S ClubReady

ClubReady Foundations

User Guide

Section Content

- ClubReady Intro
- Setup Checklist
- Menu and Navigation
- ─ Waivers
- Lead Management Dashboard
- Prospect Management / Tasks
- Communications
- Agreement Write Up
- Member Management
- Member Wellness Portal

Point of Sale Inventory Past Due Communications Schedule Management Apps Staff Management **ClubReady Billing** Hardware Reports **Training & Support**

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CLICK HERE TO GET STARTED

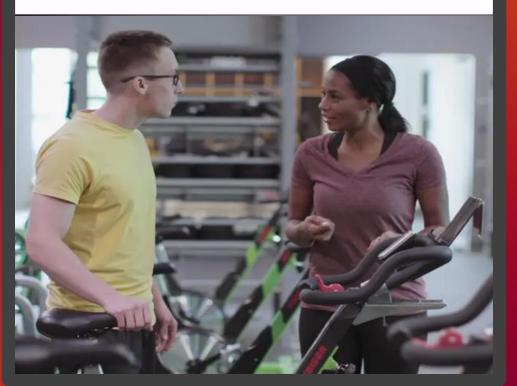


Image: Constraint of the second sec

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Key Setup Checklist

Review this list to confirm key settings in your site are setup and correct

Section Follow these steps!

- Lead Assignment Setup > Automation > Lead Assignment • This allows to automatically assign leads to staff for follow ups. <u>https://clubready.zendesk.com/hc/en-us/articles/360042416011-Setup-Lead-Assignment-</u> Internal Reports • Setup > Communication > Internal Reports • Set your email to receive emailed reports from ClubReady. <u>https://clubready.zendesk.com/hc/en-us/articles/360041410172-Internal-Reports</u> Basic Email Settings Setup > Communication > Communications Settings • Set your Email Signature as well as Email Tags for email templates. https://clubready.zendesk.com/hc/en-us/articles/360042226071-General-Communication-Settings POS Terminal Assignment
 - Setup > Sales > POS Terminals
 - Choose which staff are allowed to manage cash drawer.
 - <u>https://clubready.zendesk.com/hc/en-us/articles/360041262671-Assign-Staff-To-The-Full-POS</u>

Section Follow these steps!

- Staff Scheduled
 Setup > Scheduling > Staff Scheduled
 Select which staff are to be enabled for scheduling.
 https://clubready.zendesk.com/hc/en-us/articles/360042527711-Assign-Staff-To-Scheduling
 Online Sales Package
 Setup > Sales > Sales Packages
 Enable a URL to be available for users to purchase an agreement online.
 - <u>https://clubready.zendesk.com/hc/en-us/articles/360041817892-How-To-Enable-A-Sales-Package-For-Online-Sales</u>
 - Staff Hourly Pay Rate
 - Staff > Search for Staff > Go To Options > Time Clock Pay Rate
 - Define the pay rate amount for your hourly employees.
 - <u>https://clubready.zendesk.com/hc/en-us/articles/360042188092-Set-Hourly-Pay-Rates</u>
 - Staff Session Pay Rate
 - Setup > Scheduling > Services and/or Classes/Group
 - Define the pay rate per session for your trainers and instructors.
 - <u>https://clubready.zendesk.com/hc/en-us/articles/360042615531-Set-Staff-Pay-Rates-For-Services-And-Classes</u>



9	 Sales Tax Settings Setup > Sales > Sales Settings > General Confirm your products, memberships, etc. are setup with the proper tax (if applicable) <u>https://clubready.zendesk.com/hc/en-us/articles/4406465269389-Create-A-Sales-Tax-Schedule</u> 	\sim
LO	 ClubReady Invoices Setup > ClubReady Invoices > Payment Preferences Add your email to keep up to date on all ClubReady billing (software fees, transaction fees, etc.) <u>https://clubready.zendesk.com/hc/en-us/articles/360042419451-ClubReady-Invoices</u> 	
L1	 Staff Permissions Setup > Staff > Staff & Permissions Confirm your employees have the appropriate access assigned to them. <u>https://clubready.zendesk.com/hc/en-us/articles/360041847371-Add-A-New-Staff-Type-And-Set-I</u> 	Permissions
12	 Booking Reminders Setup > Scheduling > Booking Reminders 	

• Enable if you wish to automatically send reminders to your clients.

12

• <u>https://clubready.zendesk.com/hc/en-us/articles/4405010625293-Setup-Booking-Reminders</u>

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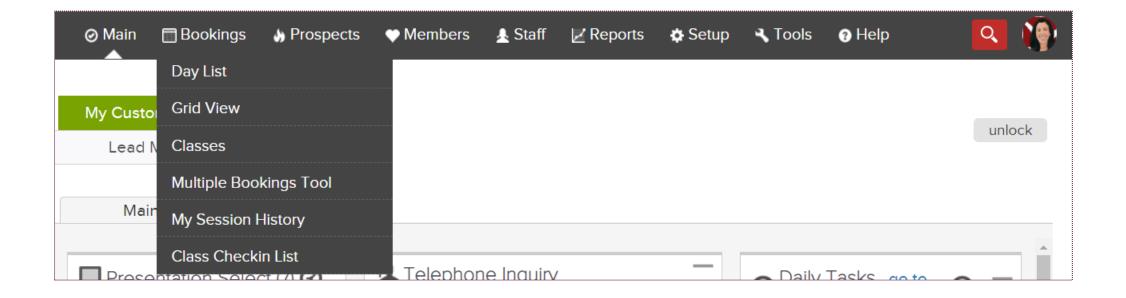
Menu & Navigation

S ClubReady Menu Style: Large View



This menu style shows as tabs across the top of the page with the club logo in the corner.

SclubReady Menu Style: Small View



This menu style takes up less space but has no club logo. This menu style offers the same menu options, with a drop down menu's as a single menu strip along the top of the page.

Change The Menu Style - https://clubready.zendesk.com/hc/en-us/articles/4402698469389-Changing-The-Menu-Style

S Lookup Prospect

Prospects > Membership Prospects

🥥 Main 🛛 Bookings 🄚 Pr	ospects 🎔 Members 🛓 Staff	🗾 Reports 🛛 🕏 Setup	🛛 Learn			
Additional Filters	My Saved Filters (1)	Tasks (3)	Email Text (SMS) mail Blast To The Filtered List			
Lead Added • All Lead Types •	type name 2 4 Matches	Reply To:	don@mayweather.fit 🖉			
All Contact Types • All Genders •	show lead assignments show recent reset all	Subject: Email Template:	Prospect Email Blast (ClubReady Sys			
Last Action on Lead • Last Change to Lead Type •	Awesome, Lady Inc, Robert	Purpose:	Membership Sales [system] 🔹			
Lead Has Amenity No Misc. Filter	Rowley, Brett Testleifi, Justin	 The selected email template contains a [content] em B I U 				
All Referral Types 🔹		Email Content has	a limit of 7000 characters.			

Section Lookup Members

Members > Lookup

⊘ Main 🛛 Bookings 🔥 Pi	rospects 🌪 Members 🔒 Staff	🗾 Reports 🛛 🔹 Setup	🕜 Learn
💎 Additional Filt ers 💦 🔰	Member Lookup	Tasks (2)	Email Text (SMS) N
All	My Saved Filters (0)	Send An E	mail Blast To The Filtered List
Only Active Members Only Inactive Members	Search By Name type name	Reply To:	don@mayweather.fit 🖉
Buying Services	. 3 Matches show recent reset all	Subject:	note - you can use [firstname] [lastname] tags in the
Not Buying Services Has Alerts	Customer, Mister 📀	Email Template:	Customer/Member Email Blast (Clul
Is Associated Member Is Responsible Member	Demoleifi, caroline 📀	Purpose:	Internal Sales (eg PT) [system] 🔻
No Misc. Filters	Smith, John 🛇 💀	① The selected en	nail template contains a [content] emai
All Membership Types All Primary Trainers		B I U P Email Content has	a limit of 7000 characters.

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Lead Management Dashboard

Second Second - Tasks

Main > Dashboard

My Custom [Dashboards	Lead Management					03:09	9 PM
Tasks	1 33	Charlie Clubowner [4670167 •	All Due Dates 🔹	All Lead Types	▼ All Purposes	T		
Leads	7 32	All Priority •	search by name					
Activity	0 0	Page Size showing 1 of 1 match	'n					9
Guest Log	0 0	Lead Name	Lead Type	Activity	Staff Name	Due Date	Priority	
		WORK IT Mrs Prospect	PT Training Prospect	Follow up Reminder	Charlie Clubowner 🥖	4/30/2018 🥖	No Priority 🥖	×

The **Tasks** tab will display all of the tasks created for membership prospects only. The number displayed to the left show tasks assigned to the staff member currently logged in. The number displayed to the right show tasks for all the club.

The screen will display a list of tasks with the Lead Name, Lead Type, Activity that needs to be completed, Staff Name assigned to the task, Due Date and Priority. Select the WORK IT button to add details and log the task as completed.

Second Second - Leads

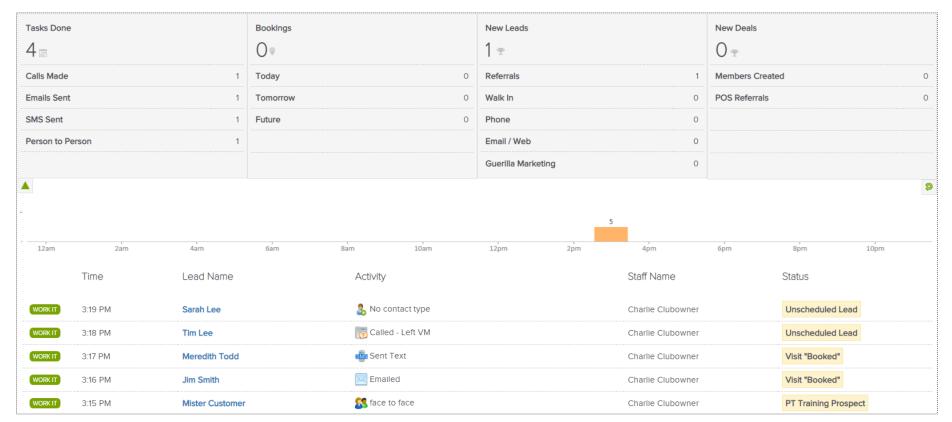
			Main	> Dashbo	ard			
My Custom D	ashboards	Lead Management						03:13 PM
Tasks	1 33	Charlie Clubowner [4670167 •	All Lead Types		ral Types 🔹	No Freshness Filter	•	Assigned
Leads	7 32 <	No Sales Contacted Filter	All Contact Methods	 Search by 		Ho rresiliess riter		Unassigned
Activity	0 0	Page Size showing 7 of 7 ma	tches					þ
Guest Log	0 0	Lead Name	Lead Type Refe	rral Type	Contact Method	Entry Time	Contacts	
		WORK IT Jason Smith	Unscheduled Lead Flye	er	Telephone Inquiry	Added 4 days ago	O 1 contact	
		WORK IT Jon Martin	Visit "Booked" Inst	agram	Telephone Inquiry	Added last month	📀 1 contact	

The Leads tab will display all of the leads added. The number displayed to the left show leads assigned to the staff member currently logged in. The number displayed to the right show all of the club's leads.

The screen will display a list with the Lead Name, Lead Type, Referral Type, Contact Method, Entry Time and Contacts. Click on WORK IT if you need to follow up with the lead and log the contact details.

Sead Management Dashboard – Activity

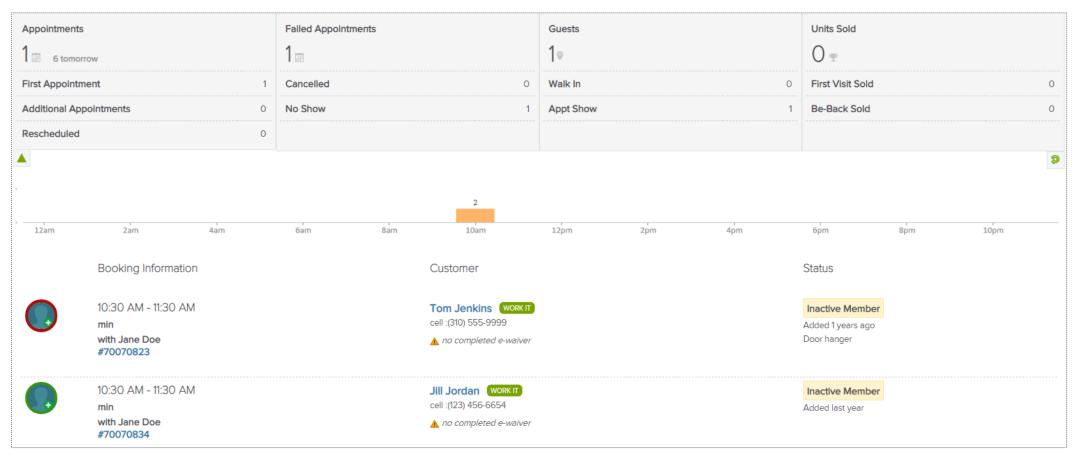
Main > Dashboard



The Activity tab reflects current data or activity for a specific day. The report will display **Tasks Done**, **Bookings**, **New Leads** and **New Deals**. A time bar lets you know when are these activities happening throughout your club.

Sead Management Dashboard – Guest Log

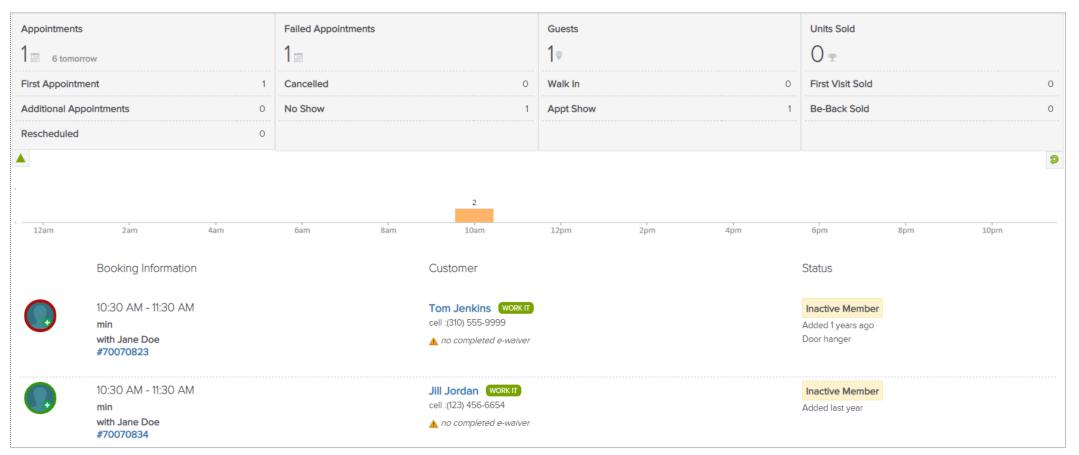
Main > Dashboard



The **Guest Log** tab reflects guest information for a specific day. The report will display **Appointments**, **Failed Appointments**, **Guests** and **Units Sold**. A time bar lets you know when are these bookings happening throughout your club.

Sead Management Dashboard – Guest Log

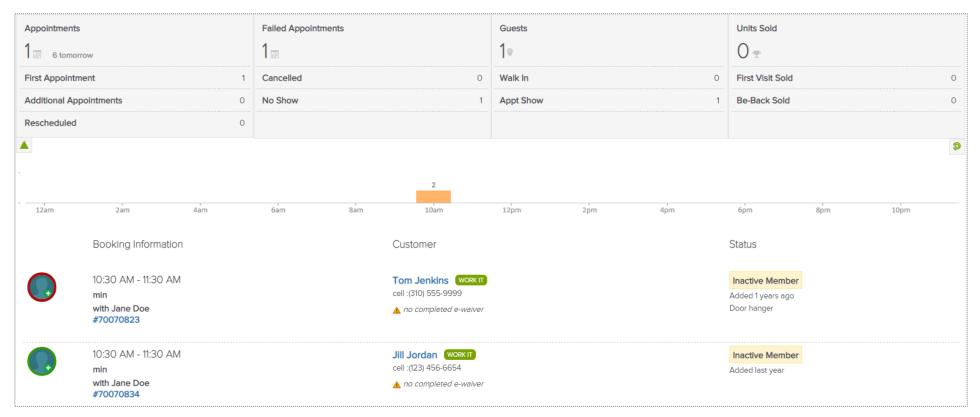
Main > Dashboard



The **Guest Log** tab reflects guest information for a specific day. The report will display **Appointments, Failed Appointments, Guests** and **Units Sold**. A time bar lets you know when are these bookings happening throughout your club.

Sead Management Dashboard – Guest Log

Main > Dashboard



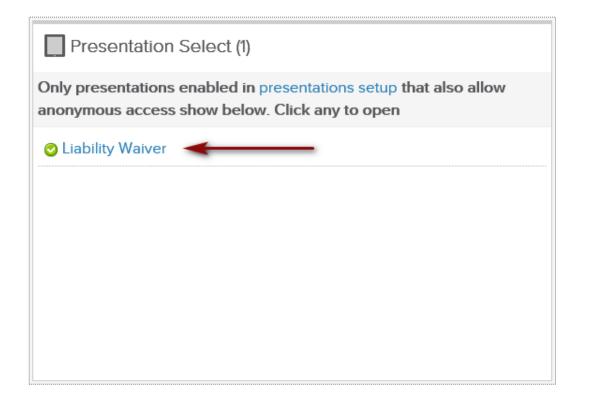
The Guest Log tab reflects guest information for a specific day. The report will display Appointments, Failed Appointments, Guests and Units Sold. A time bar lets you know when are these bookings happening throughout your club.

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Waivers

Sentering a Prospect – Sign a Waiver

Adding in a Prospect who will be taking a Class



Click on **Main > Dashboard.** To begin a presentation (Liability Waiver) from the Presentations widget, select the blue presentation title.

You can choose to begin a presentation from a tablet by downloading the following app:

ClubReady Presentation Viewer App -<u>https://clubready.zendesk.com/hc/en-</u> <u>us/articles/360041756152-ClubReady-Presentation-Viewer-</u> <u>App</u>

Sentering a Prospect – Sign a Waiver

Adding in a Prospect who will be taking a Class

Club Guest Register	Liability Waiver			
Waiver of Liability				
Your Information				
First Name	Last Name			
Gender Select Gender 🛩				
Email Address				
activities. I know that these risks range from minor injuries catastrophic events such as heart attacks, paralysis and d participation.	client, acknowledge that I know, understand and appreciate the inherent risks of participating in aerobic and athletic such as muscle strains and sprains to significant problems such as knee injuries or broken bones to the rare eath. I hereby assert that I am voluntarily participating in the activities and that I fully assume the inherent risks of such ness to participate in aerobics and physical activity; (2) I understand that I am to discontinue activity at any time I feel			
	y health concerns that might affect my ability to participate in the activities and I will verbally inform the instructor			
In consideration of being permitted to participate in the activities at, I hereby release (on behalf of myself, my family, my heirs and my assigns) the Club, their respective employees, agents, successors and assigns from liability for any and all claims involving injury, death, or property loss suffered by me or any person entering the Club as my guest including those injuries which result from ordinary negligence of the Club, Club Franchising, LLC and their respective employees, agents or sponsors. This includes incidents that occur while participating in the activities, while using the Club facilities, or while engaging in any activities incidental thereto, wherever, whenever, or however the same may occur.				
I further agree to hold harmless, defend and indemnify the Club and from any and all claims (including ordinary negligence of Club, or their employees or agents) arising directly or indirectly from my participation in the activities. I further agree to pay all costs and attorneys' fees incurred by Club in investigating and defending a claim brought by me or on my behalf by my heirs, personal representatives or assigns, or by a third party.				
Parent/Guardian: In exchange for Club allowing my minor child to use the Club, I agree to the Assumption of Risk, Waiver and Indemnity clause in this Agreement. I also agree to defend and indemnify Club, or its officers and employees to the fullest extent permitted by law for any claim brought by my minor child against them. I also promise to pay any financial obligation incurred by my minor child for any reason and acknowledge that the banking information provided is my account. I understand that any child of mine under the age of 16 must be accompanied by an adult at all times while in a location				
Customer agrees and acknowledges that various aspects of Club's business are protected intellectual property belonging exclusively to club. This intellectual property shall include, but not be limited to, the distinctive nine-round workout will demonstrate to Customer, the distinctive appearance, layout, stations, and look and feel of the location Customer is invited to view and participate in, as well as any copyrights, trademarks, designs, logos, or trade dress related thereto. Customer acknowledges that club's business and franchising model depends on the protection and enforcement of club's intellectual property throughout the United States and other areas where it may offer and advertise services. As a result, and in further consideration of the services being offered to Customer by club and club's disclosure and demonstration of intellectual property to Customer agrees not to copy, duplicate, photograph, record, reproduce, distribute, republish, perform, display, post, transmit, sell, or make into derivative works or substantially without the express, written permission of club's intellectual property without the express, written permission of club				
What is your goal?				
I agreed to the terms				

IGNATURE

A pop-up window will automatically display with the waiver for the prospect to sign. Once all fields have been entered and signatures taking, select **Submit**. The prospect will now be listed in ClubReady under the **Prospects** tab.

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Prospect Management / Tasks

Sentering a Prospect

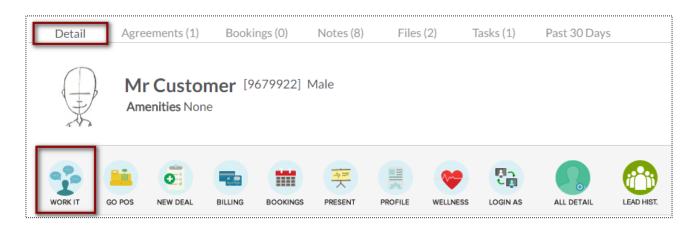
Adding in a Prospect Who Calls the Club or Has Not Scheduled A Booking Yet

f	
🔈 Add A New Prospect To Training Team Sa	andbox 🚥 = Required Field
_	
Gender 🚥	○ Male ○ Female
✓ include in duplicate search	
First Name 🚥	
Include in duplicate search	
Last Name 🚥	
✓ include in duplicate search	
Email Address (important) 🚥	
✓ include in duplicate search	
Cell Phone	
include in duplicate search	
Home Phone	
Work Phone	
🕈 Key Info Note 🛈	
(this is never visible to the prospect)	×
Referred by Customer	start typing (at least 3 characters) to select from list
Heard About Club How?	Select How They Heard
Load Turne	
Lead Type and	Select A Prospect Type
⊡ Email Is Sent?	☑ Yes - New Prospect Email email template is used () info about this
ClubReady Login Available? 🚥	Select

Click on **Prospect > Add New Prospect.** Any fields with the REQ icon will have to be completed to save your prospect.

Second Access the Work It

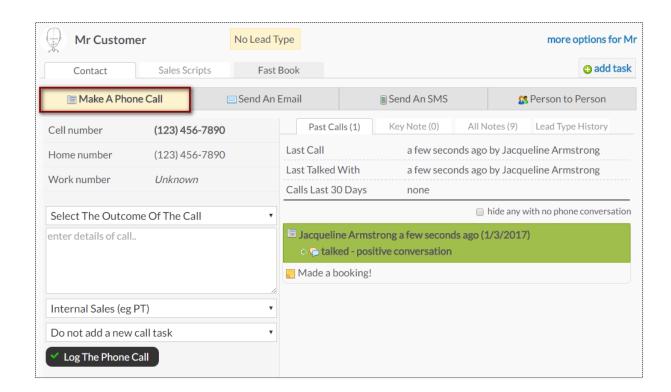
Prospects/Members tab > Tasks



OR



Several Work It – Phone Calls



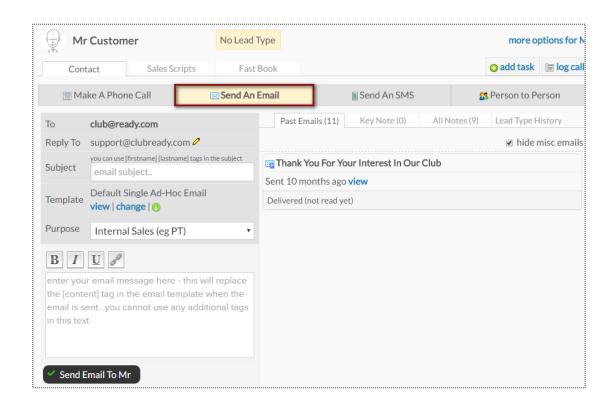
The Make A Phone Call tab will show the client's contact numbers, last call information, and a chronological history of the calls.

