

Clarity Questions:

Can you tell me how much it is? Yeah sure, we have a variety of different program options, but to give you an idea, how much on a weekly basis do you think you could invest towards your health and fitness goals?

I just want to know that I can afford it: We have a variety of different program options but to give you an idea they range anywhere from \$____ to \$____ a week, based on that where would your budget fit?

I'm not coming in unless I get the prices: Because we are privately owned (name), we choose not to give out all our prices over the phone because of our competitors. BUT what I can tell you is we are very competitively priced and if you can invest around \$_____ per week we can definitely help you with your goals.

So to remove any hesitations let's go ahead and organise a time for you to come in so we can give you all the information you need.

I'll have a think about it: I totally understand and I'd still love to invite you in, that way you can get all the information you need to think about.

So let's go ahead and make a time, is _____ or _____ better for you?

I don't have my diary/need to check with someone first re: time: Yeah sure, to avoid playing phone tag let's go ahead and pencil in a time and then we can confirm it as we get closer to the date, ok?

Comments/Notes:
