle Coaches Only

The Art of Selling Fitness has opened up my eyes to things that I would have not thought of on my own. The welcome letter that you put in is great I started using that to make my new clients feel more welcome than they did when they walked in the door and signed up for my boot camp.

Exclusively for personal trainers, boot camps and gym owners who need more clients, more profits, and better business systems. Imagine waking up to an email inbox full of new leads and prospects who want to train with you. Imagine having reliable systems to run your fitness business so that you never have to stress out about where your next client is going to come from. [Click Here for Closer Look](#) Sure that was impressive! A few years back I was on a mission to build and grow my own massively successful fitness training gyms. And in just a few years I accomplished my goal! OK, so how would you like to generate as many clients as you need to fill up your schedule just by applying the right strategies and tactics within your business? For example! I can show you how to turn Facebook into a client getting funnel that generates consistent and reliable leads and prospects into your fitness business. I applied these secrets to my business and I was blown away by the success that I had! then I shared them with my coaching and consulting clients and just like me, they turned their struggling businesses into really profitable gyms and boot camps. Your business is struggling just to break even and stay afloat. Now, since working as a fitness business consultant I have helped thousands of individual trainers and large facilities alike attain reliable, predictable profits. This information presented in the PT Business course gave me a straight forward plan of how I could structure my personal training business for higher profits. Bedros got me to switch to the 30 minute training session. And in the old days I sold block of training sessions and at the end of the month I had to resale the client again. Bedros showed me how to sale one time and focus over delivering results. He taught me an easy way to set my new clients up on a month EFT sale. That changed my business completely. I now had predictable income. This course literally enhanced my skills in so many ways. The chapters on selling were most beneficial, so much so I am using much of the knowledge gained from this course myself, in coaching new trainers on how to sell and enhance their closing ratio. The forms I have used for my business set mine apart from the competition, the professionalism and emotive responses from the client are second to none. The textbook and that one CD with PT business forms alone is well worth the fee you pay for the course, let alone all the other extras. Thank you so much Bedros, I do hope you come to Australia one day and share your wisdom. No other material out there exists like this and if you are serious about a career in the fitness industry then this is a no brainer and I advise you to pick this up and study it cover to cover until you have it memorized. You simply will not find anything comparable. The tips in this manual have helped me be successful in my business and it can help you too! Your PT Business course is amazing. Its packed with step by step information that has turned my business into a lean machine. The bonus materials alone make this a no brainer at twice the price. He does NOT mess with your training philosophy. And that is the most precious asset to a fitness pro. We all have our own way of training our clients and most other gurus will ask you to contort your training style to fit a business model. He forces you to fit his business model to YOUR training style. He took me from around 70 to over clients in just 3 odd months. And in Pakistan doing that at the rate of dollars per month for half hour semi-private sessions is just about impossible. The country I live in is considered the most dangerous in the WORLD according to Newsweek and Bedros was able to guide me on how to work his system even in the chaos. Imagine what he can do for you. Tim Leposa I have found that the material included in the book to be of a great resource for accessing innovative and compelling marketing tools! I appreciate the time and effort you have put into producing such an amazing product. It has helped me get more referrals, close more clients, and better retain my current clients. Although I am just starting out as a Personal Trainer, I already have more clients than my co-workers who are seasoned veterans! What I like most about the course is all of the helpful extras it has! I will go through it again and again. This PT course is Awesome! Chad Smith PT Business Course helped me make my business more consistent by teaching me a systemized way of marketing and selling. In turn, I have been able to teach this system to my trainers, which increased their confidence and productivity. I believe it is