Several Work It - Contact

Mr Custom	ner		No Lead T	ype				more options for Mr
Contact	Sales So	cripts	Fast	Book				🕒 add task
🔚 Make A Pho	ne Call		Send An	Email		Send An SMS	8	Person to Person
Cell number	(123) 45	56-7890		Past C	alls (0)	Key Note (0)	All Notes (8)	Lead Type History
Home number	(123) 45	56-7890		Last Call		none yet		
Work number	Unknow	vn		Last Talked	With	never by p	hone	
	0111101			Calls Last 3	80 Days	none		
Select The Outco	me Of The C	all	•				🔲 hide any v	with no phone conversation
enter details of call								
Internal Sales (eg	PT)		•					
Do not add a new	call task		•					
Log The Phone	Call							

The **Contact** tab provides different contact methods that can be taken for your Prospects and Members. The options include logging phone calls, sending an email, sending an SMS (text) message, and logging person to person contact.

Sevente Sevente Work It – Emails



The **Send An Email** tab allows you to make contact with the client through email. The right side of the screen will show a history of email correspondence between the client and staff member.

Source Work It – SMS (Text Messages)

Mister Customer	PT Training	Prospect			more options fo	r Mister
Contact Sales Scripts	– Fast B	ook – Automat	ion		🕒 add task	Call
I≣ Make A Phone Call ⊠ Ser	d An Email	Send A	An SMS	🚨 Perso	n to Person	
SMS Requires A Credit Balance		SMS History	Key Note (0)	All Notes (124)	Lead Type Histor	ry
current available credit \$90	9.89 USD 📀			Hello, see	e you soon!	
Enter The Text (SMS) Message Below 160 characters maximum - 160 remain	^		today at 7:00 , REMINDE	R you have a Zi AM with Frontd <i>our e</i> R you have a Zi AM with Frontd	esk Felicity	
Membership Sales	~			R you have a Zi AM with Frontd		
 log task as complete and go to next Send SMS To (314) 314-3141 	-		REM		11/06/18 7:00 AM re a Fitness at 7:00 AM	2
		 Mark All SMS Read 				\sim

The Send An SMS tab allows you to send a text message to your client as well as view any past texts.

Sevential Work It – Person to Person

Mr Custom	ner	No Lead T	ype					more options fo	or Mr
Contact	Sales Scripts	Fast	Book					🕒 add t	task
🔚 Make A Pho	ne Call	🖂 Send An I	Email		Send An SMS		8	Person to Person	
Cell number	(123) 456-7890		Past Con	tacts (1)	Key Note (0)	All No	tes (11)	Lead Type History	
Home number	(123) 456-7890		Last Talked	With	just now b	y Jacque	eline Arr	nstrong	
Work number	Unknown		Talks Last 3	0 Days	1 times				
Select The Outco	Select The Outcome Of The Contact			 Jacqueline Armstrong just now (1/3/2017) talked - positive conversation 					
enter details of con	tact		E Super nie	e!					
Internal Sales (eg	PT)	•							
Do not add a new	contact task	•							
 Log The Contac 	t								

The **Person to Person** tab will show the clients contact numbers, last face to face contact and a chronological list of interactions on the right side of the screen.

Several Work It – Sales Scripts

Mr Customer	No Lead Type	more options for Mr					
Contact Sales Scrip	pts Fast Book	😮 add task 🔳 log call					
Book That Prospect		×					
Hi there. My name is, and I'm a personal trainer here. Are you new to the club?							
I thought so. How exciting!							
Well, welcome to the club, Hey, I know when you first join a new club, you sometimes have questions about the equipment, where things are, or proper club etiquette. I'd love to take you through a complimentary tour—all new members get one.							
Have you always exercised, or are y	ou just getting started?						
Do you have any injuries?							
What are your goals?							
Why don't I book you for some time in the next few days to get you started off on the right foot?							
Great!							

Scripts can help narrate a call between a client and staff member. Select the desired script from the drop-down in the top left corner and the content will appear below for the employee to follow.

Swork It – Fast Book

Mr Customer No Lead Type	more options for Mr
Contact Sales Scripts Fast Book	🕒 add task 🛙 🗐 log call
Services	Classes
Mr Customer No Lead Type	more options for Mr
Contact Sales Scripts Fast Book	🔁 add task 🗎 log call
2 Consults Services Classes	
😪 Main Event	60m ⁰
Service Corp PT Sales Consult	15m 30m
Fitness Consult 30min	30m
Se Consult - on the hour	60m

The **Fast Book** tab allows you a fast and easy way to book your client into **Consults**, **Services** or **Classes**. Simply select the type of service you wish to book as well as the duration.

Swork It – Fast Book

Mr Custome	er	No Lead Type				more op	tions for l
Contact Sales Scripts Fast Book					😗 add task	🔚 log ca	
	Services 🙎 Clas	sses					
🚰 Fitness Consult	30min		30m				
All Day	OMorning ○ Af	ternoon © Even	ing		With All S	Staff Members	•
Wed	Thu	Fri	Sat	Sun	Mon	Tues	
4th	5th	6th	7th	8th	9th	10th	
11th	12th	13th	14th	15th	16th	17th	
18th	19th	20th	21st	22nd	23rd	24th	
	eduling grid view		cons	ult chances of sl	howing up avoid		est
Mr Custome	er	No Lead Type				more op	tions for
Contact Sales Scripts Fast Book						😗 add task	🔚 log ca
Consults	ervices 🙎 Clas	ses					
Fitness Consult		- different data	30m				
Tuesday, January Apply booking rul		a different date			only show times co	onsult most like	ly to sho
- Morning - Afternoon		🜞 Afternoon	🛎 Evening				
			12:15 PM with Test Demo		6:15 PM with Tracy Trainer		Î
6:00 AM with John Adams		877	12:15 PM with Tracy Trainer		6:15 PM with John Adams		
			2:15 PM ith John Adams 6:30 PM with Trac		y Trainer		
6:15 AM with John Adams			6:30 PM with John Adams				

Once you've selected the type of service, you can then select the client's preference for a morning, afternoon or evening appointment, as well as the trainer.

Several Work It – Automation

Mister Customer		Club Tour No Show		more options	more options for Mister	
Contact	Sales Scripts	Fast Book	Automation	🕒 add task	🔳 log call	
Upcoming (7)				History (33)		
Apt No Show Day 14 Text			08/17/2018 (1 days left)			
Apt No Show Day 30 Email			09/02/2018 (17 days left)			
Apt No Show Day 60 Email			10/02/2018 (47 days left)			

The **Automation** tab allows you to keep track of the Automation Rules that are associated with the prospect/member you are working with. You can view **Upcoming** and **History** of rules.

Upcoming tab will display Automation Rules that will be completed for the client in the future and when.

Mister Customer		Club Tour No Show	/ more options f		s for Miste
Contact	Sales Scripts	Fast Book	Automation	🕒 add task	🔳 log call
Upcoming (7)			History (33)		
Apt No Show Day 12 Email			08/15/2018 (0 days ago)		
Apt No Show Day 10 Call			08/13/2018 (2 days ago)		
Apt No Show Day 7 Text			08/10/2018 (5 days ago)		

History tab will show a list of all Automation Rules that have been completed for this client. The list will include the date it was triggered and how many days ago it was.

Search Widget – Unread Incoming SMS

Main Dealahaavd

🗹 Unread Inco	ming SMS Me	essages (3)	Main > Dashboard		
All Staff			~		
Garrett Anderson	I	-			
Mickey Mouse					
Fred Jones			WORK IT		
SMS History	Key Note (0)	All Notes (18)	Lead Type History		
		OUT@	11/16/17 11:19 AM		
Thank you scheduling your PT session. When would you like to schedule your next session?					
	3-2471 @ 11/16/17 11				
Can we do	a session tomorr	ow at 4pm?			

All Staff Dropdown Menu - This will show you all of your staff members. You will be able to view the texts that are replies to a specific staff member or across all staff.

Select Customer - if you click the customer's name in blue from your list, you will be taken to the customer's profile all detail view.

Work It - By clicking on the Work It button, you will be able to access the work it tool. This will take you directly the **Send SMS** (Text Message) option, where you will see the history of texts.

To confirm that you have read the new message and remove this customer from your Unread SMS widget list, click **Mark All SMS Read.**

Creating & Editing Sales Scripts

Setup > Leads > Sales Scripts

Book That Prospect!!	
TITLE B I U E E \mathscr{P} \checkmark	
Hi there. My name is, and I'm a personal trainer here. Are you new to the club?	
I thought so. How exciting!	Enter the name of the new Sales Script and click Create A New Sales Script .
Well, welcome to the club, Hey, I know when you first join a new club, you	
sometimes have questions about the equipment, where things are, or proper club etiquette. I'd	This page will appear after a new Sales Script has been created or by
love to take you through a complimentary tour—all new members get one.	clicking the edit pencil next to an existing Sales Script.
Have you always exercised, or are you just getting started?	Using the options that are very similar to Word you may create or edit your Sales Script.
Do you have any injuries?	
	When finished click Update Sales Script .
What are your goals?	
Why don't I book you for some time in the next few days to get you started off on the right foot?	
Great!	

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Communications

Screate Announcement

Setup > Communications > Announcements

Annoucement Title	
Shows To Who	Select Who Should See It •
Always Show Announcement	
Start Date	(if blank annoucement will start immediately)
End Date	4/2/2015
	(if blank will always show to relevant users who have not seen it yet - even new staff added months later - you should typically always include an end date)
Include a Poll?	⊙ Yes ⊛ No
(the poll question should be in the annoucement title or text)	
The Announcement	TITLE B I U
note - you can use the tag [firstname] and it will get replaced by the first name of the person who reads the announcement note - you can use the tag [daysUntil[[date]]], replacing [date] with a valid date, and it will be replaced with the number of Days between the current date and the given date	Note - This WYSIWYG editor is a HTML5 editor - which is not supported by Internet Explorer 9 and below. Use a more modern browser such as Chrome / Firefox or IE 10+
Include Acknowledgement Text / Checkbox If this is included then text tied to a checkbox is added to the end of the annoucement cannot be closed until the checkbox is selected.	
Display in Past Announcements Page	Show In Archive Page Forever

Announcement Title - Enter the title for your announcement, this will be what the client or staff member will see when they log in.

Shows To Who - Select whether you want this announcement to show to Customers or Staff Members. You can target all staff or specific staff types.

Always Show Announcement – This option will have the announcement show to your customers or staff every time they log into the site.

Start Date - Enter the date you wish the announcement to start appearing. Leaving this field blank will cause the announcement to appear to staff or customers immediately.

End Date - Type in an end date for your announcement to quit appearing to staff or customers.

Include a Poll - Select whether you want to poll your clients or staff. If you click Yes the yellow box will appear where you can enter 4 choices.

The Announcement - Type in the actual announcement content. This section works like a basic work processor.

Include Acknowledgement Text/Checkbox - Check the acknowledgment box if you want to force staff to read (not just close) an announcement and confirm they have read it.

Display in Past Announcements Page - Select what archive settings you want for this announcement.

Sview Previous/Future Announcements

Setup > Communications > Announcements

Active (1)	Future (0)		Inactive (1)		
Announcement Title	Report	Includes Poll?	Start Date	End Date	
10% Off All Spring Apparel (1 views)	0	No	3/26/2015	3/29/2015	×

Active - Announcements after being created. Future - Future date announcements Inactive - Announcements that have gone past their end date tab.

If you wish to delete or cancel an announcement click the red X button to the right of the announcement title.

S Create New Discussion

Setup > Communication > Discussion Categories

Add A New Discussion Category	
Name of New Category (new additions will initially be set to disabled)	
eg General Chat	
Category Description (Optional)	
	~
	\sim
Customers Can View / Participate In Category	
Trainers Can View / Participate In Category	
Add The New Category	

Discussion categories allow your customers and/or staff to hold conversations in the form of posed messages. When creating a new discussion category, add the name and choose if customer and/or trainers can participate in this forum.

Sview Discussions: Staff & Clients

a Community Discussion			
Discussion Home > What is your favorite workout?			
		Add New I	Discussion
Discussion Subjects In What is your favorite workout?	Last Post	Replies	Views
🖀 Treadmill! 🖉	By JacquelineCR Friday, November 11, 2016 10:15 AM	0	7

Staff View – **Reports > Community.**

Trainers can participate by clicking on the Add New Discussion button in the discussion forum they select.

Community Discussion		
My Discussion Settings Show My Photo Don't Show My Photo	Outside workouts Post your Outdoor workouts	2 Discussions
 Use My Real Name In Posts Use My Username edit 	Favorite Post Workout Meal	2 Discussions

Client View – **Discuss > Community Discussion**.

Clients can view all available forum and select their discussion settings. To add a new discussion, they need to select on the forum link and Add New Discussion.

Screate Club News

Add A New News Item		view past news
For Employees Only 0		
Show Who Posted The News ? 0		
News Subject	Club News Is Great!	
Add News Content Here.		<u>`</u>
Add News Item		

Main > Club News

To add a new club news item, click on the link Add New News Item which is located in the far right of the Club News tab.

For Employees Only – if checked, members will not see the news. If you are creating a news post that will be visible to members, they will be able to view this on their wellness dashboard.

Show Who Posted The News – will show the employee's name and photo.

News Subject – type the subject line and content you want to share. To complete, click on Add News Item.

SView Club News: Staff & Clients

Main > Club News

Date	News Item - Click To Read	For Employees Only?	Delete
10/10/2014	Mercy's Class 10/14/2014 10:00 AM CAN	CELLED 🤌	
8/20/2014	New News 🥔		*
6/4/2014	Hola amigo! 🥔		*
6/2/2014	Hello there. 🥔		*

Staff View – Main > Reports.

Trainers can view news item as well as edit them and delete (if they have the permissions).

Latest News

11/11/2016 - Gym Expansion!

9/6/2016 - Fundamentals of Yoga 9/6/2016 9:00 AM CANCELLED

8/24/2016 - Bathroom Reno

view all news

Client View - Home > Overview

Clients can view all available news items. To view past news they can select Home > Past News. Clicking the news link will show the content.

S Create A File Folder

Setup > General > File Folders

Create A New File Folder
Folder Name
folder name
Choose A Parent Folder.
Root Level (No Parent)
Select Who can See The Folder.
Select Who Should See It 🔽
Create New File Folder

Folder Name: Type in the desired name for the file folder.

Choose A Parent Folder: If the folder being created is a sub folder of an existing folder, select the name of the parent folder. If not, leave select as **Root Level (No Parent)**.

Select Who Can See The Folder: Select if members or staff are able to see the folder.

Supload A File To A File Folder

Setup > General > File Folders

🔜 Club File Storage			
		No Contraction of Con	oad A New File
		😑 Change File F	older 🛛 🗮 Delete File
File Name	Uploaded By		

To upload a file, select the Upload A New File link.

Upload A New File
Click Browse To Locate Files On Your Local Harddrive
Choose File No file chosen
Optional: Enter URL to link to
Choose The Folder You Want To Place The File Into A New Folder
Enter An Optional File Description
Upload or cancel

Click the **Choose File** button to search and select the desired file from your PC. There is an option to enter a URL link (this is not recommended as if someone removes the file from their site it will no longer be available). Select your file, then select the folder you wish the file to be stored in. You may also enter an optional file description. Finally, click **Upload** to upload the file.

Selection Important Files Widget

Setup > Staff > Files Widget

Add A File To The Files Dashboard Widget		
Select A File Category There are no files in this folder		
Current Files Shown On The Files Dashboard Widget (5)		
W Yummy Recipe	13 KB	×
😨 Black Friday Special_[1]11-24-2015.jpg	217 KB	×
😨 LetsDoThis.png	26 KB	×
	82 KB	×
📆 Gym FAQ	02110	

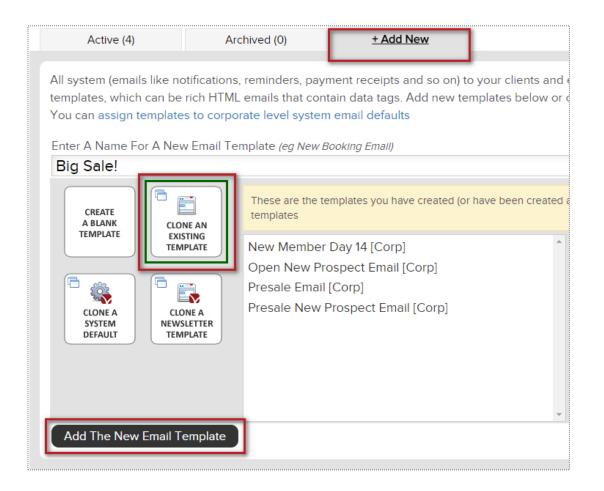
Important Club Files Yummy Recipe Black Friday Special_[1]11-24-2015.jpg LetsDoThis.png Gym FAQ Employee_Handbook.pdf

The files dashboard widget allows you to place specific files from your file store onto staff members dashboards. From the dropdown menu choose the folder, then the specific file. You do have the option to re-name the file for display in the widget. Click the **Add Selected File To Widget** button to save.

Staff members are able to access files from the widget by clicking the blue file name link.

Semail Templates

Setup > Communications > Email Templates



Click on the **+ Add New** tab to choose from the 4 ways to create a custom template:

Create a blank template, Cloning an existing template, Cloning system default template or Clone a newsletter template

Type the name of your new template and click on the button **Add The New Email Template** to save and continue.

Semail Templates

Setup > Communications > Email Templates

General	Editor	Tag Info			
Insert a tag	~	Insert an image		~	Save
•/> •1_ B I	Ŧ ≔ = ≂ r	≡ 🖬 🖽 00 ़ 📻 — ∆ a‡	Aa		
Can't view this email p	roperly? [viewinbrowser]				
[header]					
Hello Custom	erl				
Don't Miss ou	t on our <u>BIG SALE</u> !				
Visit our Webs	<u>site</u>				
	EN UN SUN	D OF IMER LE			

Click on the **Editor** tab to proceed adding the content for your email template.

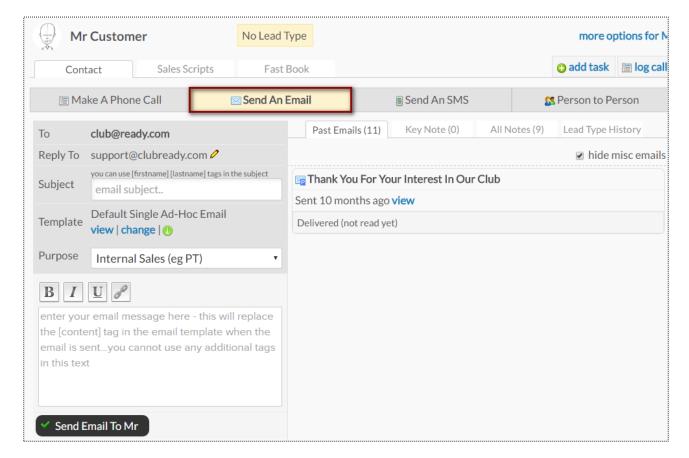
Choose from **Inserting a Tag** or **Inserting an image** to display for your users.

NOTE:

- Avoid using copy + paste from Microsoft Word.

Individual Emails

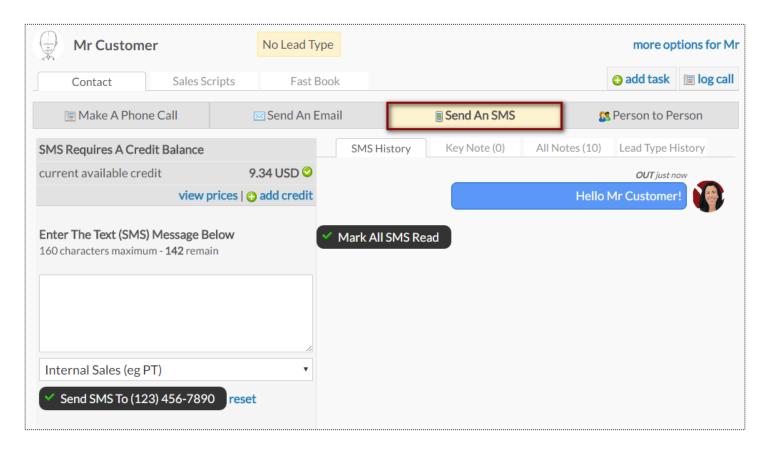
Prospect/Member Account > Work It



On the left you will be able to send an email to the client. On the right you will see a list of all the email correspondence between the client and staff for this task.

Individual Texts

Prospect/Member Account > Work It



The SMS (Text Message) screen will allow you to send a text message to the client and keep a log of both the staff and client responses for this task.

Semail Blasts

	E	Custom	er Looku	р	
	М	y Saved Fi	lters (0)	~	
	Se	arch By N	ame	~	
	ty	pe name			
		<u>.</u> 3 N	latches	X	
Tasks (248)	Email	Text (SMS)	Phone	Postal Mail	Map
Send An E	Email Blast	To The Filtered I	.ist		go to email q
Reply To:	manager@	clubready.com (not	default) 🖉		
cc:	staff mem	ber sending blast if t	heir email is ava	ilable	
Subject:	note - you can	use [firstname] [lastname] ta	gs in the subject line		
Email Template:	Customer	/Member Email Blas	t (ClubReady Sy	stem Default) view	template change 🚯 info
Purpose:	Internal	Sales (eg PT) [syste	m] •		
The selected e	mail templat	e contains a [conten	t] email tag and	requires that you en	ter content below.
Lice Previously	Saved Emai	l [content] Tag Text	.		
BIU		recontent ing rext			
Email Content has	s a limit of 70)00 characters			
			ace the [conten	t] tag in the email ter	mplate when the emails are senty
cannot use any a	dditional tag	is in this text			
Save this content	text to use ag	ain later			
Extend expired log	gins when ema	iling			
Send this email bla	ast even to peo	ople who have opted ou	t from emails		

Prospects/Members > Email

Your email blast will attempt to send to all of the prospects/members that are showing in the lookup list at the time you send your blast, so filtering will allow you to email a target audience. To start narrowing who will receive an email blast, click on the 3 bars. This will provide you with options to narrow the search.

Select, or fill in, the following fields: **Reply To**, **Subject**, **Email Template**, **Use Previously Saved Email** (If you have saved any email content previously you can select this saved text from the drop-down box).

Other selections will include:

Save this content text to use again later - If you are going to send this out on a regular basis.

Extend expired logins when emailing - If you want to extend the client's access to their login area.

Send this email blast even to people who have opted out from emails - This option is typically used for notifying clients of past due or collections status issues.

Sect Blasts

Prospects/Members > Text (SMS)

Customer Lookup	
My Saved Filters (0)	\checkmark
Search By Name	\checkmark
type name	
🙎 3 Matches 🛒	

Tasks (197)	Email	Text (SMS)	Phone	Postal Mail	Мар	
Send A T	ext Blast To	The Filtered Lis	t			go to sms queue
current cre	dit available 9	.60 USD (480 messa	ges)			view prices add credit
P A maximum of 2	Promotional SN	1S messages can be ser	nt to any user in	any 7 day period.		
📍 A sufficient credi	t balance is nee	ded for SMS messages	to be sent.			
SMS Blast messa window opens.	ges are only ser	it from 10am EST to 10	0pm EST - you c	an send a blast outside	those hours and it	will be sent when the send
Enter Text (SMS)	Message Bel	ow				
(160 characters max messages	imum - 145 rer	nain - remember tags n	nay take more or	r less chars when repla	ced) show me the	tags I can use in text
Select A Purpose:	Internal Sale	es (eg PT) [system]	~			
Hi [firstname],						
						0
Send Text Me	ssage (SMS) E	Blast				

To start narrowing who will receive a text blast, click on the 3 bars. This will provide you with options to narrow the search.

The screen will display the current amount of credit available and allow you to view prices and add credit.

The last section is where you will actually compose the message. Click the button **Send Text Message (SMS) Blast** to start the send process.

Send Queue

Reports > Communications > Live Send Queue

è Con	nmunications Live (Queue			
	· · · · · · · · · · · · · · · · · · ·	s currently in the queue t nail blast and want to stop		anything in the queue if it has not yet been sent. For example - this is useful	
	<u>Email</u>	SMS (Text)	Mobile Push		
Bla	ck Friday Sale!! sent b	by Jacqueline Armstrong	g on 11/2/2020 to 1 people ·	e - scheduled for 11/2/2020 2:09:48 PM 🗸 😢 Kill this Blast	
	Select All	transactional blasts		Refresh Queue Delete Selected Items	

The queue will display all communications currently being processed or are waiting to be sent out. You can view the different methods of communications in queue from the tabs on the top: **Email, SMS (Text), and Mobile Push.** Using the drop-down menu you can view all of communications in queue or filter down to view only specific communications.

Settings

Setup > Communications > Communication Settings

Basic Email Settings	
Your Default Emails Reply To Address (every mail type can have its own from address, plus other options. This is the fall back default)	support@clubready.com eg info@yourclub.com
Email Friendly From Name 0	ClubReady Fitness eg My Name or My Company Name
Default Email Signature (the mail tag [defaultsignature] is replaced by this)	Yours In Health And Wellness ClubReady Fitness
Contacts From Login Area Are Sent To 🕚	yourclubinfo@clubready.com

Your Default Emails Reply To Address - email address that will be the default used for all emails sent from the system unless you specify a different email under each email defaults.

