

## Proposal for Mercomech: Group Fitness Classes

Thank you for inviting me to send you a proposal for group fitness classes at your company. Below you will see three options. Please look them over and decide which is right for you and your company. Also, we can select one program to start and whenever you want to, we can change to a different program – so this decision is not set in stone!

### **My Classes and Your Style**

My small group classes are tailored to the individuals in the group: their abilities, their goals, and their interests.

I generally focus on circuit training: a number of “stations,” each with a different exercise. Each participant starts at a different station and we rotate. The stations, together, work the entire body and within them have both cardio and weight training stations. Each week the set of exercises changes so there’s no chance to get bored!

Stations are easily customizable to each individual’s abilities. Whether an individual has a particular injury, wants to challenge themselves or move to the next level in weight training, keep their heartbeat at a certain pace, etc., I will make sure each person knows the different options they have for each station.

That being said, there is no slacking when you’re in my class. I will push participants to challenge themselves and improve their fitness. I pride myself on learning the personalities of my clients, even in large groups, and knowing who needs what kind of support or challenging. Whether I motivate them with drill sergeant-style instruction or personal, simple support, I watch my clients to evaluate *their* needs at all times.

### **Your Challenges and My Support**

- I offer personally designed workout schedules for any participants who want to workout on their own on the days we do not have class.
- For those who wish to track their progress, I will take their measurements and assess their fitness at the start of our program and reevaluate their progress one-on-one once a month.
- For those who are interested in improving their nutrition, I work with a registered dietician / nutritionist to whom I can refer clients who want structured advice.
- I am always available after class for one-on-one consultations, questions, and support.

Proposal for Mercomech: Group Fitness Classes

Please take your time to evaluate the following options and, when you're ready, let me know your decision and we'll get working right away.

Flexible Per Person Rates

<b>Per Person, Per Session (Minimum \$300 per session)</b>		
Number of Participants	Cost Per Participant	Total Cost
3	----	\$300
4	\$75	\$300
5	\$75	\$375
6	\$75	\$450
7	\$75	\$525

Please note that payment is due at the end of every session for Per Person, Per Session rates.  
Late arrivals or leaving early does not affect the individual rate.

Discounted Group Rates

<b>Monthly Group Payment Discount</b>			
Number of Participants	Classes Per Week	Cost Per Week	Est. Cost Per Month
Unlimited	1	\$350	\$1400 - \$1750
Unlimited	2	\$650	\$2400 - \$3000
Unlimited	3	\$900	\$3600 - \$4500

Monthly Group Rates must be paid in advance, one month at a time.

The cost per month will varied based on whether there are four or five weeks that month; this is the range reflected in the estimated cost per month.

All rates include all equipment and all services noted on page one.

Classes canceled less than 24 hours in advanced are charged as follows:

Per Person Rate Plan: \$300

Group Rate Plan: no refund

If a Group Rate Plan class is cancelled more than 24 hours in advance, I will make every effort to reschedule the class at a time most participants can attend. If a mutual time cannot be agreed upon, there will not be refund offered.