has begun to set me apart from many training programs in our area. The business package gave back ten times or possibly more what I invested in the program last year. Just having access to the marketing strategies, the forms, the contacts of businesses that can help my business has been huge in developing my own revenue. I must say thank you and I appreciate everything you and the people you work with do to better our business skills as Personal Trainers. Terry Joel Do you already know exactly what to say when approaching a person in order to spark their interest toward training with you? Do you already know how many marketing plans that bring new clients are low or no cost? Do you already know what elements help bring action from your postcards instead of trashing? Do you already close 9 out of 10 potential clients? Besides giving me the ability and therefore confidence that leads to as many clients as you can handle, the PT Business course provides all the health history, client agreement, and ready to launch marketing files. So as a smart trainer, do yourself a favor and copy from the guys who know more than you. Pick up a copy of PT Business Course and achieve any financial goal that you desire and are willing to work for. Before pt business course, I was always struggling to have long term deals and now all I sign is long term Fitness Plans. The PT Business Course was perfect in giving me the confidence to know I was following a tried and tested formula as I knew I could overdeliver when it came to the training side. It works if you work Stacey Cutler I opened my personal training studio in November of In November of my second year open, I starting receiving tons of emails from you. About a year ago, I was sitting at my desk and was at the checkout of purchasing the PT business course and chickened out again. The next email I received from you was a deal, if i bought the PT business course you would send me other things free. I went straight to checkout, hit submit and the rest is history. When I received the course I immediately took action and changed many things at the studio. I purchased services of shape. I must thank you for having that suggestion in the manual or my business would have closed last year! I know longer have to worry or guess how much money will be coming in each month. I am now able to focus more on the business while my staff trains the clients. I went from 2 trainers last year including myself to 7 trainers and 4 group ex trainers. We purchased your newsletter and the magazine also and are so happy with the compliments and all the referrals we have received from them. We are still learning and working on our marketing and I look forward to the next PT course! Scott Hunt Bedros, I spent years at University studying business and fitness marketting and your PT business course covers it all and more in next to no time. Priscilla McCall Wow what a awesome book you put together. The Art of Selling Fitness has opened up my eyes to things that I would have not thought of on my own. The welcome letter that you put in is great I started using that to make my new clients feel more welcome then they did when they walked in the door and signed up for my boot camp. There is so much great stuff in this book that I am recommending it to others that are starting their own fitness business. Looking forward to another version of this book. I had my own studio but really had no idea what I was doing. I left the big box gym because I was sick of the corporate gym but had no idea how to run a personal training business let alone own my own studio! It was amazing I even had a business and I was paying for that inexperience and lack of knowledge by going into debt every month just to run my business. Before Bedros, I was just flying by the seat of my pants and now in only 20 months I own a thriving personal training studio on track to do one million in sales in with three trainers working for me and a full time assistant. Now I have completely stepped into the role of strategic planning of my business and as of 6 months ago, I am no longer doing any more personal training. It will pay for itself over and over. It will teach you the ins and outs of owning a personal training business, things that you were never taught. When you get his course and apply it, you will look back at that decision, just like I have, and know it was the turning point for your business getting to the next level. You can do it with HIS help. Bedros is the BOMB and knows his stuff. You will be so blessed! Nicholas Holtzman The PT Business Course is the single greatest tool that has helped me achieve success in my personal training business. Clint Schambach Hey Bedros, Just wanted to say thank you for the knowledge I just left the Big corporate gym a few weeks back and was absolutely awful at sales. I had no plan of attack with prospects and felt like I was a pushy car salesman and had no idea how to handle objections. I sell people what they want and not what they need-That's what I was missing. This course is jam packed with so many useful tactics to increase sales, improve your confidence and will teach you how to make yourself stand out from the crowd. I wish that I had this course ten years ago when I first started training! Do

not think about it, just buy this product and put it into action. I guarantee this product will help you make more money, faster than any other course! As always thank you so much Bedros for all the quality products you deliver and for passing o The PT business course provides a roadmap for the entry level personal trainer. This information Bedros provides will help virtually any new trainer learn the fundamentals of operating their own business. There is a select group of fitness professionals you know, the competition you always see with all the clients and money?