Email Friendly From Name - the name that you would like your clients to see in the from field when they open their email.

Default Email Signature - what you would like clients to see for your email signature. In any email blast you can use the tag [defaultsignature] tag instead of typing your signature in each email template or blast.

Contacts From Login Area Are Sent To - When clients reply back this will be the email address these responses are sent to.

Sembers Weekly Email

Setup > Communications > Communication Settings

Customers Weekly Email	
whatever you want using email HTML templates. To set the	il / newsletter. You can design the look, branding and content to be e mail template that is used for weekly emails go to system emails tags exist that enable you to make this email a rich source of nd so on.;
Weekly Emails Active? 🛈	Yes No
Day of Week Email Is Sent 🛈	Monday •
Weekly Email Subject Line	Your Weekly Fitness Update eg Your Weekly Fitness Update

Weekly Emails Active? - select this check-box if you want to activate weekly fitness email tips.

Day of Week Email Is Sent - select the day you want the fitness email to be sent

Weekly Email Subject Line - you can change the title of the weekly fitness email

System Emails

Setup > Communications > System Emails

Default New Prospect Email ENABLED

This is the default email setting when adding new prospects. Each prospect type can either send no email, use these defaults or have their own settings. If no prospect type is defined then these default settings are used. If a default prospect type is defined then the setting for that prospect type will be used.

Email Subject	Thank You For Your Interest In Our Club
Default Email Reply To Address	yourclubinfo@com.com
Email And Reply To Address Options	 Always send from default from address
(default will be used if other options are not	 Send from assigned sales consultant
possible due to lack of email address etc)	Send from default but cc assigned sales consultant
\wedge Any template used by this email type must of mail tags will shown in the drop down of available	ontain the following email tags [unsubscribe] - only templates that contain these ble email templates below
Emails Use This Email Template view I add new	New Prospect Email [System Default] 🔹
Optional Email Attachment	No Attachment 🖉
✓ Update This Email Type	
	manager@clubready.com
	Send A Test Email

System emails are the type of emails that ClubReady sends (mostly automatically) as part of the day to day operation of a club.

This allows you to have full control over the branding of all emails that are sent.

From the system email settings screen you are able to adjust the following:

Email Subject Default Email Reply To Address Email And Reply To Address Options Required template tags Emails Use This Email Template Optional Email Attachment

Second SMS Credits

Setup > ClubReady Invoices > Add Credit

ClubReady Invoices /	Billing				
Unpaid (0)	Paid (0)	Add Credit	Payment P	references	
current credit available 909.49 USD					
Communications Price	e List (In USD \$)				
SMS Text Messages				0.02	each
Add Additional Credit Bala	nce To Account				
An available account balance is need	led to use any of the services list	ted above, as services are consu	imed the available	e credit balance is reduced.	
Credit Amount To Add				USD (\$)	
SECURE			📖 👥 🐄	AT DEG NEX	
Card Type			Select	¥	
Card Number					
Card Expiration Date			1 - January	✓ 2016 ✓	
CVM Number (on back of card)			what	at is this?	
Name On Card					
Street Address					
Postal Code					
Make This The Card On File ?			Z securely store	ed with 256 bit encyption. Only 1 card can be	stored.
			Click To A	dd Credit	

The top of the screen will show the current amount of credit available. The next section Communications Price List (In USD\$) will provide the cost per type of communication (SMS).

If you need to purchase communication credits scroll down to the next section **Add Additional Credit Balance To Account**. Enter in the amount of credit you will be adding in dollars (USD) and select whether you the credit card on file to be charged. If you have a credit card on file it will be displayed on this screen.

S ClubReady

Agreement Write Up

SWrite Up New Agreement – Search For User

Main > Write up New Agreement > Search for client

Mr	Customer	
*11	customer	
Before Procee		tion Please Confirm Their Details
	First Name and First Name	Mr
	Last Name con ∉ include in duplicate search	Customer
	Gender 🚥	AMALE DEFMALE
	Email	customer@cp.com
	Cell Phone	85512147946
	Home Phone	
	Work Phone	
	 Include in duplicate search Date Of Birth 	
		1 Main Street
		Anywhere
	State um	
	ZIP Code um	(and the second s
	Drivers License No.	
	Barcode	
	External User ID	

All fields that have the required red icon (**REQ**) need to be filled out. Once you have verified all information click **Confirm** to continue.

Se Write Up New Agreement

Select Plan > Adjust Pricing & Pay Dates

Write Up A New Agreement For Mister Customer [54307259] Step 1 Step 2 Step 3 Agreement Setup Review & Finalize Complete	Step 1: After selecting the Sales PackageFolder and desired package you will betaken to the Write Up A Agreement Forscreen.
8 Classes Per Month (auto renew) (\$118.30) choose a different sales package go to setup for this sales package 8 X RH Class Credit classes	Included Amenities - If the package selected includes amenities, these will be listed here.
Installment Duration 1 Month : Credits must be used within 31 days of purchase Buyers Name	Buyers Name - You can change the buyers name if they are different than the customer.
Mister Customer	

Section: Agreement Classification: Post Date Agreement

Select Plan > Adjust Pricing & Pay Dates

Agreement Classification	Minimize Agreement Classification	<
Start Date 3/29/2019		
Select Classification		
Upgrade Downgrade Renewal		

Agreement Classification - You have the ability to mark the current agreement as either a New, Downgrade, Upgrade or Renewal agreement. From here, you are able to adjust the Start Date if it is different from the date the agreement is written up. For example, you may start a renewal agreement for a member in the future while allowing their current agreement to expire.

Severation Write Up New Agreement

Select Plan > Adjust Pricing & Pay Dates

Oppor	tunity Setup			minimize installment list
\$	Update All 6 Installmen	ot Prices		
	#1	Down	\$ 50	11/10/2017
	#2	Draft	\$ 50	12/10/2017
	# 3	Draft	\$ 50	1/10/2018
	#4	Draft	\$ 50	2/10/2018
	# 5	Draft	\$ 50	3/10/2018
	#6	Draft	\$ 50	4/10/2018
A	uto-Renew Evergreen explain	Yes 🗃 No		(Basic Membership Plan) At \$ 50
A	nnual Enhancement Fee		Yes No \$ 50	on 5/10/2018 every 12 months
Term To	otal Price		\$300.00	
Term A	mount Paid Today		\$50.00	
Amenit	ty Term Total		\$0.00	
Amenit	ty Total Today		\$0.00	
Subtota	al		\$50.00	
Sales Ta	ax		\$0.00	
Accoun	nt Credit Balance		\$0.00	
Total	Due Today 오		\$50.00 📼 PTP Op	Ation

Opportunity Setup - Shows initial planned payments and their due dates. You have the option to adjust both the amount coming due and their due dates. **Auto-Renew Evergreen** - The status of an auto-renew agreement will be detailed here. Select **No** if the customer does not want this agreement to be on Auto-Renew.

Enhancement Fee - If an Enhancement Fee is included in this package it will be detailed here.

Second Apply a Package Discount

Select Plan > Adjust Pricing & Pay Dates

Opportunity Setup		Select Package Discount 🔹	Enter Promo Code Apply Discount Reset
# 1	Down	\$ 29.99 + tax	11/10/2017
Total Price (taxed @ 7.000%)		\$29.99	
Amenity Term Total		\$0.00	
Amenity Total Today		\$0.00	
Subtotal		\$29.99	
Sales Tax		\$2.10	
Account Credit Balance		\$0.00	
Total Due Today 오		\$32.09	

Opportunity Setup - The initial planned payments and their due dates will be listed. You have the option to select a package discount from the drop down and add a promo code. Click **Apply Discount**.

Sales Package Discounts - https://clubready.zendesk.com/hc/en-us/articles/360041817232-Sales-Package-Discounts

Second Apply a Package Discount

Select Plan > Adjust Pricing & Pay Dates

Opportunity Setup	Brooks Discount	Enter Promo Code	Apply Discount Reset Discount
#1	\$ 29.99 + tax	\$26.99	10/2017
Total Price (taxed @ 7.000%)	\$29.99	\$26.99	
Amenity Term Total	\$0.00	\$0.00	
Amenity Total Today	\$0.00	\$0.00	
Subtotal	\$29.99	\$26.99	
Sales Tax	\$2.10	\$1.89	
Account Credit Balance	\$0.00	\$0.00	
Total Due Today 🛇	\$32.09	\$28.88	

Once applied, it will automatically display the discount.

Swrite Up New Agreement

Assigning Sales Commission & Member Contact

Responsible Staff	ę	
Choose staff for sale		
Assign Staff		
Choose staff member		
Optional Note		
Enter an optional note here		
SAVE AND GO TO STEP 2 - Review & Finalize		

Select the **Responsible Staff** who will receive the full commission. If you wish to split the sale with another employee, select **Split sale between staff** and choose the staff from the second drop down. For follow up tasks choose from the **Assign Staff** drop down. You may add a note in the field under **Optional Note**. Once you are finished click the button **SAVE AND GO TO STEP 2 - Review & Finalize**.

Swrite Up New Agreement

Review Terms > Take Signatures

Write Up A New Agreement For Mr Customer [17	232421]	P
Agreement Setup Review & Finalize Complete		SECURE
Review hide review details		\mathbf{i}
Membership 1: 4 Classes a Month (x 3 Installments)	First installment payment is today for \$87.00	
2 Total initial term price is \$261.00	Followed by 2 monthly installments.	
Total number of sessions is 12 over the term	Then auto-renew at \$87.00	
Total Down Payment Today \$87.00	The next automatic installment is on 8/11/2017 for \$87.00	
Total Down Payment Today \$87.00 Agreement	The next automatic installment is on 8/11/2017 for \$87.00	V
-		1
I his agreement requires 5 signatures - Signature capture	method - SMS Validate & Typed Signature or switch to On-Screen Signature inste	ead
UNSIGNED AGREEMENT PDE CLICK TO REVIEW & SIGN	ATURES	

Take a minute to review the terms of the agreement and confirm they are accurate.

Select here to open full agreements for signatures.

Search Taking Signatures

Review Contract & Take Signatures

🔀 View Unsigned Agreement 🔤	
jump to signature 🔹 🔟	
that if at any time I believe conditions to be unsafe, I will immediately discontinue further participation in the Activity.	•
2. I FULLY UNDERSTAND that: (a) Parties Activities involve risks and dangers of SERIOUS BODILY INJURY, SICKNE'S DISEASE, INCLUDING PERMANENT DISABILITY, PARALYSIS AND DEATH ("Risks"); (b) these Risks and dangers may caused by my own actions, or inactions, the actions or inactions of others participating in the Activity, as well as those or Parties, the condition in which the Activity takes place, conditions in the club, the actions or inactions of any other third or THE NEGLIGENCE OF THE "RELEASEES" NAMED BELOW; (c) there may be other risks and social and economic either not known to me or not readily foreseeable at this time; and I FULLY ACCEPT AND ASSUME ALL SUCH RISKS A RESPONSIBILITY FOR LOSSES, COSTS, AND DAMAGES incurred as a result of my Participation in the Activity.	ay be of
3. I HEREBY RELEASE, DISCHARGE, COVENANT NOT TO SUE, AND AGREE TO INDEMNIFY AND SAVE AND HOI HARMLESS	LD
Parties, their respective administrators, directors, agents, officers, volunteers, and employees, other participants, any sp advertisers, and if applicable, owners and lessors of premises on which the Activity takes place (each considered one of "Releasees" herein) from all liability, claims, demands, losses, or damages on my account caused or alleged to be cause whole or in part by any person for any reason or otherwise, including negligent rescue operations and further agree that if despite this release, I, or anyone on my behalf makes a claim against any of the Releasees named above, I WILL INDEMNIFY, SAVE AND HOLD HARMLESS EACH OF THE RELEASEES FROM ANY LITIGATION EXPENSES, ATTO FEES, LOSS LIABILITY, DAMAGE OR COSTS ANY MAY INCUR AS THE RESULT OF ANY SUCH CLAIM. I HAVE READ THIS AGREEMENT, FULLY UNDERSTAND IT'S TERMS, UNDERSTAND THAT I HAVE GIVEN UP SUBSTANT BY SIGNING IT AND HAVE SIGNED IT FREELY AND WITHOUT ANY INDUCEMENT OR ASSURANCE OF ANY NATURE AND IN	Electronic Sign
BE A COMPLETE AND UNCONDITIONAL RELEASE OF ALL LIABILITY TO THE GREATEST EXTENT ALLOWED BY LAW THAT IF ANY PORTION OF THIS AGREEMENT IS HELD TO BE INVALID THAT THE BALANCE, NOTWITHSTANDING, SH IN FULL FORCE AND EFFECT. Mr Customer	
	cancel
05/11/2017	

Take the member's signature using the signature capture method setup for your club. .

When performing a phone sale, you have the option to skip signatures. Next time the member checks in, they can sign the agreement.

Electronic Signature 1 of 1	CLICK TO SKIP THIS SIGNATURE
Sign here!	
M Caston	
-	

Finalize The Agreement

Take Payment & Finalize the Deal

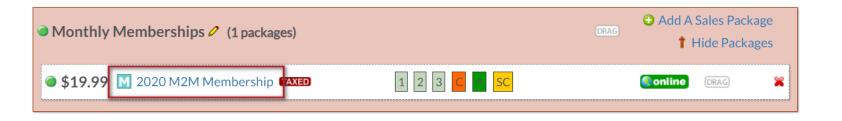
AT POS		
CARD	BANK ACH CHECK CASH	
🔺 no paymei	nt method is selected yet	

Different methods are available for you to take payment from this screen.

NOTE: If your member wishes for another member to pay for the agreement then select the **Member** box to the right. This is considered to be your 'Other User'.

Seccess Online Sign-Up Links

Setup > Sales > Sales Packages



Locate the sales package and click on its name. Next, click **Installments** tab.

	x 1 - Single Package	e - No Installments	() online	1	×
Er	nabled For Sale	Yes No			
In	stallment Price	\$19.99 Each Installment (100% of defa	nult package price)		
Тс	otal Length Of Term	1 Months		0	
A	ny Session Credits Get Assigned	All up front - even if installment is not	: paid		
Se	etup Fees	None			
Er	nhancement Fee	None			
In	-App Purchase Enabled	Yes No Contract Template: No C	Contract Is Used ~		
6	Online Signup Enabled	YES - https://www.clubready.com/ge	tstarted/2829/437839/	0	

Click or copy and paste the link into a web browser. The online sales package will appear for you to preview it. Use the link on your **website**, **email blast or social media**.

S Managing Agreement – Draft Status

Member > Agreement > Full Details



Scroll down the Agreement Summary page to the **Draft Status** field. Click the edit pencil to start the disable or enable the draft process. A mandatory note is required to disable the draft. Click **Update Draft Status** button to save your change.

S Managing Agreement – Auto Renew Evergreen

Member > Agreement > Full Details

(6) x 1xWeek 30 M	
Agreement Document	agr927-4077574-9193306-c1934-sg2069.pdf 1 electronic signatures Regenerate this document (CR staff)
Sale Date	11/7/2016 2:30 PM (4 days ago)
Customer	Mr Customer [12470635]
Draft Status	Active 2
Auto-Renew Evergreen	Yes 🖉 🚤

To edit the **Auto-Renew Evergreen** status click the edit pencil next to Yes/No. Yes means this agreement will auto-renew once the term is fulfilled and No means this agreement will only bill through the initial term and billing will stop. You may include an optional note describing why you are editing the auto-renew status. Choose to send an email notification to the customer about this change.

Notes:

Turning OFF auto-renew does not mean the agreement is cancelled. All invoices that are already generated under the agreement Invoices page will still be attempted.

Turning ON auto-renew will generate invoices automatically based on the last unpaid invoice on the account. Please confirm under invoices that there is a future unpaid invoice that will be automatically picked up to use as the auto-renew invoice moving forward. If there is not a future unpaid invoice you will need to <u>Manually Add A New Invoice</u>. Auto-Renew means that once the last shown invoice is paid, the system will generate the next invoice automatically. These invoices will continue to generate until the agreement is cancelled.

S ClubReady

Member Management

Solution Invoice Adjustments

Member > Billing > Invoices > Edit Pencil

5/1/2018 \$44.0	00 #97970023 MTM Deluxe Package 🔬 🦉 <	Due on 5/1/2018 Membership		
#76423266 Adjust Invo \$9.95 / Base Monthly / Due				
	Options For Adjusting This Invoice			
Yes No	Automatically Draft This Invoice When Due			
	Note - you can turn off all drafting for this agreement from the summary side-menu option	Selecting the option Adjust The Invoice Details will		
> •	Adjust The Invoice Details (Amount or Due Date)	update the screen to display all options you can		
0	Cancel The Invoice	adjust for this one invoice. Make the desired		
	Action : Change Package / Invoice Due \$ Amount / Due Dates	changes to the invoice. Click the Update button to		
	9.95	save changes.		
Amount Due :	No Sales Taxes V \$			
Due Date	6/4/2017	NOTE: Cancelling an invoice does not cancel an		
Change Package Typ	Base Monthly •	agreement.		
Optional Note				
	Vpdate or cancel			

Sefund an Invoice

Member > Billing > Invoices > Select Invoice ID #> Issue A Refund

Invoice Detail (#76811337) PAID 🔗 🛒				
Name	Mister Customer			
Amount	\$180.00 🔳 Issue A Refund			
Payment Due Date	5/11/2017			
Detail	30Min Personal Training 4xMonth (monthly)			

After select the blue invoice id#, Select **Issue A Refund** for refund options.

NOTE: ACH Transactions must settle prior to processing the refund.

#76811337 Refund Paid In	voice Mister Customer
\$180.00	
30Min Personal Training 4xMon	th (monthly)
Paid 5/11/2017 By Cash	
	Customer Refund
Refund Method	Select •
Send Notification Email Partial Refund	Select Cash Written Check Client Credit Balance
	Status of any associated bookings / credits
Past bookings	0
Future bookings	0
Booking Credits	4 credits will be automatically deleted
Optional Note	
	Refund \$180 or cancel

From this detail screen, select the desired form of payment to be refunded back to the member. Options will be **CC/Bank ACH on file, Written Check, Cash, or Client Credit Balance**. You may also choose to send an email notification or leave a note. To finalize, click the **Refund** button.

NOTE: Client Credit Balance does not refund back to the credit card. This option is to apply store credit to their ClubReady account.

Section Adding a New Invoice

Member > Billing > Invoices

🗟 📆 🖂	Show All	• • • • • • • • • • • • • • • • • • •	Add A New Invoice So To POS
14 Invoices			
Due ≑	Amount	Detail	Status
5/10/2017	\$0.00	#76759669 New Member Consultations 🛛 🛃 🧷	Free - Wednesday, May 10, 2017 12:00 AM

Once you are on the Billing screen, click the Add A New Invoice button.

NOTE: Adding a new invoice does not initiate a new agreement.

Section Adding a New Invoice

Member > Billing > Invoices > Add A New Invoice

Add A New Invoice	
Don't Tie To An Existing Agreement	•
Select Sales Package or Fee Type	
None	
Cancellation Fee	- 1
Freeze Fee	-
Enter Invoice Description	
Enter Invoice \$ Amount \$	
Enter Payment Due Date 6/9/2017	
Enter An Optional Note	
Create New Invoice or cancel	//

You have the option from here to **Tie to An Agreement**, **Select A Sales Package or Fee Type**, **Invoice Description**, **Invoice Amount**, **Payment Due Date and an Optional Note**. To finalize, click **Create New Invoice**

Ş Freeze an Agreement

Member Account > Agreements > Full Details > Freeze Options

Detail	Agreements (2)	Bookings (0)	Notes (9)	Files (2) Ta	sks (0)	Past 30 Days	
C		154. 5/10/2017 ends 3,					
WORK IT	GO POS NEW DEAL	BILLING BOOKING	S PRESENT	PROFILE ALL DETAIL	LEAD HIS	г	
greements	List						
5/11/2017	Active	Draft		\$1,080.00 (#4920210) 6 x 301 agr5844-15430951-1 ELECTRONIC SIGN	11174724-c2	al Training 4xMonth (monthly) 쬔 20273-sg2402	Full Details
-	Freeze Option						
freeze puts	an agreement on	hold for either a s				be reversed or updated at any la r Of Months © Freeze Indefinit	
			Start Freeze	 Immediately 	On A Fut	ture Date	
		Charge A One Ti	me Freeze Fee	\$			
				\$			
		Monthly Fre	eze Invoice At	Ψ			
		Monthly Fre Email A Notificati			r.customer	@email.com	
			ion Of Freeze?	Yes No to m	r.customer	@email.com	
		Email A Notificati	ion Of Freeze?	Yes No to m		@email.com ned freeze agreement	

From this screen you can select the following: Freeze Type, Start Freeze, Charge A One Time Freeze Fee / Monthly Freeze Invoice, Membership Expiration, Email Notification of Freeze.

To complete the freeze process click the **Implement Agreement Freeze** button.

Suffreeze an Agreement

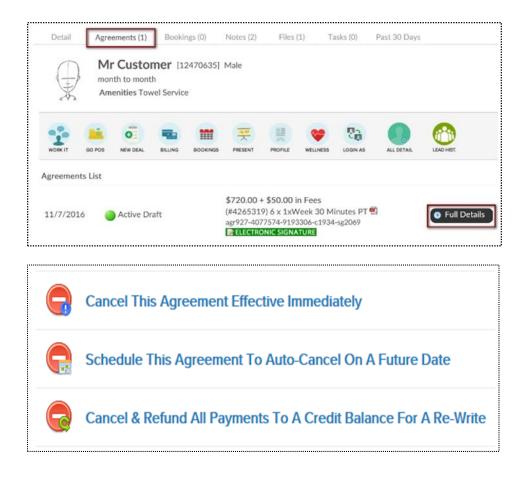
🚔 Mr Customer		an all an airms Charabiana Lara			
Select Other Agreements ~		go all sessions & bookings go all invoices & payments O Go B			
Agreement Summary	Currently Frozen Since 11/9/2020 by	Jacqueline Armstrong - Frozen For 2	2 Months		
Notes	10				
Invoices	6	Remove The Freeze			
Payments	3 Agreement Auto-Renew Status After Freeze Removal	On Off (this was the state prior to the f	reeze)		
Declines Credits / Bookings	Adjust Membership Expiration Date	11/30/2020 make it 30 days from today	y		
Refunds	1 Previously Paused / Moved Invoices That Will Be Impacted	Detail	Original Due	Unfrozen Due Date	
Files		Basic Membership Plan 🔸 (was pushed out)	1/25/2021	3/25/2021	
	Add an optional internal note			li	
		 Remove The Agreement Freeze (un-freeze) 	eeze)		

Member Δ count > Δ greements > Full Details > Remove Freeze

From this screen you can select the following: Agreement Auto-Renew Status After Freeze Removal, Adjust Membership Expiration Date, option to adjust the invoices that will be placed back in 'active' status and Add an optional internal note. Click Remove The Agreement Freeze (un-freeze).

Second Address Cancel an Agreement

Member Account > Agreements > Full Details > Cancel This Agreement



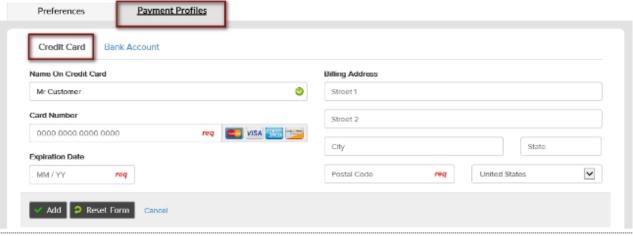
Cancel This Agreement Effective Immediately: This agreement will be cancelled today. All unpaid invoices will be cancelled.

Schedule This Agreement To Auto-Cancel On A Future Date: This agreement will be auto-cancelled on a future date you select. The agreement will not change until that date.

Cancel & Refund All Payments To A Credit Balance For A Re-Write: All paid invoices will be refunded to a customer as credit balance.

Second Credit Card On File

📃 📰 Bill	ling	戻 Bookings	徽 General	Check-in
7 0	Invoi	ices / Payments /	Refunds / Transa	action Ledger
	Agre	ements (0)		
	Cust	omer Notes (4)		
	Selec	ct In Point Of Sale	2	
	Writ	e Up A New Agre	ement	
	Payn	nent Details On F	ile	
i				



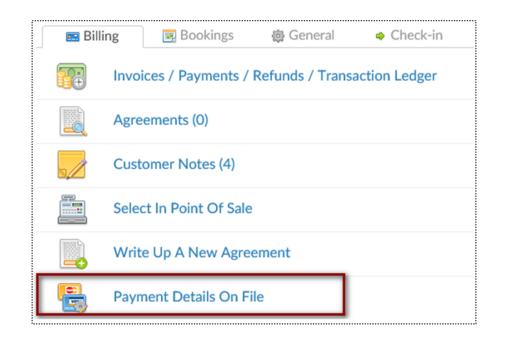
Member Account > All Detail > Billing > Payment Details On File -

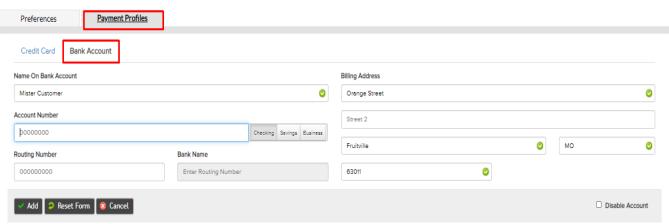
Choose the desired payment preference and click "Click To Update Payment Preferences".

