

PRIORITY LIST FOR GYM SALES

1

IN THE OFFICE ON A SALES PRESENTATION

2

ON TOUR OR TRIAL WITH A PROSPECT

3

CONFIRMING TODAY'S APPOINTMENTS

4

FOLLOWING UP ON A MISSED SALES

5

CONTACTING NO-SHOW APPOINTMENTS

6

CONTACTING LEADS TO SCHEDULE APPOINTMENTS

7

ACCUMULATING LEADS

8

GENERATING A SOURCE FOR LEADS