Chapter 2 : The Art of Non-Selling Sales - Fitness Revolution

theinnatdunvilla.com is tracked by us since October, Over the time it has been ranked as high as 1 in the world. All this time it was owned by Bedros Keuilian, it was hosted by Liquid Web Inc., CloudFlare Inc. and others.

During a five year period I personally sold over , personal training sessions. In fact, they still use my Close Clients system as the sales process to power their multi-million dollar personal training businesses. In the last 10 days I did consultations I have closed 21 out of 21! Last month was my biggest month EVER and in this "economy". There were a few distinct things that I was missing that your program helped seal the deal, literally! I want to let you know that you have been the great piece of the puzzle that was missing in my PT Business. I was somewhat successful before putting your services and teachings to work and in the last year alone I have added more than 65K to my PT and boot camp revenue. I am still learning every day, and I value your teaching and passion!!! Now the Main reason I am writing you today: I have been watching our trainers struggle in the past few months, so I got the two of them together on Sunday and taught them the close 9 out of 10 clients techniques, and methods. In Just 3 days they have signed up 30 clients on EFT. The best part of this whole experience was when one of the trainers came to me today and said "for the first time he feels like he has real career". This is Mike from Anytime Fitness in Indiana. I know that you probably get thousands of emails just like this. Not bad for facilities that are about sq ft and have about members. Well, I doubled it. I got my chance on Saturday when I had a "drive by" that came in to get information. I scheduled her to come back two hours later for her free fitness consultation. Just as I was finishing up with her, the phone rang and it was an inquiry from an ad in the local paper. I asked her to come by the studio and get her free consultation This is exactly what I needed to give me the last little edge I was looking for in the sales process. Thanks so much for putting this together. What a payoff for such a minimal investment! Using your easy to use sales methods I have been able to close more clients consistently for bigger packages day in day out. I never thought sales could be so easy and so fun. Gone are the days of being afraid to ask for the sale. In spite of what the economy is saying there are TONS of people that need our help. This video is worth Six figures to me! Last January I used the Close Clients system exclusively to close 20 new clients. I never would have ever dreamed I could do that in a single month before your system "€" plus it was so unbelievably easy to do! The way you structure the orientation and teach what to say at the right time is invaluable in helping to teach a trainer exactly what to say until it becomes my own words. This will be especially useful for me at this time since I have just been given the responsibility of turning a failing training facility into a successful one by teaching the trainers how to get clients. I know that you provide a huge piece of the success puzzle that was missing. As soon as I got your "Close Clients" video, I watched everything from beginning to end, absorbed the recommended strategies and took plenty of notes. I especially liked the included diagrams and the mentoring group brainstorm segment which was most helpful for me in formulating my own sales communication, I realized where I needed to work on myself, both verbal and written, and also the best use of my time with the prospect. To make a long story short, I recently got back in an environment where I have to close my own personal training packages. Unlike before where I was sent clients sold on a training package already and all I had to do was train them. I had to teach myself how to create my own leads and close my own clients. Let me tell you, I studied and honed my skills the first week and the second week, I applied the strategies to my prospects. Well, I revived my business the moment I used my new closing skills I closed 2 big package programs: As fitness professionals, we all get trained with these educational, sometimes mandatory fitness certifications to change bodies. This video should be a must for everyone who wants to get certified in "closing bodies," that is, your prospects! I still only train her once a week for only a half hour and to do measurements. My staff trains her the other 4 days! That is a huge accomplishment for me! It was a long video but for the first time in my life, I paid close attention to every single tip that Bedros gave out. It was just great. I sold my biggest package in my short stint in the business! That particular package was bought by a skeptical celebrity who plays professional basketball! From that time on, I have been very confident in up-selling my prospects and clients to bigger packages. Every week, I sell at least 3 new 12 month programs! The long video was well worth it! Along with