To add a new credit card select **New Payment Profile** button. Click on **Credit Card** tab to enter the client's credit card information.

Select the **Add** button to save the information. If you just need to update the expiration date click the edit pencil next to the existing payment profile.

Second Add/Update ACH On File





Member Account > All Detail > Billing > Payment Details On File – Choose the desired payment preference and click "Click To Update Payment Preferences".

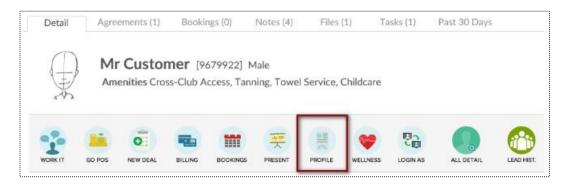
To add a new bank account select the **New Payment Profile** button.

Click on **Bank Account** tab to enter the client's bank account information.

Select the Add button to save the information.

Q Update Member's Profile

Member Account > Profile



First Name	Mr	
Family Name	Customer	
Address	111 street st	
City	st louis	
State / Province	MO	
ZIP Code	63116	
Preferred Contact Method	Select	
Phone	(314) 457-5454	
Cell Phone		
Work Phone		
Email Address	mrcustomer@clubready.com	

The options available to edit are **Member Type**, **Name**, **Address**, **Phone Numbers**, **Email**, **Emergency Contacts**, **Date of Birth**, etc. To save your changes, click the button **Click to Update**.

Sedit Membership Status

Member Account > All Detail > General > Edit Membership Status

	ers membership expiration date. You can manually edit this date below, but it will also be duled payments or the status of any responsible member. Inactive members can be reclassit	ied as
Active Member - Buying Services		
Member Since Date	2/13/2015	
Membership Expiration Date	1/21/2017	
Internal Prospect Type	PT Training Prospect	
Add A Note (Optional)		

Member Since Date - This date is set by the member's original membership purchase date. You may alter manually here.

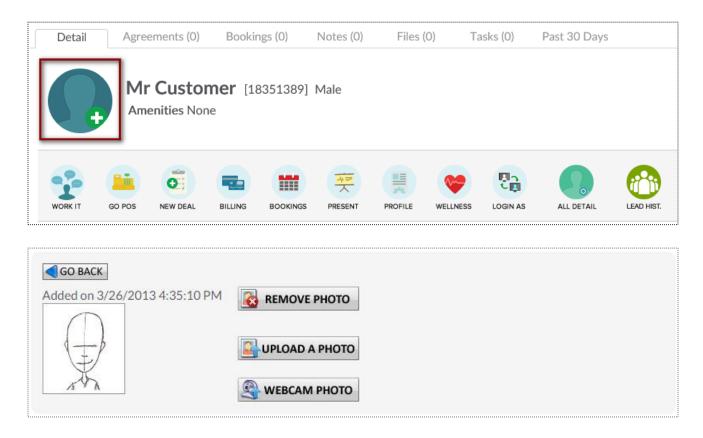
Membership Expiration Date - This date is based off of the member's membership package. Adjust the expiration date on PIF (Annual) members to **1 year after Opening Day**.

A Note - This allows you to create a note when making any adjustments to the membership status.

Click **Update Status** to save your changes.

Second A Photo

Member Account > Green Plus Sign



Click to Upload A Photo or Webcam Photo button and the photo will be successfully added to the client's profile.

Sember Notes

Member Account > All Detail > Member Notes

MR CUSTOMER	
Select A Note Type 💟 Was There Any Contact Involved?	
Add a new note here	^
Add FYI : Adding a note from agreement detail will tie notes to an agreement	~
No Category Filter	e
■ NOV 21st 2016 : 9:05 AM M Email Blast : Holy Cow don't miss out! by : Natasha C.	0 🗙
Receipt Status : Currently Unknown view the email that was sent	

Select A Note Type from the first drop down menu and indicate if there Was There Any Contact Involved with the member from the second drop down menu. Type your note into the text box and click Add to save the note.

Second Add a Member Alert

Member Account > All Detail > General > Alerts

MR CUSTOMER

Alerts allow a note to be added for a customer that is visible in schedules and at check-in. Alerts can expire, after which time they will automatically be deleted. For customer self check an alert can show on the check-in screen visible to the customer (eg - Please talk to the front desk about your account). Alerts are not visible to customers, beyond any text made visible at customer self check-in.

Add A New Alert For MR				
	\bigcirc			
Expires (mm/dd/yyyy) - <i>Leave blank for no expiration</i>				
Notify Customer At Self Check-In				
Add Alert				
Existing Alerts				

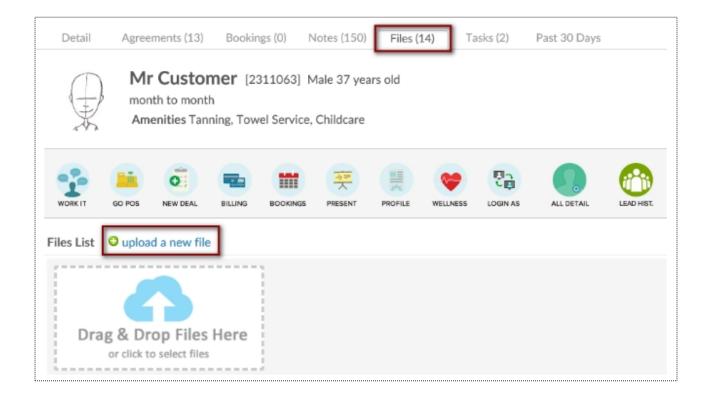
This **Alerts** function is particularly helpful in reminding staff to take a member's signature on an unsigned agreement. (Such as when the agreement was sold over the phone)

The Add A New Alert field allows you to enter a new message for staff.

The **Expires** field allows you to enter the date you wish the alert to expire. Leave this blank for if you do not wish for it to expire. The **Notify Customer At Self Check-In** box allows you to enter the message you wish the customer to see. If selected the customer would immediately be notified, upon check-in, of the alert.

Supload File To Client's Profile

Setup > General > File Folders



Under Prospects or Members/Customers search and select the desired client. Click the Files tab above the customer name. You may now drag the file from the folder where it is saved on your PC and drop it in the files box or click the files box to search and select the file saved on your PC. The file will appear on the page as a link which can be selected to download the file. Also record of who added the file and when the file was added is located to the right of the file link.

Semail Login & Reset Password

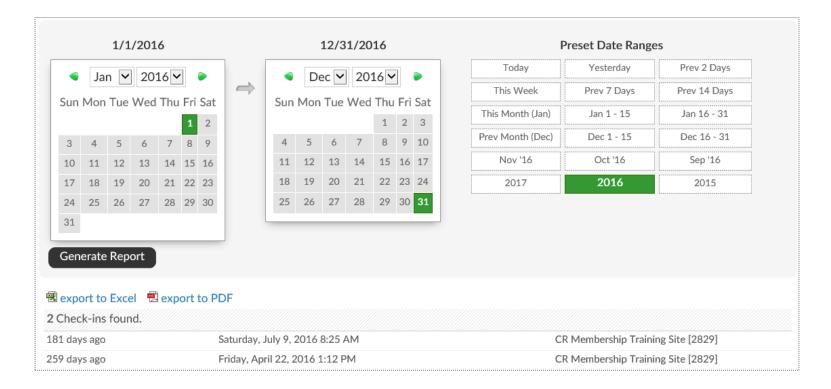
Detail	Agreements (1) Bookings (0)	Notes (0)	Files (1)	Tasks (0)	Past 30 Days	
	Mr Custo month to mo Amenities To		Male				
	O POS NEW DEAL	BILLING BOOKINGS	PRESENT	PROFILE WELLN	ESS LOGIN AS	ALL DETAIL	LEAD HIST.
	📰 Billi	ng 📑 Book	ings 🛛 👼	General	Check	k-in	
	Ę.	Access Their Lo	gin Area				
	27	Edit Their Profi	e				
	2	Edit Status					
		Customer Note	s (O)				
	Æ	Alerts (0)					
	<u>0</u>	Amenities					
	PRESENT	Choose From A	vailable Pre	sentations			
	<u></u>	Update ID Phot	o				
		Send A Text Me	essage				
	R	Upload Files					
	2	Email Their Log login details ser		Password	◄	-	

To access this screen click search and select the desired client. Verify the client has an email address, if not click the edit pencil to enter one. Click the **All Detail** button.

Select the link for **Email Their Login & Reset Password**, a confirmation message *login details sent* will appear.

Sview Check – In History

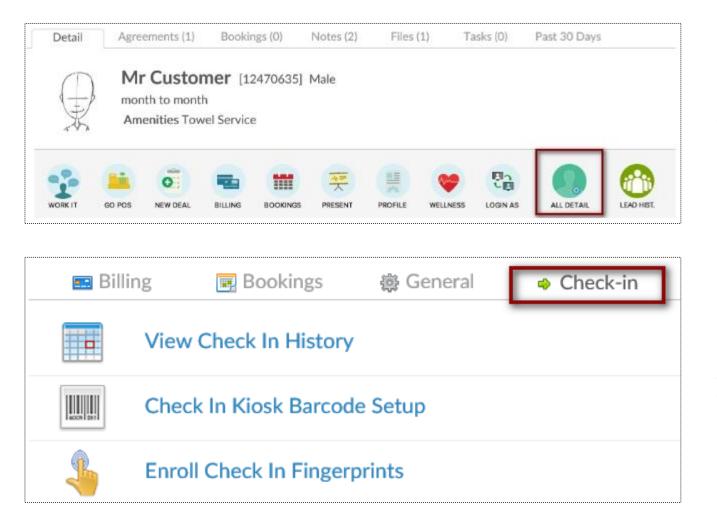
Member Account > All Detail > Check In > View Check In History



To generate this report, select the date range and click to **Generate Report**. The results will display on screen and show the number of check-ins, date of the check-ins, and the club location of the check-ins.

This data can also be exported by clicking on **export to Excel** or **export to PDF** and will contain the same information as the on screen report.

Supdate Barcode/Fingerprint

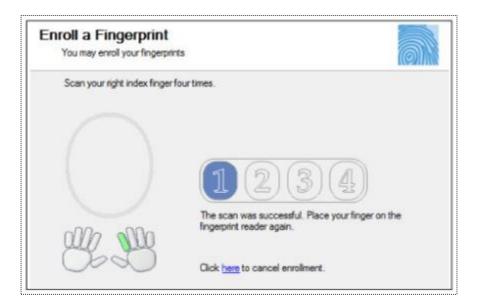


Find the Prospect or Member/Customer you wish to assign or update a barcode for. Click on the **All Detail** button > **Check In** tab.

Choose if you are needing to update their barcode or fingerprint. This will be prompted by your Check In Web Kiosk settings under the Setup tab.

Supdate Barcode/Fingerprint





Manually Enter Barcode - type in the barcode number

Generate And Assign a Barcode - Have ClubReady assign a barcode number Scan And Assign An Existing Barcode - If you have a ClubReady approved keytag scanner (not orbital) you can scan the barcode after clicking this option

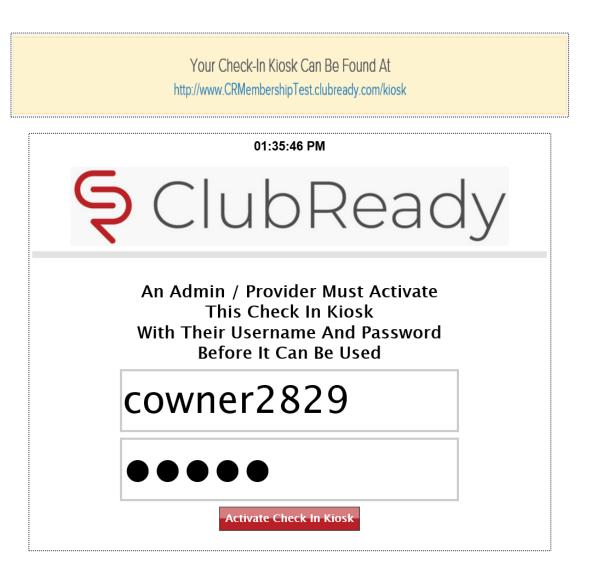
Click on a digit to advance to the next step in the fingerprint enrollment process

The finger selected will highlight in green below the scan window.

Each time you scan the finger you will see the fingerprint show up in the oval window and the number will advance from none to 4. Scan the finger 4 times.

Scheck In Web Kiosk

Setup > General > Check In Web Kiosk



The Kiosk Setup tab will show **Your Check-In Kiosk Can Be Found At** and copy the link (right click, choose Copy Link Address)

To activate the kiosk, have a staff member with a login to the club type in their username, password and click the **Activate Check In Kiosk** button.

Scheck In Web Kiosk

01:33:49 PM
S ClubReady
Client Check In
Please Scan Your Barcode - OR - Type Your Barcode And Press Enter

After logging in to activate the kiosk the screen will update requesting you check in a staff or client with the method you have setup.

To learn about the different Web Kiosk check in options, <u>click here</u>.

SView Session Credit Status

Member Account > Bookings > Bookings & Session Credit Status

Se	ssion Credits (0)	Open Bookings (0)	Cancelled Ok (3)	Lost (0)	Completed (0)

This screen allows you to keep track of all session credits available on a member's account and their current status.

Session Credits Tab: Pre-paid sessions that do not have any booking tied to them yet. If these paid sessions have an expiration date then they will be lost after that date if they remain unused.

Open Bookings Tab: Bookings not yet completed, or bookings in the past that have not yet been logged to determine their status.

Cancelled Ok Tab: Bookings that were cancelled (or rescheduled) with no loss to the customer at the time of cancellation.

Lost Tab: Paid bookings that were lost due to either the session expiring before it was used, being cancelled outside the allowed cancellation policy for the session, or the customer not showing up for the session.

Completed Tab: Bookings that have been successfully completed

Search Assign Primary Trainer



From the **Customer/Members** tab lookup, search your customer and select **All Detail > Bookings > Assign A Primary Trainer**

Ledit Customer Primary A	Assigned Trainer	
GO BACK		
Mr Customer		
Current Primary Assigned Trainer	Tracy Trainer	
Change Primary Trainer	Select New Primary Trainer	
Add A Note (optional)		0
Vpdate		
Change History		
11/11/2016 Assigned To : Tra	cy Trainer [2286923] by Jacqueline Armstrong [4077574]	

If a current trainer is assigned you will see the name of that trainer next to **Current Primary Assigned Trainer**. To add or change this choose an name from the **Select New Primary Trainer** drop-down. Click **Update**. Any changes made to a customer's primary trainer will be recorded and can be viewed in the change history at the bottom of the screen.

S ClubReady

Member Wellness Portal

S ClubReady

Member Wellness Setup

Second Enable / Disable Features

Setup > General > General Settings

On Off	Client Wellness	Heart ranges	On Off	General Client Login	Clients can see their payment history
On Off	Client Wellness	Calories route mapping	On Off		Clients can see session credits history
On Off	Client Wellness	Journalling		General Client Login	Clients can see session credits history
On Off	Client Wellness	Articles	On Off	General Client Login	Clients can update payment on file
On Off	Client Wellness	Nutrition	On Off	General Client Login	Clients can edit their profile
		This must be enabled	On Off	General Client Login	Clients can view their check-in history
On Off	Client Wellness	Exercise logging	On Off	General Client Login	Clients can update their profile photo
On Off	Client Wellness	Progress photos			
On Off	Client Wellness	Progress reports	On Off	General Client Login	Clients Can Delete Payment Profiles Allows clients to delete payment profiles
On Off	Client Wellness	Goal setting	On Off	General Client Login	Display "Customer Nickname" Field
On Off	Client Wellness	Fitness evaluations		Cogn	Whether the Customer Nickname field st

Click on the **Features On/Off** tab to see the full list of features you can enable or disable. Click **On** for any features you want the client to have control over. Click **Off** anything you do not want them to have access to.

