

# FitCRM — Phase 5: Apex Programming (Skipped for Project)

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## Introduction

Phase 5 of a typical Salesforce project usually focuses on Apex Programming, which includes writing Apex classes, triggers, and test classes. However, for the FitCRM project, Apex programming was determined to be unnecessary. The project requirements were fully met using declarative (point-and-click) features such as Validation Rules, Process Builder, Flow Builder, and other automation tools.

## Reason for Skipping Apex

Apex is required when complex business logic cannot be implemented using Salesforce's declarative features. In the case of FitCRM, all necessary automation such as Membership expiry reminders, Payment failure alerts, and Attendance tracking could be accomplished using Flows, Validation Rules, and Custom Notifications.

Therefore, Apex development (classes, triggers, batch jobs, etc.) was not required and was intentionally skipped to keep the project lightweight and focused on declarative tools.

## Declarative Features Used Instead of Apex

The following features were used to replace the need for Apex:

- Validation Rules → to enforce data integrity.
- Process Builder → to automate field updates and related record changes.
- Flow Builder → to send email alerts, custom notifications, and reminders.
- Approval Process → to handle Payment approvals above threshold.
- Custom Notifications → to alert Trainers and Reception in real time.

## Project Alignment

By skipping Apex programming, the FitCRM project aligns with its academic/demo objectives. The focus remains on demonstrating strong Salesforce Admin and Declarative Developer skills, which are sufficient to meet the fitness CRM use cases.