my husband, we own a wellness studio providing health monitoring, personal training, nutritional counselling and lifestyle consulting to the busy professional. We are always trying to find ways to grow our business and help others achieve their goals. I gave in and the sale was made to their advantage, not mine. So between my husband and I, he was the closer and I was the lead generator. Being the competitive person that I am, I decided it was time for me to close. I was comfortable with lead generation, pre-screening over the phone, even pre-qualifying during the free consultation, but my work for the month of October was to close 9 out of 10! What I learned was that education is key during the consultation process when at one point I thought it would be too much overload for a new client. This feels good for me because now I am able to contribute to the closing process with much more confidence. As a result, we are one step further in working smarter not harder. As I continue to modify and perfect my presentation, I am excited to say that I am a closer and damn good at it too! This is 3xs my best month in the fitness industry thus far! I now have 33 clients more than the 5 that I started with! I am excited to see what will happen as I continue to use this program and as I make my way through my recently purchased Art of Selling Fitness materials. Thank you to Bedros, you and the awesome team of business coaches. Paul and moving and opening one in Virginia. While I feel like our studio in St. Paul had slowly earned success over 8 years, I have used the techniques to establish our new business right out of the gates and have already met our sales goals in only 6 weeks of being open. There have been many valuable pieces of advice that I have put into action just from reading the newsletter as well. I can see how it would really skyrocket a person new to selling fitness services. Bedros knows what he is talking about. This product is a great investment, get it, get it, get it! It all started when I set out to create a systematized sales approach for my own personal training business. It had to be easy to duplicate for my multiple locations and for staff that had no previous sales knowledge. And the entire sales system had to be educational based—no high pressure selling, I despise that stuff. That was the beginning of the Close Clients sales system. This is NOT a marketing or lead generation system although you do get an awesome lead generation funnel as a free bonus gift. See marketing is everything you do to get leads and prospects to call, email, and come into your facility. Selling is what converts leads and prospects into loyal paying client. And Close Clients is all about making you great at selling yourself and your services without every coming off as sleazy and without using high-pressure sales tactics. This entire module is dedicated to understanding the prospects thought pattern and teaches you educational based questioning to help you uncover the prospects needs, wants, commitment level and potential objections before they ever come up. However, your potential client is not going to allow you to become the assistant buyer until you can establish rapport and quickly position yourself as the local fitness expert. This is truly the art of being the assistant buyer! New Group Close Module! This is where you need to close people in a group environment. Just imagine how much faster you could grow your fitness business if you were able to close people per hour. Still, if you start running ads and offers on social media for challenges, you might find yourself with new paying challenge members who are all going to start the program on the SAME day. When to schedule your orientation this will make or break your conversion rate! So be sure to order now! Close Clients is a bona-fide proven sales system for fitness professionals of all levels. This system is developed to take your existing leads and prospects and convert them into loyal paying clients. It completely takes the guess work out of selling personal training and boot camp programs. Heck, I know these numbers may still seem ridiculous to you. And like I said earlier, seeing is believing. Best of all you no longer have to deal with inconsistent sales and unpredictable income. Close Clients gives you total control of your business. Discover why attempting to sell over the phone is the "kiss of death.

Chapter 3 : The Art Of Selling Fitness (theinnatdunvilla.com) - Art of Selling Fitness

fitness pros just like you achieve great successes of their own. This book is a collection of essays on fitness sales that shares the strategies, tactics, and mindset we've used to revolutionize the.