S ClubReady

Login / Access

Semail Client Username / Password

Prospect / Member Tab > Locate User > All Detail

		📰 Bil	ling 🛛 🙀 Bookings 🖉 🏟 General
			Access Their Login Area
		2	Edit Their Profile
		2	Edit Membership Status
Detail	Agreements (4) Bookings (0) Notes (181) Files (6) Forms Tasks (0) Past 30 Days		Member Notes (181)
\bigcirc	Mister Customer [20061518] Male 36 years old	4	Alerts (0)
	Term Member / Member since 11/15/2017 ends 9/22/2020 Amenities Tanning, Unlimited Classes, Multi- Club Access, Kid's Club	00	Amenities
~~~	Amenities fairing, Ominited Classes, Multi-Club Access, Nid's Club	PRESENT	Choose From Available Presentations
	😐 🧔 📾 🗰 🛒 💭 💓 🚱 🔛	٩	Forms
WORK IT	GO POS NEW DEAL BILLING BOOKINGS PRESENT PROFILE WELLNESS LOGIN AS ALL DETAIL LEAD HIST.	<u></u>	Update ID Photo
			Send A Text Message
			Upload Files

Click on the General Tab. Select the link for **Email Their Login & Reset Password**, a confirmation message *login details sent* will appear.

**Email Their Login & Reset Password** 

### Sextend a Client Login Date

#### Prospect / Members Tab > Locate User > Profile



#### Ledit Customer Profile

GO BACK

Mister Customer (Last Updated Friday, July 24, 2020 10:40 AM)

#### **General Details**

Legin Active Lintil	$\Box$ No time limit	
Login Active Until	11/1/2020	(mm/dd/yyyy) view calendar

The client's log in date can be affected by an invoice not being paid or the membership ending. After you search and select the client make sure that they are not past due or expired. If they are, you may want to address these issues before extending the date for the client login access.

#### NOTES:

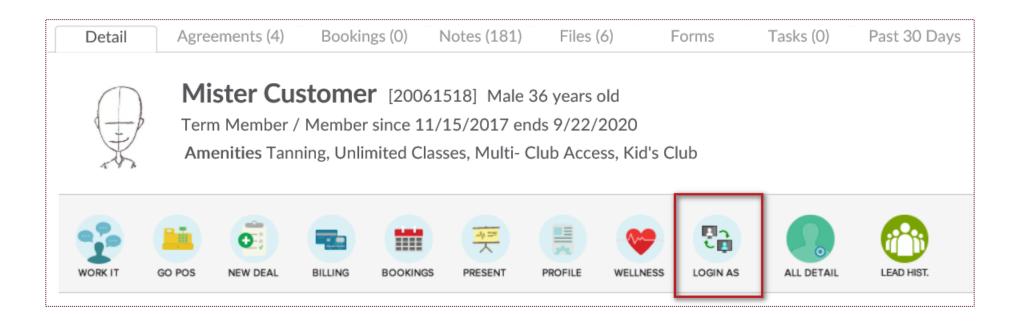
- If the client has a note about their membership ending you probably will want to sign them up for a new agreement.
- Depending on how your site is setup paying an invoice will extend the client's login access. After you take care of any past dues payments go onto the next step to verify whether login has been extended.

If you determine you want to manually update a clients login access you will need to click on the **PROFILE** button.

Scroll down to the field **Login Active Until** and either check the box for **No time limit** or enter in a date in the future to allow a client to login until that time. To save your changes click the button for **Click To Update.** 

### Section As Client Into The Wellness Portal (Staff)

#### Prospect / Members Tab > Locate User > Login As



This allows you to view what this client will see when logging in and lets you make changes on their behalf.

Confirm that you want to access their login area. Once logged in, you can view the client's Wellness Portal and make changes on their behalf.

**NOTE:** Any changes that you make within your client's Wellness Portal will be saved and show up when your client logs in!

# S ClubReady

# **Fitness Evaluations**

### Second Enable / Disable Fitness Evaluations

#### Setup > Wellness > Fitness Evaluations

Fitness	Evaluation Tests	
ON OFF	Written Summary	INFO
ON OFF	Body Mass Index - BMI	INFO
ON OFF	Resting Heart Rate	INFO
ON OFF	Blood Pressure	INFO
ON OFF	Percent Body Fat	INFO
ON OFF	Body Size Measurements	INFO
ON OFF	Aerobic Capacity VO2 Max	INFO
ON OFF	Muscular Endurance	INFO
ON OFF	Muscular Strength - 1RM	INFO
ON OFF	Flexibility - Sit Reach	INFO
ON OFF	3 Minute Step Test	INFO
ON OFF	Push Up Test	INFO
ON OFF	Sit Up Test	INFO

To enable a test click the **ON** button. To disable a test, click on the **OFF** button. If you need more detail on a test click on the **INFO** button.

### Section Adding a Fitness Evaluation (Staff View)

#### Prospect / Member Tab > Locate User > Wellness

🗎 /	٨dd	AN	ew	Fitn	ess	Eva	aluation
Fo		ister					evaluation to be logged for? (default is today)
s		Aug [ T					Fitness Evaluation Date Friday, August 28, 2020
2	3	4	5	6	7	8	
9		11					
		18					
23	3 24	25	26	27	28	29	
30	31						
							Go To Next Step

Select the link **Add A New Fitness Evaluation.** By default a fitness evaluation will be created for current day. If you want to enter a fitness evaluation performed on a previous day click on the correct month and day on the calendar. Click the button **Go To Next Step**.

### Section (Staff View)

#### Prospect / Member Tab > Locate User > Wellness

Fitness Evaluation Entry	
GO BACK	
Mister Customer : Evaluation Date : Friday, August 28, 2020 edit date	
Click on any evaluation to enter evaluation data for that test. Evaluation entries can be done in any order and it is not a requirement to complete all the tests. To view the evaluation report at any stage click on 'view fitness evaluation report'	С
0 of 10 Steps Completed In This Evaluation	
INFO Written Summary Add This Evaluation	
INFO Body Mass Index - BMI Add This Evaluation	
INFO Resting Heart Rate Add This Evaluation	
INFO Blood Pressure Add This Evaluation	

Click Add This Evaluation button next to the test you wish to complete for the client.

# S ClubReady

# Health History Form

### Setup Health History Form

#### Setup > Wellness > Health History Form

The client health history form is found in the clie the order of questions. To re-order, drag & drop		e asked and
Create A Question		
Question		
eg are you a smoker?		
Response Type Yes / No	$\checkmark$	
Add The New Question		
Health History Form Design. Drag & Drop Que	estions To Rearrange Layout 🖉 = edit	
Your Exercise History 🖉		1
Your Exercise History 🖉 Do you smoke? 🖉	○ Yes ○ No	3
-		*
Do you smoke? 🖉	○ Yes ○ No	: * *

You will add your questions to the form one at a time. Each question can require a different type of response.

Response options include:

- Yes/No
- Single Line Text Entry
- Text Area Entry
- No Response (to use question as header text only)

After creating the question and selecting the response type, select **Add The New Question**.

While you will add the questions to your form one at a time, you can re-arrange the order at any time, by clicking on the question from the list and dragging it to a new order position.

## Seccessing Health History Form

#### Prospects / Members Tab > Locate User > Wellness

Detail	Agreements (4)	Bookings (0)	Notes (181)	Files (6)	Forms	Tasks (0)	Past 30 Days
	Mister Cus Term Member / I Amenities Tanni	Member since 1	1/15/2017 end	ls 9/22/2020	's Club		
WORK IT	GO POS NEW DEAL	BILLING BOOKING	SS PRESENT	PROFILE WELLN		ALL DETAIL	LEAD HIST.
	Bookings My Goal			ournal Rep		s Discuss	My Profile
	Goals My Upcon	ning Events	My Health Hist	tory My Ta	rgets		
When	was the last time	you exercise	ed regularly?				
Do you	ı drink?					$\bigcirc$ Yes $\bigcirc$ M	No

Click the link for **Health History.** This will allow for staff to complete under a customer's wellness options, or the customer can complete this form on their own via the wellness portal.

# S ClubReady

# Profile

## Sview / Adjust Profile

#### Wellness Portal

Home	Bookings	My Goals	Nutrition	Exercise	Journal	Reports	Discuss	My Profile				
My Profile	My Pure	chases										
👤 Upd	late My	Profile										
You can	update y	our profile	e, including	g your logi	n and pas	sword info	ormation	below at any tim				
A You	ur Gene	ral Detai	ls									
First Na				Mi	Mister							
Last Na	me *			Cu	Customer							
Gender	*			Ma	Male							
Date of	Birth			No	November 🖌 15 🖌 1983 🗸							
Height				5 f	5 ft 🔽 11 in 🔽							
Weight					lbs							
Target	Weight			20	200 Ibs							
Addres	S			Or	Orange Street							
City				Fru	Fruitville							
State				M	C							
ZIP Coo	de			63	63011							
Cell Pho	one			(31	(314) 337-2181							
Phone												

Click **My Profile** to view general details such as Name, Email, Phone, Emergency Contact and Login Information.

**NOTE:** Based on your Setup settings, users may or may not be able to adjust.

## Second Profile: My Purchases

**Wellness Portal** 

me Bookings	My Goals N	utrition Exercise Journ	al Reports	Discuss	My Profile							
Profile My Purc	hases											
My Purchas	es											
Completed (48) Planned (2)												
Completed	(48)	Planned (2)										
Date	Amount	Payment Details					Status					
8/22/2020	\$50.00	Credit Card ending	1111 📆				Paid In Full					
8/3/2020	\$0.97	From Existing Cred	t Balance 🖪				Paid In Full					
	\$54.03	Credit Card ending	🛋				Paid In Full					

Click **My Profile > My Purchases** to view **Completed** transactions and those invoices **Planned** in the future. Click the PDF icon to view payment details.

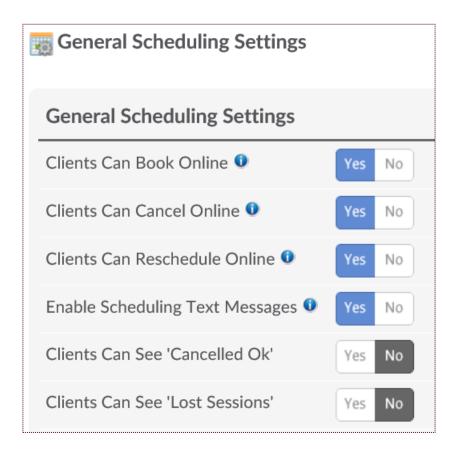
**NOTE:** Based on your Setup settings, users may or may not be able to view.

# S ClubReady

# Scheduling

## Service / Class to be Booked Online

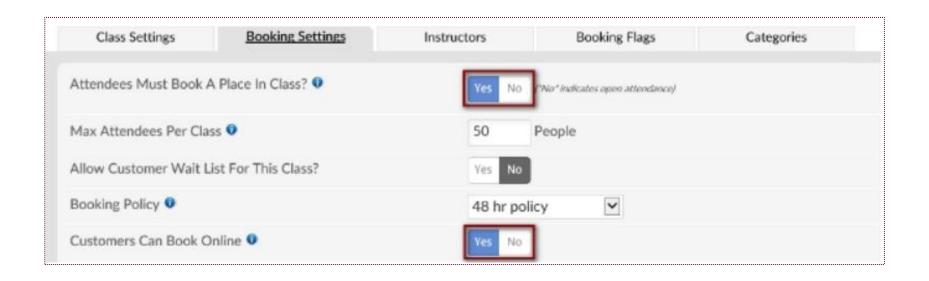
Setup > Scheduling > Scheduling Settings



Select YES for Clients Can Book Online. You can also choose if they can Cancel, Reschedule and view their sessions. Click Update to save your changes.

### Second Enable Classes to be Booked Online

Setup > Scheduling > Classes/Group



Each class should be enabled to be booked online through the wellness portal as needed. Click the edit pencil next to the existing class needed to be enabled for online booking. Under the **Bookings Settings** tab locate **Customers Can Book Online**. Choose **Yes** to enable this option. To save, click **Update Class Booking Settings**.

### Services to be Booked Online

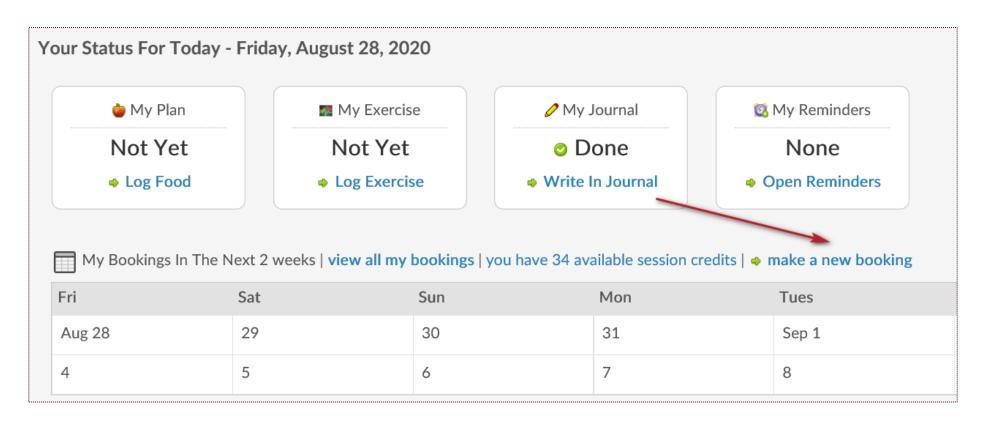
#### Setup > Scheduling > Services

Existing Services	
To change the display order of the services just drag and dro click on the edit icon.	op using the mouse. To edit the settings of a service
If a service is not active and it has existing bookings, then or bookings and rescheduling will be disabled. Service Active (can accept new bookings) Service Not Active (no new booking)	
There are 7 Services Defined	To Reorder Drag & Drop With The Mous
Personal Training	Credits To Book
Fitness Consultation 2	Sales Consult

Each service should be enabled to be booked online through the wellness portal as needed. Click the edit pencil next to the existing service needed to be enabled for online booking. Under the **Service Settings** tab locate **Customers Can Book Online.** Choose **Yes** to enable this option. To save, click **Update Settings**.

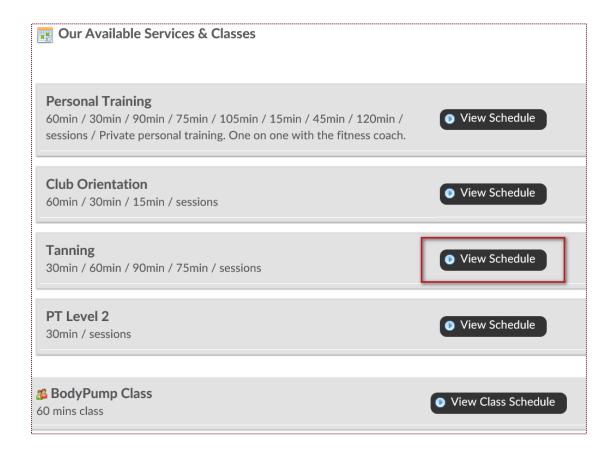
### Solution Make a Booking (Member View)

Home > Make A New Booking



## Solution Make a Booking (Member View)

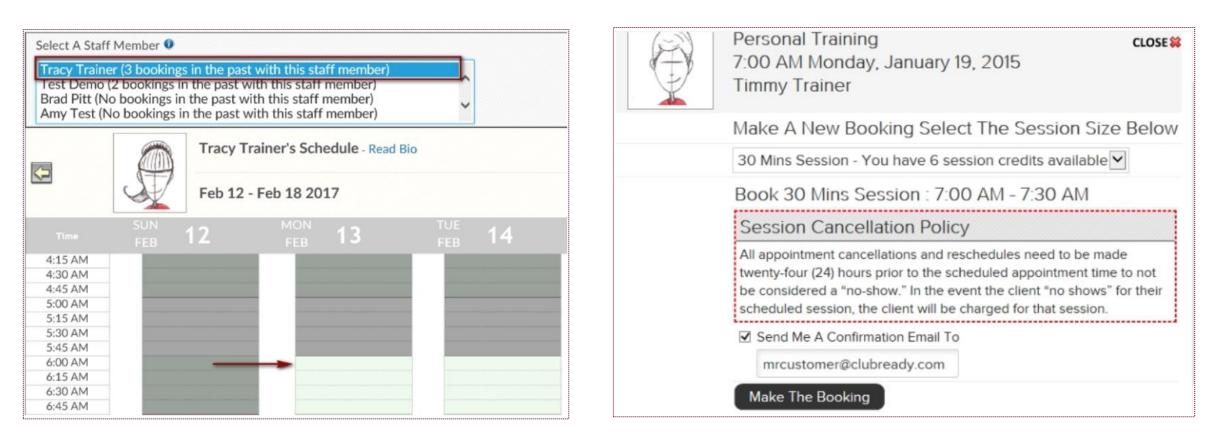
Home > Make A New Booking



To view the available trainers and times, your members will click View Schedule.

## Solution Make a Booking (Member View)

Home > Make A New Booking



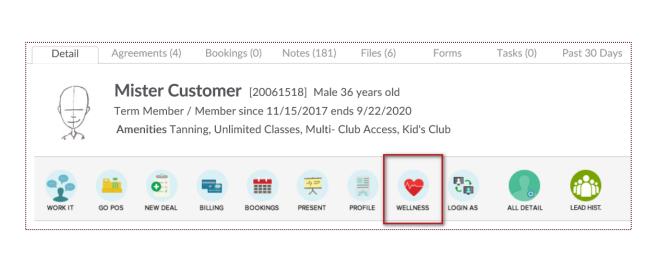
Customers can select the trainer to view their availability. Areas in white are available for a booking to be scheduled. After selecting the available time period, the customer will need to confirm the session type, review the booking policy and select if they would like to receive a confirmation of the booking. Lastly, they will click on **Make The Booking**.

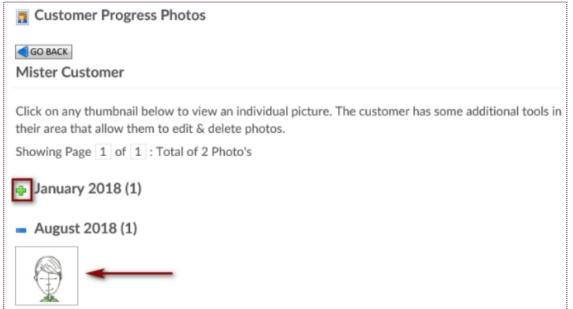
# S ClubReady

# **Additional Features**

## Progress Photos

#### **Wellness Portal**





Select the link for Progress Photos. Click on the green thumbnail to expand and view the picture for the date it was uploaded.

## Staff View)

#### Prospects / Members Tab > Locate User > Wellness

GO BACK Ar Customer		
Item Name	Fitness Evaluation	
Color For This New Item		
Optional Reminder Date	1/31/2017 🗖	
Optional Note	You have been working out for 3 months. Let us schedule a fitness evaluation to determine your progress.	0

Select the link for Add A TO Do. Enter the following information:

Item Name - The to do item the customer needs to complete.

Color For This New Item - If you select a color, it will display on their To Dos list.

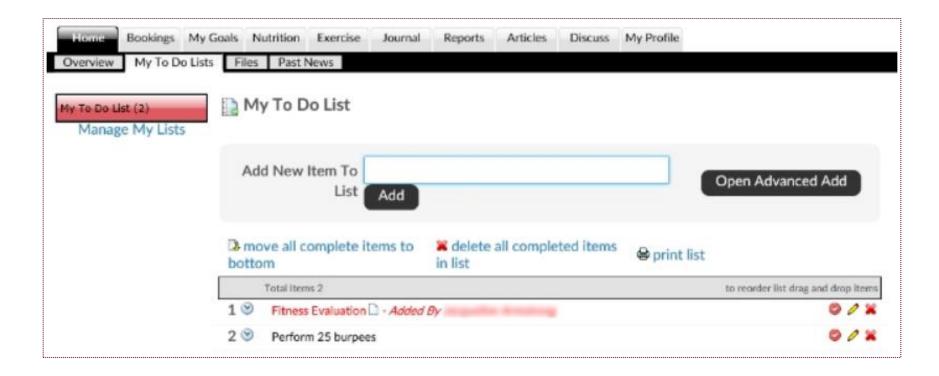
**Optional Reminder Date** - You can select from the calendar the date the customer needs to complete the assigned to do.

**Optional Note** - Type in here an optional note such as a description for the To Do.

To save your To Do item, click on Add To Do List Item.

## Sto Do's (Member View)

#### **Wellness Portal**



This screen will show how the client will see the To Do your staff entered. Once your client logs into their portal, they will click on **Home > My To Do Lists.** The To Do entered will displayed at the bottom of the screen.

# Sournal

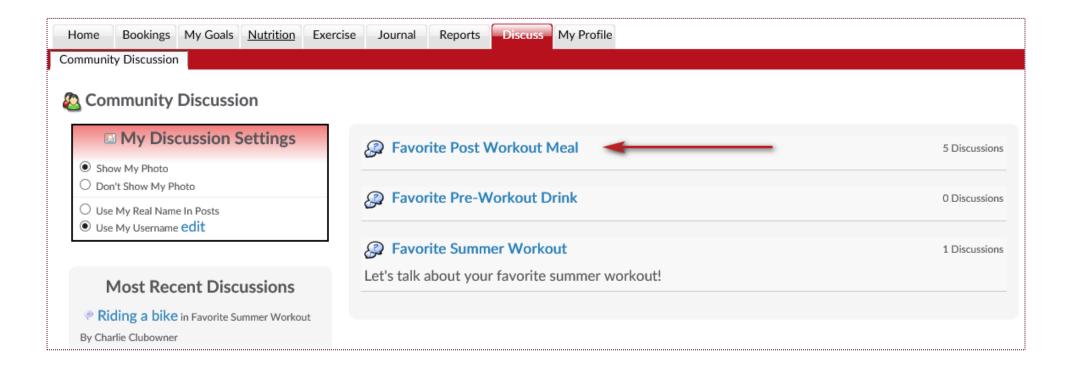
Bookings My Goals Nutrition Exercise Journal Reports Discuss My Profile Home My Journal My Progress Photo's My Journal Friday, August 28, 2020 Make A Written Journal Entry Log Journal Data Journal Calendar ¶ B I U ≔ ≔ ⊂o A A DEFAULT LOG MY CUSTOM LOG Aug 🗸 2020 🗸  $\triangleright$ Friday, August 28, 2020 Morning: S M T W T F S Weight Ran 1.5 miles 1 lbs Log It 145 Afternoon: 2 5 6 3 4 7 8 Water (click to log) Chicken sandwich 7 10 11 12 13 14 15 9 -7 7 16 17 18 19 20 21 22 Multi-Vitamin (click to log) Ó 23 24 25 26 27 28 29 Stress Level 1 = Low, 10 = High 30 31 1 2 3 4 5 6 7 8 9 10 Add Journal Entry Energy Level Calendar Key 1 2 3 4 5 6 7 8 9 10 Selected Day Motivation Level Entries Made To Your Journal Entries Made To Custom Logs 1 2 3 4 5 6 7 8 9 10 Written Journal Entry h Weight Logged

### This screen will allow the client to make a written journal entry to track their days, weight, water intake, etc.

#### Wellness Portal

## Secussion Forums

Wellness Portal



To access and participate in the Discussion forum as a club member, log into the Wellness Portal and go to; **Discuss > Community Discussion.** To participate in a discussion, click on a current post. To begin a new post, click on **Add New Discussion** you will be able to add a new subject to your Discussion.

# S ClubReady

# Point of Sale

## Point Of Sale

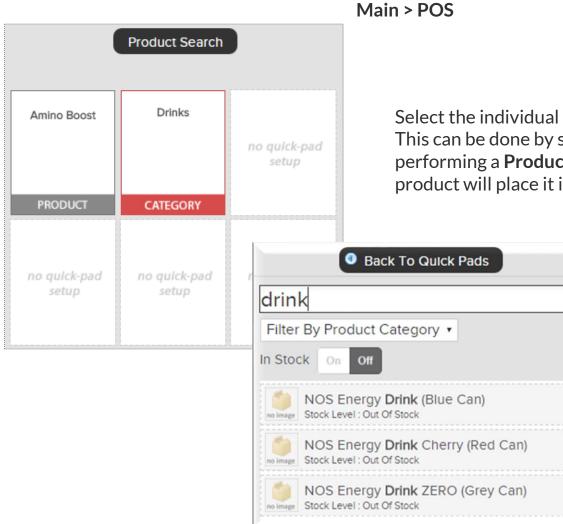
,	Ividiii > POS			
L Click To Lookup A Person	🛒 Last 5			\$0.00
Item	Quantity	Taxable	Price	Extended Price
Mister Customer [24062008]         0 Open Carts       4 Paid Invoices   1 Future Invoice   1 Payment	Add Credit To Ac	count		\$89.00
Item	Quantity	Taxable	Price	Extended Price
▲ Founders Unlimited Monthly Recurring Due 6/15/2018	1	-	\$89.00	\$89.00

Main > DOC

The POS is used for taking payment on past due and future invoices as well as for selling merchandise. To pull a client into the POS, select the **Click to Lookup a Person** button.

If the client has any invoices that are due, they will automatically populate in the POS shopping cart. You can also access the client's **Future Invoices** to take payment on an invoice not yet due. Any unfinished transactions can be resumed by selecting the **Incomplete Carts** button. Select **Add Credit To Account** if purchasing a gift card or promotional credits for the customer. **Paid Invoices** and **Payments** can also be selected from this screen.

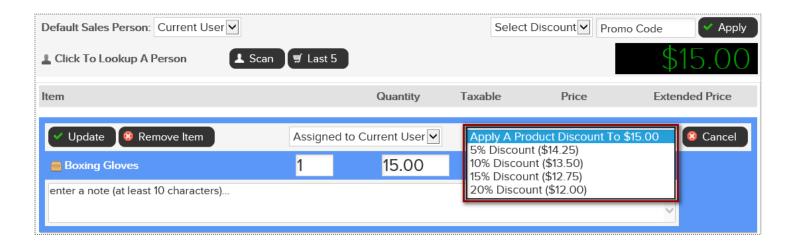
## Selecting a Product



Select the individual product or choose a category. This can be done by selecting the quick pad or performing a **Product Search**. Clicking on the product will place it in the shopping cart.

## Sediting an Checking Out

Once an item appears in the shopping cart, click on the item to make any adjustments that may be needed. When ready, select Checkout.



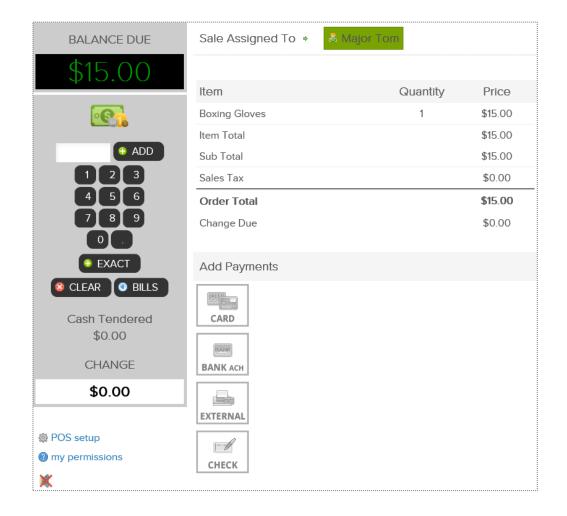
Adjustments may include; modifying the quantity, price, applying a discount or removing the product from the shopping cart.

O Clear RegisterSub Total\$15.00O Reset AllSales Tax\$0.00TOTAL\$15.00			Item Total	\$15.00
Reset All   Sales Tax   \$0.00	⊗ Clear Register		Sub Total	\$15.00
TOTAL \$15.00		S CHECKOUT	Sales Tax	\$0.00
			TOTAL	\$15.00

When ready, click the **CHECKOUT** button to advance to the payment screen.

## **Ş** Finalizing the Purchase

Select the appropriate payment method.



Select the appropriate payment method. If paying by credit card you will be prompted to select card on file, swipe or enter the card information.

If a customer is paying by cash, select the quick cash amount or click PAD, to enter a specific dollar amount.

The sale will be assigned to the staff person currently logged in, however this person can be changed if needed. To change who the sale is assigned to, click on the existing name and then choose from a list of staff.

## **Ş** Finalizing the Purchase

It is now time to complete the sale by processing payment.



At **CHECKOUT** select the payment method and who will get credit for the sale by clicking on the staff name.

Select if the customer wishes to have their receipt emailed, printed, both or no receipt.

Next, click **COMPLETE THIS SALE** to finalize purchase.

### Staking Payment: Decline Responses

Refer to common decline reasons that might occur when collecting payment from clients.

