



Deal Days

Offer: *ONLY* those members who turn in renewal payment or sign up during the 2-week window are eligible for **15% OFF**.

12-week series Deal Days discount (Weeks 8th & 9th) – if renewing in Deal Days window, members will pay **\$132.60** for the next 12-week series (regular price is \$156.00 per person). Minimum requirement 15 participants.

17-week series Deal Days discount (Weeks 11 & 12) – if renewing in Deal Days window, members will pay **\$158.10** for the next 17-week series (regular price is \$186.00 per person). Minimum requirement 20 participants.

If members miss this window, they will pay the regular series price and will be eligible the next time a Deal Days window occurs.

Note: any person joining or renewing during the Deal Days window counts toward the total for the next meeting, so she/he should get the discount regardless if she/he actually starts that day mid-series or the beginning of the next.

How it Works:

- In order to promote the Deal Days offer, the leader will host an **OPEN HOUSE**. The client contact helps promote the OPEN HOUSE and invite all employees to “Check Out A Meeting for Free and go Beyond The Scale.” Marketing materials available.
- Must have the minimum number of people willing to renew (15 or 20 pending the series length) to renew at the lower price
- A NEW member joining during the Deal Days window can take advantage of the discounted price since they are helping the series renew, even if they pay during the Deal Days window but wait to join at the start of the next series. (They should, however, be encouraged to join in the middle of the series to get a jump start on getting healthier!)
- Those current members who do not commit but decide to renew later when the series restarts - plus those who pay for the series as new members later in the series or at week one of the new series - pay full, regular price
- If the meeting does not renew during the Deal Days window due to lack of member interest, there will be another push for renewals as usual and offer at the regular price at the end of the Series