

CLUB MANAGER - WEEKLY CLUB OVERVIEW

Sales	
Target achieved %	
Club Monthly Sales target	
Club Sales MTD	
% of target achieved	
Enquires MTD	
Tours MTD	
Tour/Sale % MTD	
No. Sales this week	
OUTREACH/MARKETING	
Outreach activity conducted for the week	
Outreach planned for next week	
Personal Training	
Monthly PT revenue target	
Weekly PT revenue	
Number of intro sessions attended	
Number of intro sessions converted	
FIIT30 and FIITRIGHT	
Monthly FIIT30 revenue target	
Weekly FIIT30 revenue	
Number of intro sessions attended	
Number of intro sessions converted	
Group Fitness	
Total GF capacity p/month	
Total GF attendance p/month	
Red Hearted classes	
ATTRITION and RETENTION	
Number of cancellations	
Attrition percentage % <i>(Number of cancellations / total no. members x 100)</i>	
Current club growth YTD	
Monthly new member event planned	
Other member	
Feedback/repairs	
Member feedback/suggestions	
Equipment repairs needed	
ADDITIONAL COMMENTS	