**Do not honor -** The system received a failed transaction message code from the issuing bank during the attempt to authorize the purchase request. There are many types of response codes, and "Do Not Honor" is the generic bucket used.

**Generic Decline** - A generic bank response which indicates simply that they are not willing to accept the transaction. The transaction may be declined due to a high level of recent activity on a card, a lack of matching AVS information, a card being over its limit, or a range of other reasons which only the bank can provide more information.

Restricted Card - The customer's bank has declined the transaction as the card has some restrictions.

**Cardholder transaction not permitted** - This response indicates that the card issuing bank is declining the transaction for unspecified reasons. The response doesn't necessarily indicate that there is a problem with the card; however, it does indicate that the bank won't approve this transaction.

**Insufficient Funds** - An issue that occurs when an account does not have adequate capital to satisfy a payment demand.

### Second Second Point of Sale: Adding Credit on Account

Mister Customer [13317697] 0 Open Carts   <u>18 Paid Involces</u>   <u>4 Future Involce</u>	es   <u>5 Payments</u>   <u>Add Credit To Account</u>	\$0.00
	Add Credit On Account 20.00 ✓ Add	

Main > POS

The POS also allows for staff to apply a gift card to a member's account. First, select the customer receive the gift card. Click **Add Credit To Account**. Type the amount that is being applied.

Select **CHECKOUT** to continue. Different payment methods will be displayed. Select the correct method.

**Note:** If gift card is being paid with **Credit Card**, make sure to NOT save the account information since this is a one time purchase by another person.

## Declined Charges Log Report

#### Reports > Sales > Declined Charges Log

		1/1/2	2018	3						12/31	1/20	18			P	reset Date Range	HS
	lar	-	20	18	~				De	c 🗸	20	18			Today	Yesterday	Prev 2 Day
							$\Rightarrow$								This Week	Prev 7 Days	Prev 14 Day
Mon	Tue	3 Wed	4		6			Mon	Tue	Wed	inu		201		This Month (Apr)	Apr 1 - 15	Apr 16 - 30
8	9	10	11	12	13	14		3	4	5	6	7	1	9	Prev Month (Mar)	Mar 1 - 15	Mar 16 - 31
15	16	17	18	19		21		10	11	12	13	14	15	16	Feb 19	Jan '19	Dec '18
22	23	24	25	26	27	28		17	18	19	20	21	22	23	2019	2018	2017
29	30	31						24	25	26	27	28	29	30			
nly Sh Icel E				c (D	rafte	ed) Ch	arges [	31 2 <b>0</b> 2									

Date	Amount	Customer	User ID	Bill-To User ID	Cell Pho	one	Phone	
2/11/2018	\$1.00	MEL GOODIE	13742541		(314) 45	6-2095		
2/11/2018	\$1.00	MEL GOODIE	13742541		(314) 456-2095			
2/11/2018	\$1.00	MEL GOODIE	13742541		(314) 456-2095			
lesponse			Ran By	Failed A	ttempts	Card Exp	ires	Total Pa Due

Choose the date range and use the optional filters. Using filters will allow you to further customize the results of this report. After the report's date range and criteria has been selected, click the **Run Report** button.

The details will display customer's name, decline reason, date, amount of the invoice, etc.

# S ClubReady



## Sulk Upload Inventory

### Reports > Products > Bulk Upload Inventory

search for specific proc	ducts	
Filter By Product Category	•	
Don't Show Products That Have Nev	er Been Sold And Have No Stock Level	
Only Show Out Of Stock		
Show Product Image		

First, you will need to download the current inventory report to add the stock level for each item.

Navigate to **Reports > Products > Inventory.** Use the drop down box to **Filter By Product Category** and use checkbox options if needed.

To create an Excel export with all products listed then leave the drop down menu blank and uncheck **Don't Show Products That Have Never Been Sold And Have No Stock Level.** 

Click on the Excel export (also used as template for bulk adjust tool) link.

## Sulk Upload Inventory

Tools > Products > Bulk Upload Inventory

- 4	A	В	c	D.	E	F.	6	н	1
1	CR Member	ship Training Si	te - Filtered Produc	t Inventory Listing : 5/24/2016					
2	This file con	be used for built	k inventory adjustm	ents - format must remain the sam	ne. After adding ad	justment entries	in green columns s	ave as .csv file	
3	ProductID	ProductCode	OtherProductCod	ProductName	Currentinventor	InventoryValue	SetinventoryTo	IncreaseInventoryBy	DecreaseInventoryBy
4	121835	SKU121835		\$25 Gift Card	98	\$0.00			
5	101760	5KU18952		12oz Water	-26	\$0.00			
6	120105	5KU120105		Coconut Water	29	\$0.00			
7	101767	SKU23751		Credit on Account	50	\$0.00		1	
8	101773	SKU21484		Jamocha XTra Protein Smoothle	-2	\$0.00		3	
9	101774	5KU19006		Mens TShirt Black	-28	\$0.00			
10	145815	5KU145815		Red Cheeks Tanning Lotion	-1	\$0.00		0	
11	31636	SKU31636		Water - corp	1	\$0.00			

Open up the Excel file once it has been downloaded. Do not alter any columns or rows. The formatting must remain the same for the upload to work properly.

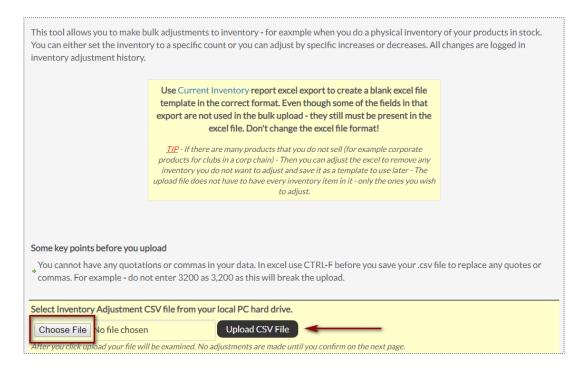
The Excel file will contain **Product Name**, **Current Inventory** and the following green columns you will need to adjust inventory:

Set Inventory To, Increase Inventory To or Decrease Inventory To.

**Note:** Increasing and decreasing inventory will override what you type into **Set Inventory To** so there is no need to type in multiple columns for the same product. Save the Excel file as a **.csv file**.

## Sulk Upload Inventory

#### Tools > Products > Bulk Upload Inventory



Navigate to **Tools > Products > Bulk Inventory Adjust.** Click on **Choose file** and find the .csv file saved in the computer. Then click on **Upload CSV File.** 

The file will be uploaded and inspected. If it is in the correct format and ready to be processed you can click on **Do Bulk Adjustment**.

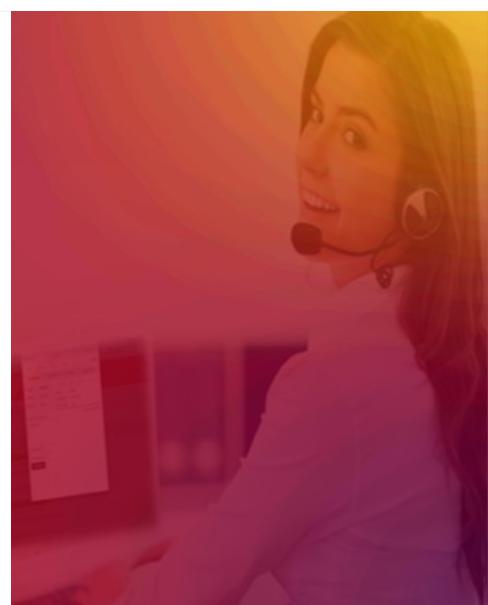
All adjustments will appear on screen and the inventory has now been changed. These changes are logged and can be found in **Reports > Products > Inventory Change Log**.

# S ClubReady

# Past Due Communications

## Solution What is Past Due Communication?

- Scheduled, consistent "touches" informing members of a past due balance owed to your clubs.
- An extension of customer service purely focused on billing.
- Friendly, low-pressure approach.
- Multiple channels of contact.
- Focused on helping you maintain a healthy draft.



### Section Contact

CHANNEL	FREQUENCY		
Outbound auto-dialed calls	1 time per week		
Live agent calls	At least once every 7 days		
Emails	1 per week		
Text Messages	1-2 per week		
Inbound volume generated from SMS, emails, and voicemails	Daily		

### Source We Can Reach Your Members



Capture all contact information from all members at POS.

Is your team entering real emails or filling in <u>NA@NA.COM</u>?

Are they capturing cell numbers?

More contacts = Increased likelihood of Payment!

### Sview My PDC Results

### Real time results are available via the Gross Sales Detail Report in ClubReady. Reports > Sales > Gross Sales

Gross Sales Summary - CRTraining Membership Site (2829) 1/1/2020 - 10/11/2020									
		\$ Amount	%	Sales Tax	Total				
NET REVENUE SUBTOTAL - Gross Revenue		\$11,778.97 \$11,968.97	-	\$1,070.52 \$1,089.92	\$12,849.49 \$13,058.89				
						То	tal Payments Made	\$12,115.05	100.0%
	Client Credit Purchased	\$682.08	5.63% 87.5%	- \$1,036.92	\$682.08 \$11,638.89				
ľ	Payments	\$10,601.97							
L	Membership	\$8,970.97	84.6%	\$894.07	\$9,865.04				
	Membership Add On	\$0.00	0.0%	\$0.00	\$0.00				
	Services	\$1,330.00	12.5%	\$112.40	\$1,442.40				
	PT Services	\$50.00 \$1,280.00		\$4.00 \$108.40	\$54.00 \$1,388.40				
	Non-PT Services								
	⊞ Fees	\$171.00	1.6%	\$17.05	\$188.05				
	Manual Invoices	\$130.00	1.2% 3.6% 3.3%	\$13.40 \$21.90 \$31.10	\$143.40 <b>\$457.90</b> <b>\$426.10</b>				
	Products	\$436.00							
	🗆 Past Dues \prec	\$395.00							
-	Membership	\$245.00	62.0%	\$22.70	\$267.70				
	Membership Add On	\$0.00	0.0%	\$0.00	\$0.00				
	Services	\$80.00	20.3%	\$8.40	\$88.40				
	PT Services	\$80.00		\$8.40	\$88.40				
	Non-PT Services	\$0.00		\$0.00	\$0.00				
	Fees	\$70.00	17.7%	\$0.00	\$70.00				
	Manual Invoices	\$0.00	0.0%	\$0.00	\$0.00				
	Products	\$0.00	0.0%	\$0.00	\$0.00				

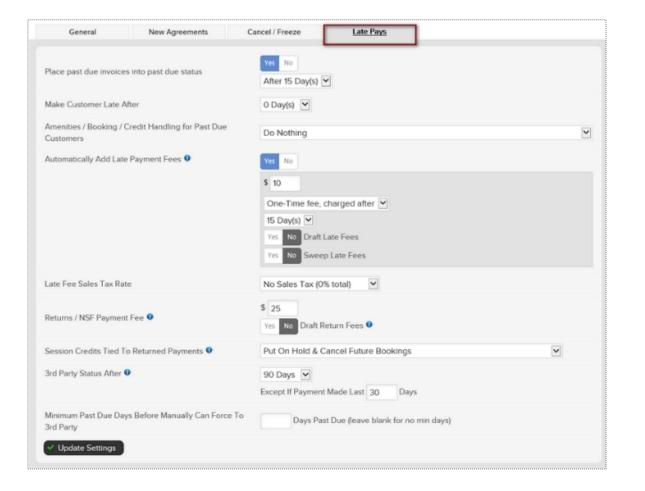
### Seview Contacts Made with Members

#### Check the notes on their profile in ClubReady.

Past Dues Look	cup	Vectair Pgreements(1) Pookings(0) Notes(22) Pries(1) Hasks(0) Past 30 Days		
PDC	•			
Search By Name	•	Kristin Kay Gundersen [12338355] Female 30 years old 🧕	Owes \$179.00	
type name		EFT Unlimited / Membership ended 4/27/2017 (was member for 6 months) Amenities None	Owes \$177.00	
£ 5 Matches	s 📆			
show recent   n	eset all			
Chawla, Vandana	\$161.00	🐢 😐 🧃 📼 🟢 🛒 💓 🗞 🎧 🕋		
Gundersen, Kristin Kay	\$179.00	WORK IT GO POS NEW DEAL BILLING BOOKINGS PROFILE WELLNESS LOGIN AS ALL DETAIL LEAD HIST.		
Hart, Dani	\$163.00	Key Note Important (0) All Notes (22) O Add Note		
Naraghi, Farideh	\$736.00	No Notes Filter • No Date Filter •	90	
Polek, Beth	\$136.00			
		□ JUN 21st : 2:28 PM Email Blast : Kristin Kay Your Account is Past Due by : Melissa Knowles	1 8	
		Receipt Status : Delivered view the email that was sent		
		JUN 19th : 2:51 PM : Phone Call OUT : added by : Alexis Ali (General) :	/ 🕱	
		PHONE CALL OUTCOME: got voicemail - left a message		
		💽 JUN 15th : 11:39 AM : SYSTEM NOTE (General) : Collections SMS Notification (collections) 🎄		
		Your Club Pilates Del Mar account is past due for \$179.00. Please call 888-304-3885		
		□ JUN 14th : 3:53 PM  Email Blast : Your Account is Past Due by : Karine Cesar	/ 🕱	
		Receipt Status : Email Opened view the email that was sent		
		JUN 9th : 10:41 AM : Phone Call OUT : added by : Alexis Ali (General) :	/ 🕱	
	Im PHONE CALL OUTCOME: got voicemail - left a message			
:				

#### Settings Past Due Settings

#### Setup > Sales > Sales Settings



This screen will allow you to adjust your Late Pays settings for customers who are not making their payments on time. **Place past due invoices into past due status** - This option will allow you to control whether you want past dues to go into collections status. This is simply an internal invoice status and is not considered third party collections. If **Yes** is selected you will need to After how many days.

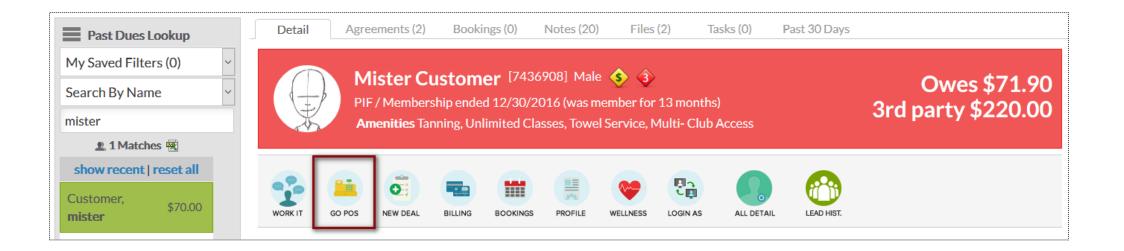
Make Customer Late After - You can set the day at which you consider a customer past due.

In addition, you can manage **Amenities / Booking / Credit Handing For Past Due Customers** and if you want to **Automatically Add Late Payment Fees.** 

**3rd Party Status After** - This will allow you to specify after how many days the account will be moved to third party collections. This will result in the agreement being cancelled and all unpaid invoices considered in third party. These agreements will be placed into a third party report which you may use to collect internally or send to a third party company to collect from the customer on your behalf.

#### Second Se

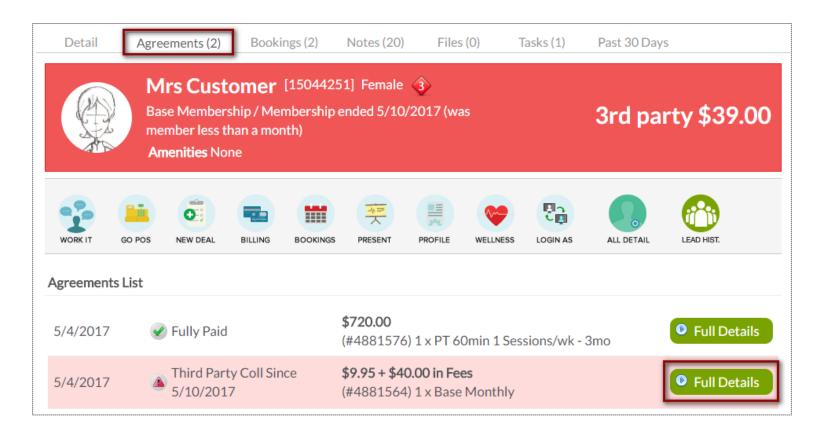
Members > Manage Past Due Members > GO POS



Select from the Past Due lookup the client from which you want to take payment. This will prompt their account details. Click on **GO POS** to automatically take payment at the Point of Sale.

#### Section 2 Manage 3rd Party Agreement

#### Member Account > Agreements > Full Details



Select the client after locating them under the Prospects or Members tab, then click on the **Agreements** tab. Next click on **Full Details** located next to the agreement in 3rd party status.

#### S Manage 3rd Party Agreement

Member Account > Agreements > Full Details



Ch	ange Third Party Status
۲	Not 3rd Party - Still Cancelled
۲	Re-instate
0	Settlement \$
ad	d optional note
	Jpdate or cancel

Click on the Change 3rd Party Status button

**Not 3rd Party - Still Cancelled:** Changes the status to cancelled, instead of 3rd party, and leaves all invoices cancelled as well.

**Re-instate:** Reinstates the customer's invoices that were placed in 3rd party status.

## Frequently Asked Questions

#### • Is PDC the same as collections?

No. Collections applies to accounts that have gone into default. The accounts we work are active or cancelled with balances no older than 90 days (or older with payments made within 30 days).

#### LIFE CYCLE

- 1. Member's payment doesn't go through via draft.
- 2. ClubReady automatically reattempts the payment over the next two days.
- 3. Your club staff follows up on past due payments through day 9.
- 4. GYM HQ team starts working on day 10 and continues through day 90 (48 contact attempts).
- 5. Member goes into 3rd party collections and Swift starts working.

#### Frequently Asked Questions

• I have a member who has never been late before. Can we waive her late fees?

Yes. Just let us know and we'll handle it. We understand that in rare circumstances amnesty is a must.

• Do the PDC agents save new payment information to the member's Payment Profile?

Yes. Unless the member requests that it not be saved (information good for one payment only).

• I want to know how a PDC conversation went with one of my members. How do I get more info?

Check the notes on their profile in ClubReady. We also record all calls. You can request a call recording by contacting the PDC department.

• Where does the member go when they reach default and are in "3rd Party" status?

To Swift via API.

## S ClubReady

## Schedule Management

## S Day List

#### 🔜 💷 💽 Friday, August 17, 2018 □ Hide The Past Consults (0) Services (0) All (3) Classes 🗌 Include photos in PDF 🛛 👼 3:30 PM - 4:45 PM : Endurance (75 Mins) Class : Charlie Clubowner 47 Open Spaces -AUG 2018 Marissa Mister Jon today tomorrow Acosta Customer Customer Aug 🖌 2018 🗸 Mon Tue Wed Thu Fri Sat Sun 10 3 6:00 PM - 6:45 PM : Connect Happy Hour Friday (45 mins) Class : 50 Open Spaces 15 16 17 No Instructor 22 23 24 25 Solution 2018 - 8:30 PM - 8:30 PM : Classic (60 Mins) Class : Ken Stuttaford 50 Open Spaces

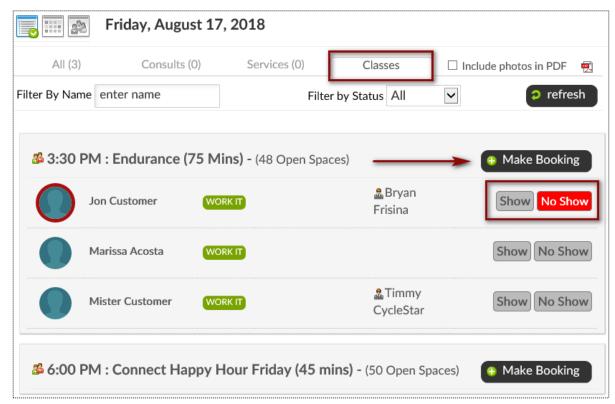
From here you are able to view all scheduled bookings for the day. To change the date you are viewing, use the calendar option on the right side of the screen.

This screen will give you an indicator if it is the client's first booking. Keep an eye out for the red box saying 1st.

#### Bookings > Day List > All

## S Day List

#### Bookings > Day List > Classes



From the **Day List > Classes** tab you are able to book a client into a class click on the **Make Booking** button next to the class the client wishes to attend. The number of spaces available is provided next to each class name.

#### Sclasses: Add a Class to the Schedule

**Bookings > Classes** 

TIME / DATE	MON 22	C ADD A CLASS TUE JAN 23
6:00 AM	<b>50</b> Classic (60 Mins) 6:00 AM - 7:00 AM Demo L	<b>50</b> Classic (60 Mins) 6:00 AM - 7:00 AM Demo L
8:00 AM		
9:00 AM	<b>50</b> Connect (45 Mins) 9:00 AM - 9:45 AM <i>No Instructor</i>	

Locate and select the day you want to add the class on the schedule. Click **ADD A CLASS.** 

	MON JAN 22nd	E
	Schedule A Class Monday, January 22, 2018 Choose A Class Type	
Intro Ride (30 M	ins)	Â
Classic (60 Mins	)	
Classic (45 Mins	)	
Connect (60 Mir	ns)	
Connect (45 Mir	ns)	
Performance (60	) Mins)	
Performance (45	5 Mins)	
Endurance (75 N	1ins)	
Endurance (60 N	1ins)	
Endurance (45 N	1ins)	

#### Now Choose A Class Type for the date selected.

#### Sclasses: Add a Class to the Schedule

	E	Bookings > Classes
MON JAN 22nd	8	
Schedule A 60 Mins Classic (60 Mins) Class Monday, January 22, 2018		
add an optional additional class name	_	
Names Used Before For This Class Type	•	
Mashup Monday!		
• note - clients will see this (optional) additional class name on their schedule in their login area or published on your site - to change this so they do not see it go classic (60 mins) class setup	oto	
Select A Class Instructor	*	
Charlie Clubowner		
Demo Login		
Choose The Instructor Later	-	
Back		

Type or select if you want to use a secondary name for the class for members to view when they book into the class.

MON JAN 22nd
Schedule A 60 Mins Classic (60 Mins) Class Monday, January 22, 2018
add an optional additional class name
Names Used Before For This Class Type
Mashup Monday!
• note - clients will see this (optional) additional class name on their schedule in their login area or published on your site - to change this so they do not see it go to classic (60 mins) class setup
Select A Class Instructor
Charlie Clubowner
Demo Login
Choose The Instructor Later
Normal Work Hours Only
Available Start Times
7:00 AM (morning)
7:15 AM (morning)
7:30 AM (morning)
Yes No Duplicate This New Class CLER

Assign instructor to the class.

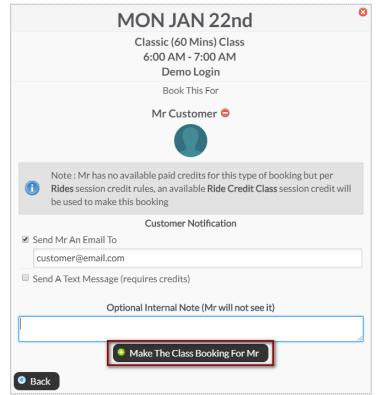
Select the Start time for the class and click **Schedule This Class** to add your class to the schedule.

#### Schedule a Class Booking

Bookings > Classes

TIME / DATE	MON 22	© ADD A CLASS TUE 23 JAN
6:00 AM	<b>50</b> Classic (60 Mins) 6:00 AM - 7:00 AM Demo L	<b>50</b> Classic (60 Mins) 6:00 AM - 7:00 AM Demo L
