Below are some of the most common hurdles you may see from some of your future members when asking them to join your challenge as well as the easiest ways to cruise right over them.

#### Price is too much.

We understand that this may seem like a lot up front, but it breaks down to less than \$6 a day and also includes custom nutrition plans, at-home mobility programs, and access to our members-only app for additional content to help you over the course of the challenge. Personal training at most gyms is north of \$75/session on top of your monthly membership and typically don't come with any additional support. Plus, you'll have the chance to win your money back if you complete the challenge.

#### I thought this was free?

Sorry for any confusion. Did you make sure to watch the full video on our landing page? We go over the cost in the video to make sure everyone watches it. There's a \$250 fee to join, which includes...

#### I need to think about it.

We understand. Just a heads up, spots for the challenge are limited and tend to fill up pretty fast since it's an open registration. If you'd like, we can hold your spot for a \$50 deposit to be on the safe side, then you can come back to pay the rest when you're ready.

# I need to talk with my husband/wife/gf/bf/etc first. (coed challenge)

For sure! You know, if you'd like them to join the challenge **with** you we'd be happy to hook you up with a packaged deal if you come back before the end of the week to sign up. (Deal is typically 10% for each of them: Please make sure to let a GymBuildr team member know if you offer this)

## I want to join, but want to see if I can get a friend to join with me.

For sure! And to help out, we'd be happy to hook you up with a packaged deal for the both of you if you come back before the end of the week and sign up. (Deal is typically 10% for each of them; Please make sure to let a GymBuildr team member know if you offer this)

## I'd love to join, but your class options don't work with my schedule. (if optional)

We do offer other class options outside of the times we have set up specifically for the challenge. If you'd like to jump into one of those that fits better with your schedule you'll still get a great workout with the hands-on coaching. The only difference is you wouldn't be with other challenge members, but you'd still be welcomed with opened arms. Does this help you out? (everything else from the challenge will still be included)

We're sure other situations and questions will come up outside of the ones we've listed above which is why our team is always around to help. In most cases, finding common ground with your future members will always be doable if you keep your options open.