If all you liked was selling there are more lucrative careers to pursue. Even employees sell their ideas to their boss. There are 3 tricks to being great at non-selling sales: Understand what your customer wants. Clearly show them how you can help them reach their goals. Have a great product or service to offer. Listen Up To truly be great at non-selling sales you need to listen to what your customers want and need. This means asking the right questions and truly hearing the answers. Most of the time that means asking multiple follow up questions to their initial answer. Your job as the non-selling salesperson is to discover what your customer wants but more importantly why they want it. Instead of thinking you know the perfect path for your next prospective client, take a few extra minutes to listen to their concerns, talk about their goals, understand their motivation and then provide them with a unique solution. Simply communicate what you offer in a way that resonates with them and their needs. The Courtship Sales is a lot like dating. You have to build a relationship with the person you are trying to help before you can ask for a big commitment. However, in sales it rarely takes months or years to progress your relationship. In fact, it can happen in an hour or so if you do a great job of listening. Point A is where they are now and Point B is their ultimate goal. Your job as the salesperson is to clearly explain that journey to them in an attractive way. Asking the right questions early on is how you find that information. Once you have it your job is to tell a story of success to that prospect. Here are some simple ways to do that: Talk about how you will work with them to overcome their biggest obstacles quickly and easily. Having a great program that fulfills everything you promise will make selling, especially non-selling sales, a lot easier. If you need a little help crafting a complete non-selling sales system for your business, make sure to check out our FR Sales Process Course. Let us know what you think Your email address will not be published.

Chapter 4 : theinnatdunvilla.com server and hosting history

I actually started working with him a year ago, and it's been really amazingtotally turned my business around from me just being a "barely getting by" trainer to opening a 3, square foot studio in June, and making as much in July and August and I did all of last year.

See back in the day trainers sold single sessions or small blocks of 4, 8, or 12 sessions at a time. And most trainers only did one on one minute sessions. No one had heard of boot camps, group training or the minute session back then. Today the most successful fitness trainers sell long term, results oriented personal training programs. In fact these same super successful trainers most do 30 minutes sessions or group training. Other trainers are in the fitness business, YOU should be in the outcome business. Each time your client has to repurchase a personal training package from you is an opportunity to lose the sale. If you know that your clients needs to workout at least 3 days a week for the next 12 months to see the results they want then sell them what they NEED. After all you know best, right? Selling one on one sessions that are 60 minutes long is a thing of the past. All you have is your time to trade. So the more clients you can deliver results for the better, right? But you really want to t get the most from your business then consider selling personal training programs for group training. Stop being a bill collector. Stop collecting checks each month. Most trainers who start selling personal training gravitate to single sessions or smaller packages because they feel its easier to sell. The BIG benefit to boot camps is that you can charge less per client, per month, but make more dollars per hour by training one on many instead of one on one. By doing that you automatically open up the opportunity to market to more people in your community. And when you control payroll, you increase profits. I hope this article helped you realize that there are two ways to selling fitness. One way makes you a lot more money AND gives your clients better results and the other way keeps you broke. Bedros Keuilian is a fitness marketing expert and enjoys teaching fitness professionals on how to sell personal training for profits. If you want more clients, better marketing systems, and more freedom then check out these business tools for Starting a Personal Training Business. Accelerate your growth, and take your fitness business to massive success and profits with advance coaching, mentoring, and masterminds. Turn-key systems, done-for-you marketing, and world class business support.

Chapter 5 : Anyone heard of Bedros Keuilian and his "Art of Selling Fitness" program? Thoughts?

To access the content, please login or register an account and purchase a membership plan.. A career as a coach or trainer is a never ending opportunity to learn, grow, and re-invent yourself.

Chapter 6 : Selling Personal Training – Four Things to Remember | PT Power

We collected the majority of metadata history records for theinnatdunvilla.com The Art Of Selling Fitness has a poor description which rather negatively influences the efficiency of search engines index and hence worsens positions of the domain.

Chapter 7 : theinnatdunvilla.com: Art of Selling Fitness

Art of Selling Fitness 7 torrent download locations theinnatdunvilla.com Art of Selling Fitness Other 13 hours theinnatdunvilla.com Art of Selling Fitness Other 2 months.

Chapter 8 : Art of Selling Fitness

Ryan Ketchum Executive Director. Ryan is a seasoned fitness professional and business marketing consultant. After starting (and growing exponentially) 2 businesses of his own, he joined FR Nation to help other fitness professionals do

the same.

Chapter 9 : Art of Selling Fitness

We prepared the full report and history for theinnatdunvilla.com across the most popular social networks. Theartofsellingfitness has a poor activity level in StumbleUpon with only 6 shares.