8:00 AM		
9:00 AM	<b>50</b> Connect (45 Mins) 9:00 AM - 9:45 AM <i>No Instructor</i>	

Locate and select the class you want to book customer into. Click the option to **Make A New Booking**.



Use the search box to locate your client. **Send An Email To or Send A Text Message** to notify your client of their booking.

Select Make The Class The Booking to complete.

<u>Note</u>: Only staff with adequate permissions may book a member into a service without credits.

# Started

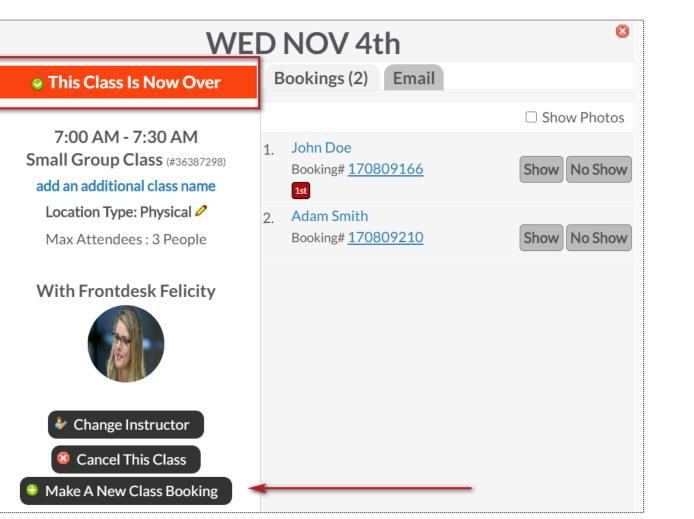
Bookings > Day List



Locate and select the class you want to book customer into. You can also select a specific date from the calendar.

**NOTE**: Only staff with adequate permissions may book a member into a class scheduled in the past.

# Started Started



#### Click the option to Make A New Booking.

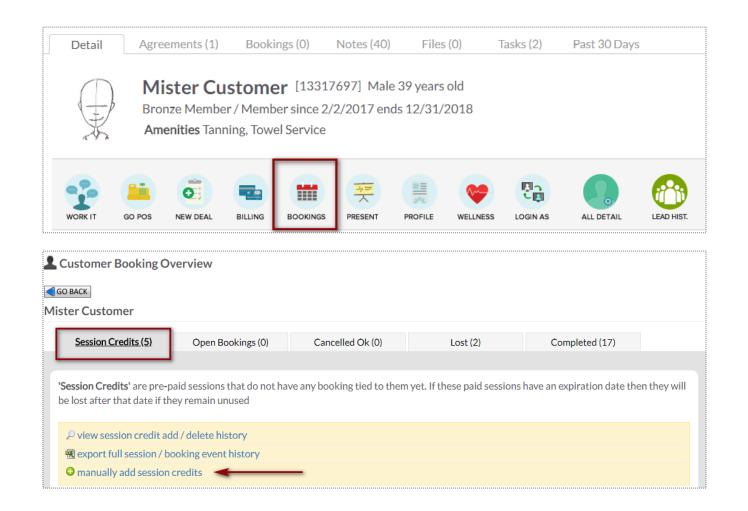
Use the search box to locate your client. **Send An Email To or Send A Text Message** to notify your client of their booking.

Select Make The Class The Booking to complete.

**NOTE**: Only staff with adequate permissions may book a member into a class set in the past.

#### Sclasses: Adding Credits to Account

#### Member Account > Bookings



To access this screen search and select the desired client.

To start manually adding sessions click manually add session credits. Choose the quantity, session credit type and session expiration date.

### Schedule a Service

**Bookings > Grid View** 

	27th 28th	29th	30th	31st	1st	2nd	3rd	4th	5th
👔 organize	FRONT FELIC Front De	TTY			Trac Train Traine	er			
Time <b>7</b> :00 AM     ■					Ş			<b>7</b> :00 A	AM
8:00 AM								<b>8</b> :00 A	AM

1-on-1 services are scheduled via the Grid View. Select the date and click on the beginning time block under the provider performing the service.

	THU JAN 5th	
	8:00 AM - 8:30 AM Tracy Trainer Personal Training 30 Mins Session	
	Book This For	
	Mr Customer 😑	
	$\bigoplus$	
	Notify Mr	
Send Mr An	Email To	
mrcustome	er@clubready.com	
Send A Text	: Message 🛕 No Cell Phone	
	Optional Internal Note (Mr will not see it)	
		$\sim$
	😝 Make The Booking For Mr	
Back		

Click the Add New Booking button. Select the desired service and use the search box to search for your client. Send An Email To or Send A Text Message to notify your client of their booking. Select Make The Booking to complete.

<u>Note</u>: Only staff with adequate permissions may book a member into a service without credits.

### Scrid View: Cancel a Booking

**Bookings > Grid View** 

🔁 organize	FRONTDESK FELICITY Front Desk Staff	Tracy Trainer Trainer
1 Time		P
7:00 AM		
8:00 AM		া M.Customer Personal Training

Select the session you wish to cancel and a window will open with management options.

	Ir Customer [ID 2311063] WORK IT Personal Training 30 Mins Booking #40329770 nursday, January 5, 2017 8:00 AM with Tracy Trainer This session finished 5 hrs ago - has not yet been logged
0 Detail	Notes (0) Cancel Re-Book Off
F	Per Cancellation Policy - Customer will lose this session unless not customers fault
	r wants to cancel (Aloses session credit) is not Mr Customer's fault (does not lose session credit)
Notification	
	To Oclubready.com essage (requires credits)
Optional Internal	Note
Cancel This Bo	poking

Select either **Customer wants to cancel** (client looses session) or **Cancellation is not Customer's fault** (client retains session).

## Scrid View: Manually Log a Session

**Bookings > Grid View** 

👔 organize	FRONTDESK FELICITY Front Desk Staff	Tracy Trainer Trainer
1 Time		
7:00 AM		
8:00 AM		M.Customer Personal Training

Select the session you wish to log off and a window will open with management options.

	Mr Customer [ID 2311063] WORKIT Personal Training 30 Mins Booking #40329770 Thursday, January 5, 2017 8:00 AM with Tracy Trainer A This session finished 5 hrs ago - has not yet been logged												
Detail	Notes (0)	🔒 Ca	ncel	<u>6</u> 2	Re-B	look		Log	Off				
Previous 10 Bo (mouse over icor	0	Date Showed Checkin	9/21 S		6/8 S	6/8 S	6/5 S	5/13 S	4/3 S	4/1 S	10/24	10/16 S	
Customer Validation		No customer check-in logged No Customer Booking Confirmation											
		A staff member with sufficient permissions can always change the payroll status later of this booking.											
Click To Select Status		Booking Completed Successfully Customer Did Not Show Up											
Optional Note (Client Does Not See This Note)		Booking	#4032	97701	Note	1/5/2	017					Fitness •	1.
Log The Booking  Log The Booking And Go To POS													

To log a booking click the **Log Off** tab. Select whether to log the session as successfully completed or as a no show. Click **Log This Booking** to complete the process.

## Selock Time as Unavailable

Bookings > Grid view

	27th	28th	29th	30th	31st	1st	2nd	3rd	4th	Sat 5th
🔁 organize		FRONT FELIC	TTY			Trac Train	er			
						Ş			7:00 4	_
8:00 AM									<b>8</b> :00 Å	M

MON OCT 31st	8
8:00 AM Tracy Trainer	
Block Out Some Time	
How Long ?	
1 Hour   2 Hours   3 Hours   4 Hours   All Day	
15 mins (8:00 AM - 8:15 AM)	^
30 mins	
45 mins	
1 hr 15 mins (8:00 AM - 9:15 AM)	$\sim$
Add Optional Detail	
Add Comment Here	^
	$\sim$
Repeat this blocked out time for all staff if they are not booked	
Make Unavailable	
Back	

Locate the day and time you wish to mark as unavailable and click on the calendar to open your options. Choose the duration of time to mark as unavailable. You may choose the color for the unavailable period to display on your schedule and can also include a comment about the unavailable period. There is an option to repeat the unavailable period as well. Select **Make Unavailable**.

## Session History

		11/1	/201	6						11/3	0/20	16			Р	reset Date Range	es	
•	N		201	6 🗸	1	>			N	ov 🗸	20	16 🗸			Today	Yesterday	Prev 2 Days	
<u> </u>							$\Rightarrow$			Tue			_		This Week	Prev 7 Days	Prev 14 Days	
Sun	Mon	1 ue	Wed	3				Sun	Mon	1 ue	vved	1 nu 3	Fri 4		This Month (Jan)	Jan 1 - 15	Jan 16 - 31	
6	7	8	2	3 10				6	7	8	2		4		Prev Month (Dec)	Dec 1 - 15	Dec 16 - 31	
13	14	15		17				13	14	15	16	17	18	19	Nov '16	Oct '16	Sep '16	
20	21	22	23	24	25	26		20	21	22	23	24	25	26	2017	2016	2015	
27	28	29	30					27	28	29	30				L			1
ote :	ŕ			t have	e be	en log	gged are i	included	l in th	is rep	ort.							
	ions,	2 Cla	isses															💌 expor
	ions,	2 Cla	ate			٦	Time				Cust	ome	er		Session Type		Pay \$	🗟 expor Status
Sess	ions,	2 Cla D					<b>Time</b> M - 9:00 AN	И			Cust				Session Type FRONTDESK FELICITY Fundamentals of Yoga Class		<b>Pay \$</b> \$20.00	
Sess #ID	ions,	2 Cla D 11/1	ate			8:00 AI				2		ttende	e(s)		FRONTDESK FELICITY			Status

#### Bookings > My Session History

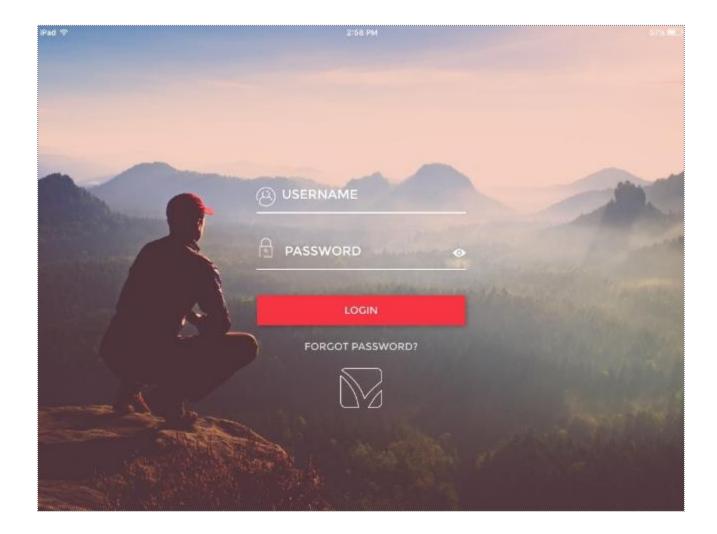
Select the dates you wish to generate the report for by clicking on the to and from calendar or choosing a Preset Date Range. Click **Generate Report**. Your results will show on the webpage and includes the booking ID, date and time of the booking, customer name, type of session, your pay for the booking, and the status of the booking.

## S ClubReady



### SclubReady Class Kiosk App: Login Screen

Use your staff login and password to access the ClubReady Class Kiosk App



# SclubReady Class Kiosk App: View Upcoming Classes

After logging in, you will see a list of all upcoming classes.



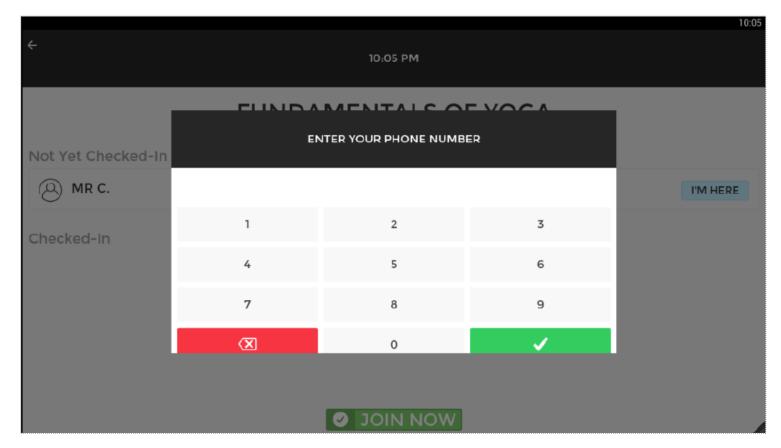
## SclubReady Class Kiosk App: Viewing Current Bookings

Choose to checkin an already registered member or have a new member join the class.

÷	10:05 PM	
	FUNDAMENTALS OF YOGA 10:30 PM - 11:30 PM with TRAINER EXTRAORDINAIRE	
Not Yet Checked-In		
(A) MR C.		I'M HERE
Checked-In		
	JOIN NOW	

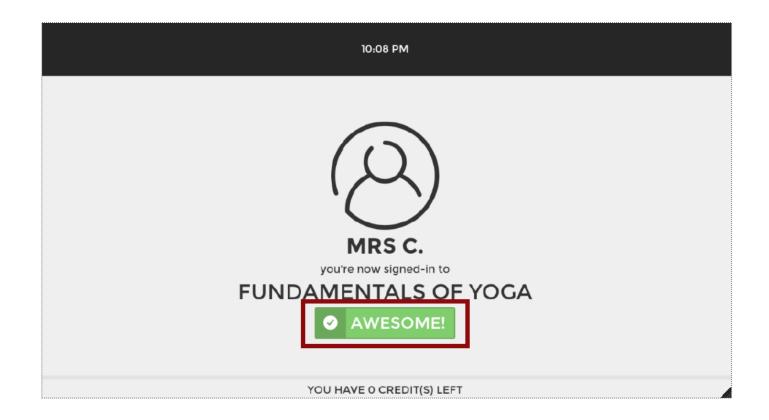
### SclubReady Class Kiosk App: Confirm Check In

You can have your registered member enter their phone number to check in to the class.



# SclubReady Class Kiosk App: Making A New Class Booking

After a new member is booked, select AWESOME! to go back to the class list.



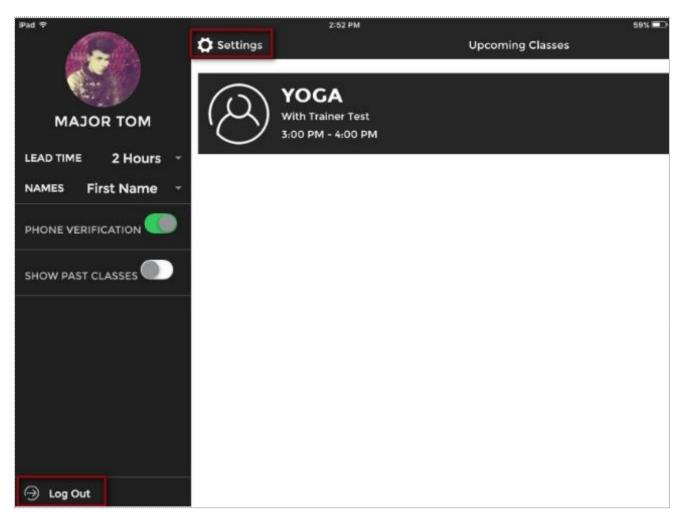
# Science ClubReady Class Kiosk App: Successful Check

Confirmation will be seen for the member.

÷	10:08 PM	
	FUNDAMENTALS OF YOGA 10:30 PM - 11:30 PM with TRAINER EXTRAORDINAIRE	
Not Yet Checked-In		
Checked-In	Success!	
(A) MR C.	Thanks for checking- in. You're all set!	
(A) MRS C.	ок	

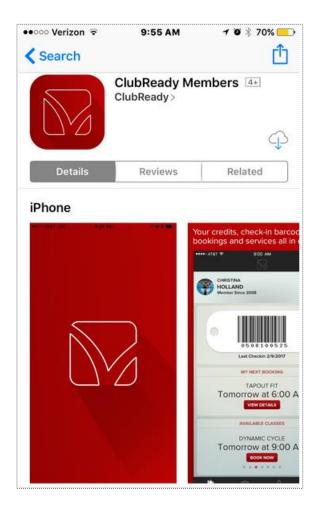
# Settings

Adjust your personal settings from the app, including Lead Time, Members Name Display and Log Out.



#### SclubReady Member App: Download

Members can login to the App using ClubReady username and password.

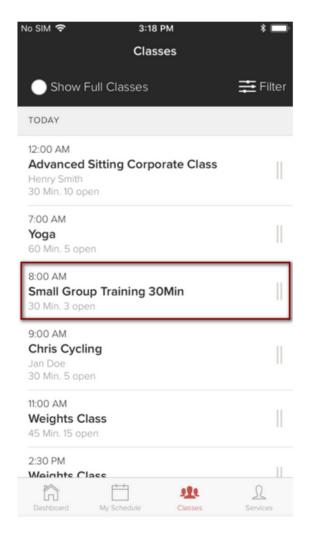


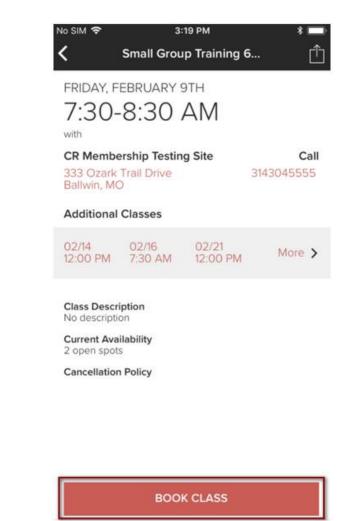
The ClubReady Member app is available for iPhone and Android. With your smart phone, download the ClubReady Team app from the Google Play store (if using your Android) or iTunes App Store (if using the iPhone).

### SclubReady Member App: Book Into Class

App for members to access Class Schedule and book.

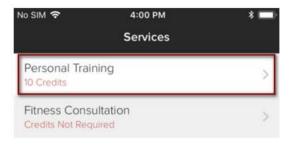






### SclubReady Member App: Book A Service





Ħ

My Schedule

202

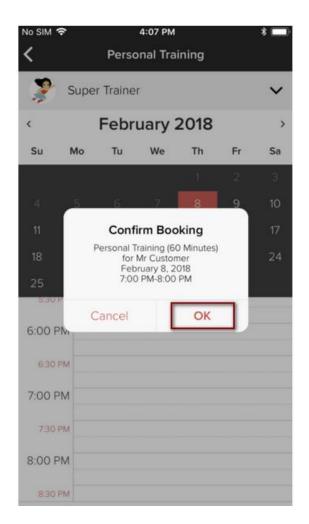
1

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No SIM	Ŷ		4:00 PM	į		* 🗖					
<		Perso									
All St	All Staff										
<		Febr	uary 3	ary 2018							
Su	Мо	Tu	We	Th	Fr	Sa					
				<u></u> [1	2	3					
					9	10					
11	12	13	14	15	16	17					
18	19	20	21	22	23	24					
25	26	27	28								
4:30	PM										
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5:30	PM										
6:00 f	PM										
6:30	PM										
7:00 F	PM										

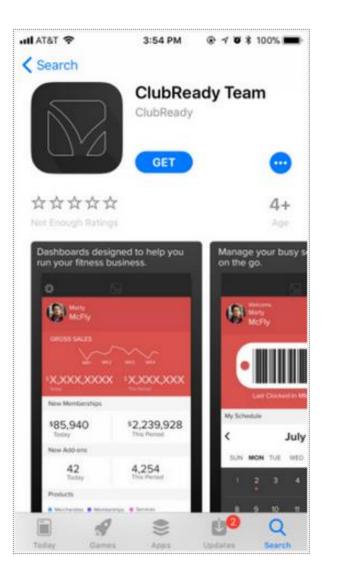
## SclubReady Member App: Book A Service

No SIM 🧟	> 4:00 PM * 🗔
×	Available Staff
Persona	al Training
	bruary 8th 12:00 AM
ind ret	
All Sta	ff
>	Super Trainer
<b>P</b>	Sally Sales
	Charlie Clubowner
	Amazing Trainer



### SclubReady Team App: Download

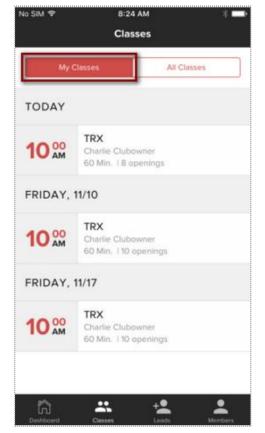
Y6 staff can login to the App using ClubReady username and password.



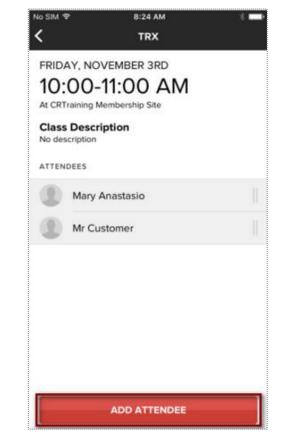
The ClubReady Team app is available for iPhone and Android. With your smart phone, download the ClubReady Team app from the Google Play store (if using your Android) or iTunes App Store (if using the iPhone).

### SclubReady Team App: Book Member Into Class

App for Y6 staff to access Class Schedule and book members.



To schedule a member from the App, select the **Classes** icon in the Navigation Bar. Click on the specific class you wish to add a booking.



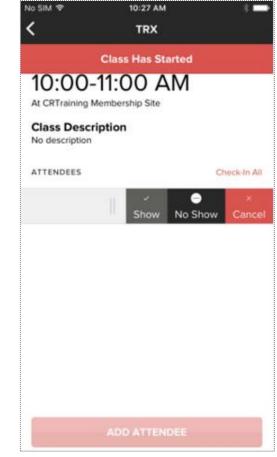
Click on **ADD ATTENDEE** to search for the member you wish to add to your class. Using the search tool, type the members name and select the account. Click on **OK** to confirm their booking.

### SclubReady Team App: Book Member Into Class

App for Y6 staff to access Class Schedule and book members.

lo SIM Ҿ	10:27 AM	* 🗕
`	TRX	
10.00	Class Has Started	
	-11:00 AM	
At CRTraining	Membership Site	
Class Desc No description		
ATTENDEES		Check-In All
Lady	Customer	1
P		

On your dashboard, select the **Classes** option in the navigation bar. Select the name of the class your member is booked in.



To cancel this booking, slide the customer's name to the left. Select: **Show, No Show or Cancel.** 

## S ClubReady

## Staff Management

### Se Your Login: Profile

Updating your profile and availability

My Profile	My Availability	My Notify Settings	My Notify Settings My Photo			
Last Updated Wednesday	, October 5, 2016 9:22 AM					
First Name		Sally				
Last Name		Sales				
Gender		Female				
Address						
City						
State						
ZIP						
Email		sally@clubready.com				
Cell Phone						
Phone						
Login Information						
User Name		Sally2431		between 4 and 255 characters lor		
Password		****		between 4 and 10 characters long		
Re Enter Password		••••				

Select the **My Profile** tab. Update your information. Entering your email is important for notifications from ClubReady. The log in section will allow you to change your username (if what you want is not already taken) and password. Click update to save your changes.

### Sequence Your Login: Availability

Updating your profile and availability

My Standard Weekly	Availability						
My Profile	<u>My Availability</u>	My Notify Settings	My Photo				
In order to accept booking work hours change.	gs your typical weekly we	ork hours must be setup. Th	is is used when customers bo	ok online to define what time perio	ds are available for booking	s. You only need to set this up or	ice and then only change it if your
Click in any time cell and	move the mouse down to	o drag periods. Release the r	nouse button to create the p	eriod. You can duplicate days by usi	ng the copy tool. 'Clear All'	will remove all the entered period	ds.
Copy Sun 🗸	⇒	Sun 🗌 Mon 🗌 Tue 🗌 V	Ved 🗆 Thu 🗆 Fri 🗆 Sat 🛛 Co	ру			Clear All
Time	Sun	Mon	Tue	Wed	Thu	Fri	Sat
6:30 AM							
6:45 AM							
7:00 AM		7:00 AM	8	7:00 AM	3:00 AM	3:00 AM	8 7:00 AM 8
7:15 AM							
7:30 AM							
7:45 AM							
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10:45 AM 10	):45 AM	😵 11:00 AM		11:00 AM			

Select **My Availability** tab. To select a time period as available click on the day and starting time that you are available. You will want to hold down the left mouse button as you drag to highlight the desired length time.

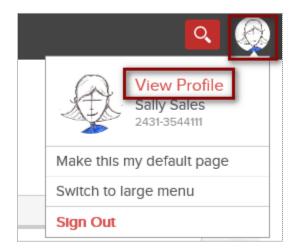
**Copy** - You can copy the available time from one day to another using this tool.

**Select Location -** if you have access to more than one location, you will be able to set your availability at each location using this drop-down.

Clear All - will remove all available times.

## Se Your Login

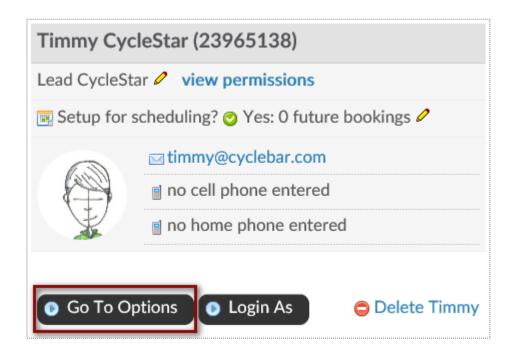
Updating your profile and availability

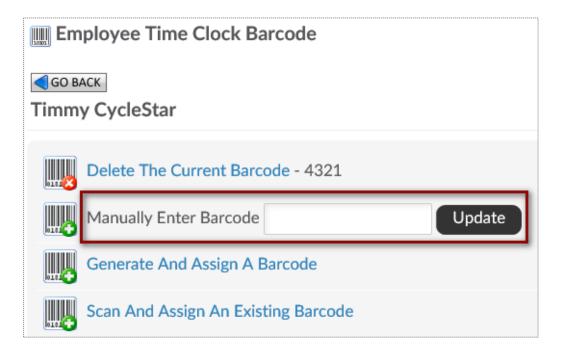


Log into your site. In the top-right corner click on your picture icon. Select option View Profile.

### Setup Staff Clock In/Out Barcode

Staff > locate staff member > Go To Options > Time Clock Barcode





Employee must be assigned a barcode to keep track of their clocked hours. You can choose to **Manually Enter Barcode** for the staff. Any alpha numeric code that is more than 2 characters.

#### Setup Staff Hourly Pay Rate

Staff > locate staff member > Go To Options > Time Clock Pay Rate

Admini	strative	
	Access Their Login Area	Employee Time Clock Pay Rate
2	Edit Profile	GO BACK Frontdesk Felicity
2	Disciplinary History & Entry	Time Clock Pay Rate \$ 14.00 /hr
	Time Clock Barcode	
<b>1</b>	Time Clock Pay Rate	

Employee must be assigned an hourly pay rate to know what will be their total pay when running the Time Clock Payroll Report. Type in **the Time Clock Pay Rate** and click **Update**.

#### Scheck In Web Kiosk

Setup > General > Check In Web Kiosk

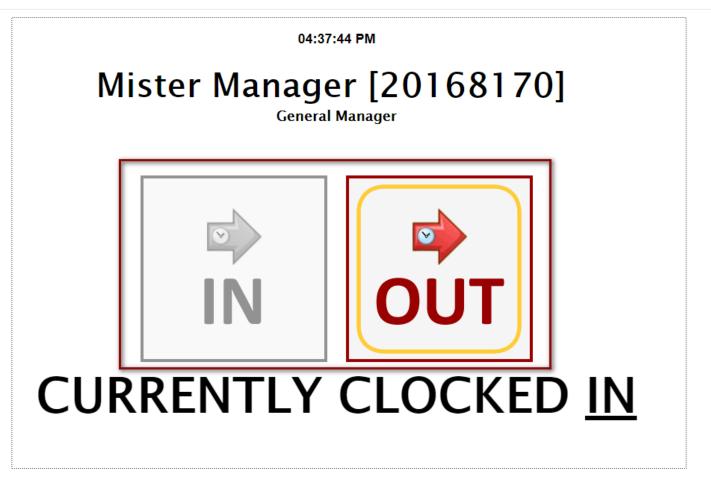


Once the employee has a barcode and an hourly pay rate assigned to them, they can start to clock in/out of ClubReady.

After logging in to activate the kiosk, the screen will update requesting staff to type their assigned barcode.

*The Check In Web Kiosk will be used for staff to document their worked hours.

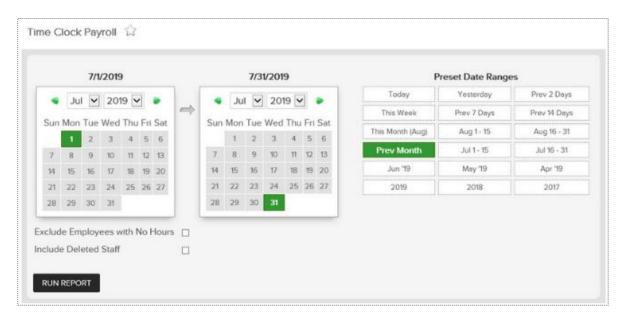
### Staff Time Clock



Once they are done typing the barcode, staff will need to manually select **IN** or **OUT** to document their hours.

### STime Clock Report

#### Reports > Staff > Time Clock Payroll



Time Clock Payroll Summary - CRTraining Membership Site (2829) 7/1/2019 - 7/31/2019

User ID	Employee Name	Home Location	Clocked Hours	Clocked Mins	Total Minutes	Pay Rate	Total Pay
\$	:	•	\$	•		•	\$
4670167	Charlie Clubowner	CRTraining Membership Site	29	32	1.772	\$12.75	\$376.55
4711678	Frontdesk Felicity	CRTraining Membership Site	10	35	635	\$18.00	\$190.50
9618414	John Cena	CRTraining Membership Site	9	42	582	\$25.00	\$242.50
18351031	Mike Trout	CRTraining Membership Site	14	30	870	\$17.00	\$246.50
			62	139	3,859	\$72.75	\$1,056.05

After you have setup Employee Check In, you can run the Time Clock Payroll Report. Select the date range from the calendars or select from the preset date ranges. Click **Generate Report**.

The online report will display **Employee Name**, their **Home Location**, total **Clocked Hours**, total **Clocked Mins**, **Total Minutes**, **Pay Rate** and **Total Pay**. Click the <u>hyperlink</u> for **Total Minutes** to view additional information for that staff member.

To export the data, select the floppy disk and choose your method of export: **CSV** (comma delimited), **PDF**, or **Excel**.

# S ClubReady

# ClubReady Billing

#### S ClubReady Billing: Fees

Breakdown of potential fees. Please refer to your ClubReady contract for full details.



#### **ClubReady Fees**

- Software Fee
- Tech Fee
- PCI Fee
- ACH Service Fee
- Remit Statement Fee



#### **Billing Fees**

- Account Updater
- CC Chargeback
- ACH Return
- Draft Transactions

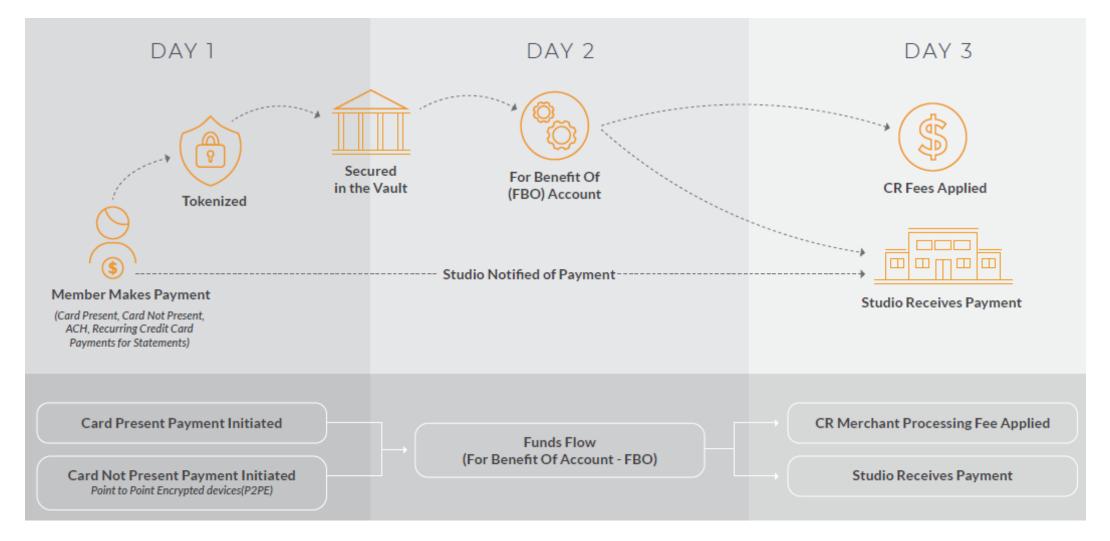


#### Misc. Fees

- Text Messages
- leadSPEAK
- Franchise Fees

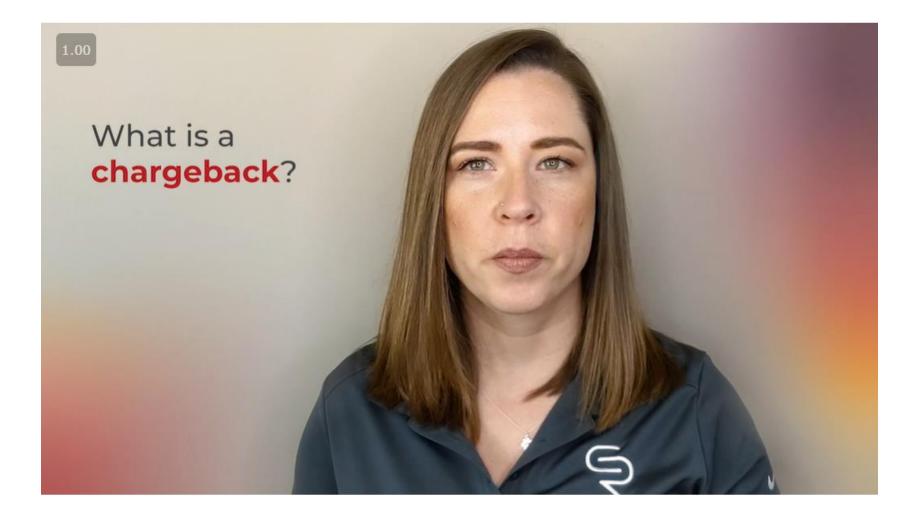
### SolubReady Payments: How do funds flow?

ClubReady offers a single-source payments solution. Now you have one trusted partner to facilitate your payments quickly, reconcile payments simply, gain better reporting on payments, all while reducing the number of vendors you have to depend upon.



#### ClubReady Billing: Chargebacks

Click the video below to understand our Chargeback process and how it works.



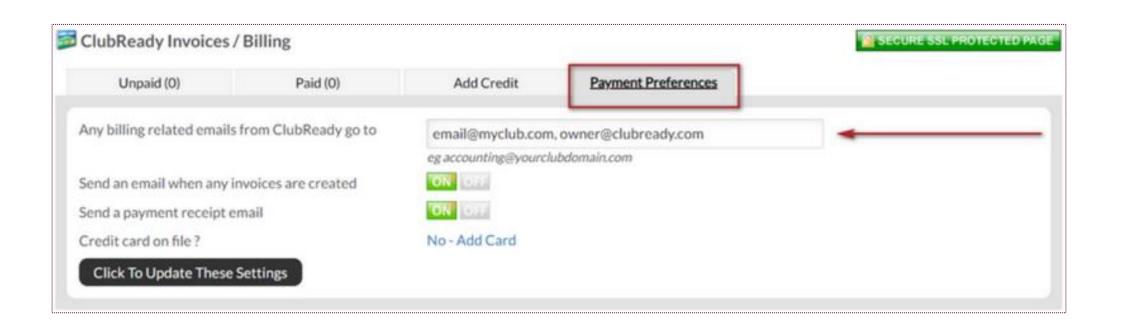
# S ClubReady

# **Remit Report**

**Understanding your Remit** 

### Seceiving Remit By Email

Setup > ClubReady Invoices > Payment Preferences



Set to receive an email notification when a remit report is ready by entering the email address and **Click To Update These Settings**.

### Solution Viewing Remits in ClubReady

- 1	Main	Book	ings	Prospects	Mem	bers	Staff	Report	s Setup	Tools	Help
R	Report \	/iewer	Со	mmunity	Exerc	ise Lib	rary Ad	d News	Past News		
~	<b>À</b> Filter				Re	mit R	eport				
ET HEL					1	In	dividual F	Remit	М	ultiple Remits	5
SUPPORT + GET HELP			Fa	vorites							
SUPPO	Communications					Excel	Export C	inly 🗆			
	Credits/Bookings					RUN	I REPORT				
		I	ntell	ligence							
			Me	embers							
				Misc							
		Agree	ment	ts Liability							
	Co	nverteo	d Tra	nsactions							
		fitRe	ward	ds Earned							
			Ren	nit Report	-	_					

Remit Reports are saved and available in ClubReady. Navigate to **Reports > Misc Reports > Remit Report**.

### Solution Viewing Remits in ClubReady

emit Report 🛱		
Individual Remit Multi	iple Remits	
Select Remit #34463 (10/18)	/2021 - 10/20/2021) 🖍	
Excel Export Only		
	of 10 > ⊳I	
Document Map	Settlement Summary	
Remit Report - 5507	10/18/2021 - 10/20/2021 (#34463	3)
Summary		Upfront
Transaction Fees	Cash	\$0.00
Down	External Terminal	\$0.00
Products	Written Check	\$0.00
	Credit Card	\$668.00
Draft	e-Check	\$0.00
PDC	Total	\$668.00
Refunds	Sales Tax*	
Returns	Total Less Sales Tax*	
Fees	Total Revenue Subject to Franchise Fee	
Adjustments		
	Totals Through ClubReady	\$668.00
	ClubReady Transaction Fees	(\$19.71)

Use the **Document Map** on the left to view additional details.

### Solution Viewing Remits in ClubReady: Helpful Tip

port Viewer Community E	Exercise Library Add News P	ast News
<b>i</b> lter	Remit Report 🛱	
inter	Individual Remit	Multiple Remits
Favorites	Select Remit Rem	it Deposit Summary
Communications	Excel Export Only	
Credits/Bookings	RUN REPORT	
Intelligence		
Members		
Misc		

To view all your remit deposits at once, and to reconcile your deposits to your bank statement, this is a handy tool to use:

- On **Individual Remit tab**, leave the "Select Remit" drop down box populated to "Remit Deposit Summary" (do not input a date).
- Check the "Excel Export Only" box > click "Run Report"

An excel report will be generated and show all your deposits or negative balances.

#### Solution Viewing Remits in ClubReady: Excel Export

		v	U	L	1
1	Remit ID	From	То	Deposit Amount	Accrual Balance
2	34813	11/11/2021	11/14/2021	\$2,940.69	0.00
3	34760	11/8/2021	11/10/2021	\$6,586.90	0.00
4	34715	11/4/2021	11/7/2021	\$5,180.14	0.00
5	34662	11/1/2021	11/3/2021	\$5,642.54	0.00
6	34603	10/28/2021	10/31/2021	\$5,873.30	0.00
7	34550	10/25/2021	10/27/2021	\$3,569.10	0.00
8	34493	10/21/2021	10/24/2021	\$3,473.29	0.00
9	34463	10/18/2021	10/20/2021	\$6,065.35	0.00
10	34392	10/14/2021	10/17/2021	\$4,138.56	0.00
11	34363	10/11/2021	10/13/2021	\$2,576.44	0.00
12	34306	10/7/2021	10/10/2021	\$2,877.17	0.00
13	34251	10/4/2021	10/6/2021	\$4,720.56	0.00
14	34209	10/1/2021	10/3/2021	\$3,137.12	0.00
15	34178	9/30/2021	9/30/2021	\$1,369.37	0.00
16	34151	9/27/2021	9/29/2021	\$5,827.49	0.00
17	34081	9/23/2021	9/26/2021	\$3,332.10	0.00
18	34051	9/20/2021	9/22/2021	\$2,660.63	0.00
19	33993	9/16/2021	9/19/2021	\$2,651.60	0.00
20	33952	9/13/2021	9/15/2021	\$4,500.33	0.00
21	33883	9/9/2021	9/12/2021	\$5,019.00	0.00
22	33841	9/6/2021	9/8/2021	\$3,828.75	0.00
23	33796	9/2/2021	9/5/2021	\$961.74	0.00
24	33744	9/1/2021	9/1/2021	\$328.44	0.00
25	33726	8/30/2021	8/31/2021	\$3,129.30	0.00
26	33682	8/26/2021	8/29/2021	\$2,579.46	0.00

#### Semit Report: Summary

**Upfront (Downpayments)** - Payments made on invoices due and paid the day of the purchase.

**Products -** Products that have been created in your site and sold at POS.

**Draft** - Payments made on a future invoice.

PDC - Past due invoices

**Refunds & Returns:** Refunds are invoices paid and returned to the customer's CC/ACH. Returns are invoices paid and returned by the customer's bank or CC (chargeback due to customer dispute)

Settlement Summary 10/18/2021 - 10/20/2021 (#3446	3)							
	Upfront	Products	Draft	PDC	Refunds	Returns	Totals	
Cash	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
External Terminal	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Written Check	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Credit Card	\$668.00	\$0.00	\$1,074.00	\$0.00	\$0.00	\$0.00	\$1,742.00	
e-Check	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Total	\$668.00	\$0.00	\$1,074.00	\$0.00	\$0.00	\$0.00	\$1,742.00	

#### Semit Report: Rows

**Payment Method** - Cash, External Terminal, Written Check are listed but should be deposited by the club to their bank. Credit Card, and Echeck are deposited by ClubReady minus the fees and adjustments. **Sales Tax** - Total sales tax paid that is due to your state.

Total Revenue Subject to Franchise Fee - Additional fees to Corporate.

**Totals Through ClubReady** - This is your total for the Credit Card and Echeck. **ClubReady Transaction Fees** - Fees assessed for Credit Card and Echeck transactions. **Other Fees** - Any additional fees charged such as a Software or Collections fee. These will be explained under the Fees tab of the spreadsheet.

**Total Deductions** - Combines the Transaction Fees and Other Fees **Total Before Adjustments** - This is the totals through ClubReady (CC/ACH) minus Fees. **Total Adjustments** - Could be adjustments due to a Hardware purchase or Swipe vs. Manual Credit Card purchase which may give a positive adjustment. These will be explained under the Adjustments tab of the spreadsheet.

Net ACH Transfer - The final deposit amount.

Club Accrual Balance - If there is a negative accrual which will be deducted from the next remit. You will see the deduction as an adjustment.

#### Semit Report: Rows

#### Settlement Summary

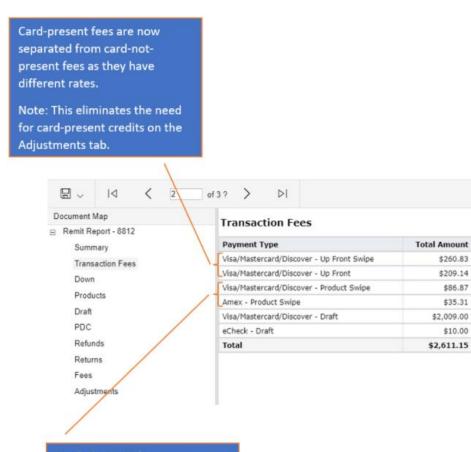
10/18/2021 - 10/20/2021 (#34463)

	Upfront	Products	Draft	PDC	Refunds	Returns	Totals
Cash	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
External Terminal	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Written Check	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Credit Card	\$668.00	\$0.00	\$1,074.00	\$0.00	\$0.00	\$0.00	\$1,742.00
e-Check	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$668.00	\$0.00	\$1,074.00	\$0.00	\$0.00	\$0.00	\$1,742.0
Sales Tax*							\$0.00
Total Less Sales Tax*							\$1,742.00
Total Revenue Subject to Franchise Fee							\$1,742.00
Totals Through ClubReady	\$668.00	\$0.00	\$1,074.00	\$0.00	\$0.00	\$0.00	\$1,742.00
ClubReady Transaction Fees	(\$19.71)	\$0.00	(\$33.57)	\$0.00			(\$53.28)
Other Fees (See Tab)		-		\$0.00			(\$203.26
Total Deductions							(\$256.54
Total Before Adjustments							\$1,485.4
Total Adjustments							\$0.00
Net ACH Transfer to Club							\$1,485.4
Club Accrual Account Balance	\$0.00						

"Sales tax is not deducted from your remit and is sent with your total deposit.

### Semit Report: Transaction Fees

Transaction Fees tab will list any fees assessed for Credit Card and e-Check transactions.



Fee Amount

(\$6.52)

(\$6.27)

(\$2.17)

(\$1.06)

(\$67.30)

(\$0.24)

(\$83.56)

Fee Rate

2.50%

3.00%

2.50%

3.00%

3.35%

2.35%

Similarly, VMD fees are now separated from Amex fees as they have different rates.

## Semit Report: Down, Products & Draft

**Downpayments** and **Products** tab will list each transaction individually with customer name, date, amount before tax, sales tax, payment method, and the detail of the invoice.

Down Payments								
Client Name	Email	Date	Detail	Payment	Amount	Sales Tax		
		10/18/2021	4 sessions per month	MasterCard (through CR)	\$189.00	\$0.00		
		10/19/2021	4 sessions per month - renewal month to month 99	MasterCard (through CR)	\$180.00	\$0.00		
		10/20/2021	8 sessions per month	Visa (through CR)	\$299.00	\$0.00		
Total					\$668.00	\$0.00		

*Transactions on this tab include any transactions paid using Credit on Account.

Revenue amounts on the Summary tab, however, do not include Credit on Account transactions.

**Draft** tab lists the customer name and each individual draft invoice that was successful, the amount before tax, sales tax, payment method, detail of the draft invoice. Also provided is the agreement date and it's auto-renew status.

Draft								
Client Name	Email	Date	Detail	Payment	Associated Agreement Date	Auto- Renew?	Amount	Sales Tax
		10/18/2021	4 sessions per month	Amex (through CR)	8/18/2021	NO	\$189.00	\$0.00
		10/18/2021	4 sessions per month	Amex (through CR)	5/18/2021	NO	\$189.00	\$0.00
		10/19/2021	79 maintenance	Visa (through CR)	1/19/2018	YES	\$79.00	\$0.00
		10/19/2021	4 sessions per month	Visa (through CR)	4/28/2021	NO	\$140.00	\$0.00
		10/20/2021	4 sessions per month	Discover (through CR)	7/20/2021	NO	\$189.00	\$0.00
		10/20/2021	4 sessions per month	Visa (through CR)	7/20/2021	NO	\$189.00	\$0.00
		10/20/2021	99 maintenance	Visa (through CR)	2/20/2020	YES	\$99.00	\$0.00
Total							\$1,074.00	\$0.00

*Transactions on this tab include any transactions paid using Credit on Account. Revenue amounts on the Summary tab, however, do not include Credit on Account transactions.

### Semit Report: PDC

PDC fees and their associated transaction fees are calculated in your report.

0/18/2021 - 10/20/2021							
	Upfront	Products	Draft	PDC	Refunds	Returns	Totals
Cash	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
External Terminal	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Written Check	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Credit Card	\$668.00	\$0.00	\$1,074.00	\$0.00	\$0.00	\$0.00	\$1,742.00
e-Check	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$668.00	\$0.00	\$1,074.00	\$0.00	\$0.00	\$0.00	\$1,742.00
Sales Tax*			L		-		\$0.00
Total Less Sales Tax*							\$1,742.00
Total Revenue Subject to Franchise Fee							\$1,742.00
Totals Through ClubReady	\$668.00	\$0.00	\$1,074.00	\$0.00	\$0.00	\$0.00	\$1,742.00
ClubReady Transaction Fees	(\$19.71)	\$0.00	(\$33.57)	\$0.00			(\$53.28)
Other Fees (See Tab)				\$0.00			(\$203.26)
Total Deductions							(\$256.54
Total Before Adjustments							\$1,485.46
Total Adjustments							\$0.00
Net ACH Transfer to Club							\$1,485.40
Club Accrual Account Balance	\$0.00						

#### Settlement Summary

10/18/2021 - 10/20/2021

*Sales tax is not deducted from your remit and is sent with your total deposit.

### Semit Report: Refunds & Returns

**Refund** and **Returns** tab provides the customer name, the date of the refund and the total amount refunded, the detail of the invoice that was refunded.

#### Refunds

Client Name	Email	Date	Detail	Amount	Tax Amount
		3/23/2021	Approved	(\$280.00)	\$0.00
		5/11/2021	Approved	(\$99.00)	\$0.00
		6/7/2021	Approved	(\$320.00)	\$0.00
Total				(\$699.00)	\$0.00

#### Returns

Client Name	Email	Date	Detail	Amount
		4/14/2020	Chargeback by Customer on 04/14/2020 - Merchandise Not Received	(\$200.00)
	_	4/13/2020	Chargeback by Customer on 04/13/2020 - Charge Submitted After You Were Advised to Discontinue Future Billing	(\$20.00)
Total				(\$220.00)

#### Semit Report: Fees

Fees tab will list any fees assessed by the Franchise or Collections. The fees are broken out by detail, amount, and who the fee is paid to.

#### Fees

Detail	Additional Detail	Amount	Tax Amount
Franchise Fee	Chain	(\$104.52)	\$0.00
Remit Statement Fee	ClubReady	(\$4.95)	\$0.00
PCI Compliance Fee	ClubReady	(\$19.95)	\$0.00
Custom Branded Mobile App	ClubReady	(\$39.00)	\$0.00
Media Fund	Chain	(\$34.84)	\$0.00
Total		(\$203.26)	\$0.00

#### Semit Report: Adjustments

Adjustments tab provides the detail of the adjustment as well as the amount.

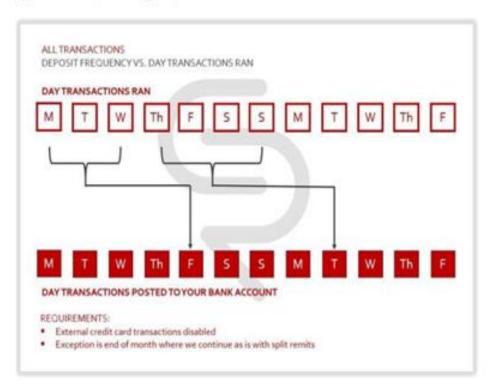
#### Adjustments

Detail	Additional Detail	Amount	Tax Amount
Amex Draft Fee (280.00 drafted at 0.50% from 1/20/2020 to 1/22/2020)	Club/ClubReady	(\$1.40)	\$0.00
Amex Draft Fee (320.00 drafted at 0.50% from 1/23/2020 to 1/26/2020)	Club/ClubReady	(\$1.60)	\$0.00
Amex Draft Fee (89.00 drafted at 0.50% from 1/27/2020 to 1/29/2020)	Club/ClubReady	(\$0.45)	\$0.00
Add To Credit Balance For SMS, Mail etc - \$60.00	Club/ClubReady	(\$60.00)	
Amex Draft Fee (360.00 drafted at 0.50% from 2/3/2020 to 2/5/2020)	Club/ClubReady	(\$1.80)	\$0.00
Amex Draft Fee (320.00 drafted at 0.50% from 2/10/2020 to 2/12/2020)	Club/ClubReady	(\$1.60)	\$0.00
Feb Tech Fee	Club/ClubReady	(\$50.00)	\$0.00

### Semit Report: Deposits

#### FAQS: REMIT PROCESS Q. HOW OFTEN WILL I RECEIVE REMIT DEPOSITS?

A. You will receive twice weekly remit deposits. Please see the deposit schedule below to understand which day(s) are included in your corresponding deposit.



#### Q. WHY IS THERE A 'LAG' IN GETTING MY DAILY DEPOSITS?

A. There is a 2 business-day delay in receiving your funds because ClubReady must first have the funds deposited into our trust account before we can initiate funds into your bank account.

### Second Additional Training Resources

**Overview Of Full Service Remit** 

https://clubready.zendesk.com/hc/en-us/articles/360042106232-Overview-Of-Full-Service-Remit

Troubleshooting: Remit Report (Full Service Only)

https://clubready.zendesk.com/hc/en-us/articles/360042106192-Troubleshooting-Remit-Report-Full-Service-Only-

# **S**ClubReady

# Hardware

### Sequence Hardware

After the units have been received and setup in place please email <u>support@clubready.com</u> to schedule a remote computer setup session.

#### Windows 7-10 PC with Internet Access:

Intel Core 2 Duo or better processor 4-8 GB of RAM At least six USB ports Microsoft Office or Open Office (version that includes Word & Excel) Internet Explorer 11

#### Member Check-In Scanner:

Manufacturer: Honeywell Model Name: Genesis Model Number: 7580G-2 Part Number: MK7580-30B38-02-A

Electronic Signature Pad: Manufacturer: Topaz Systems Model Name: Topaz SigLite Backlit LCD 1x5 Part Number: T-LBK460-HSB-R

#### **Credit Card Reader:**

Manufacturer: Magtek, Inc. Model Name: CENTURION Part Number: mag-21073062 Security Level: 2

#### **Receipt Printer:**

Manufacturer: Star Micronics Model Name: TSP100 Part Number: TSP143U

#### **Cash Drawer:**

Manufacturer: LOGIC CONTROLS Model Name: Titan Jr (Dark Grey) Part Number: log-cr1000gy

# S ClubReady





Help > Knowledgebase Articles

Complete Guide To Intelligence Reports:

https://clubready.zendesk.com/hc/en-us/articles/4412518236301-Complete-Guide-Of-Intelligence-Reports

Complete Guide To Credits / Bookings Reports:

https://clubready.zendesk.com/hc/en-us/articles/4412517825165-Complete-Guide-Of-Credits-Bookings-Reports

Complete Guide To Member Reports:

https://clubready.zendesk.com/hc/en-us/articles/4412496626317-Complete-Guide-Of-Member-Reports

Complete Guide To Staff Reports:

https://clubready.zendesk.com/hc/en-us/articles/4412510550413-Complete-Guide-Of-Staff-Reports



Help > Knowledgebase Articles

#### Complete Guide To Sales Reports:

https://clubready.zendesk.com/hc/en-us/articles/4412518710285-Complete-Guide-Of-Sales-Reports

Complete Guide To Product Reports:

https://clubready.zendesk.com/hc/en-us/articles/4412517412493-Complete-Guide-Of-Products-Reports

Complete Guide To Communication Reports:

https://clubready.zendesk.com/hc/en-us/articles/4412501086989-Complete-Guide-Of-Communications-Reports

Complete Guide To Misc. Reports:

https://clubready.zendesk.com/hc/en-us/articles/4412500915469-Complete-Guide-Of-Misc-Reports

# S ClubReady

# Training & Support

### Reminder: Onboarding Steps

Complete onboarding survey

Schedule conversion date with conversion team

Request exit file from current software company when conversion date is set

Access ClubReady training page

Register for CRUniversity

Download the ClubReady user guide

- O Download the hardware guide
- Complete the hardware form

Complete the CRUniversity learning path

- Attend ClubReady Foundations webinar(s)
- Login to the Demo Site and Practice, Practice, Practice
- Ask a lot of questions!

### ClubReady Support Emails

<u>support@clubready.com</u>

- <u>chargebackinquiries@clubready.com</u>
- pdc@clubready.com
- sales@clubready.com

#### Sequence Help Tab: Register for a Webinar

Click **Help > Training Calendar** in ClubReady to locate our available webinars.

		<b>ORHelp</b>	
CRUniversit	У	Video On Demand	Training Calendar
Recent Cha	nges	-m- Knowledgebase Articles	
Thursday, Sep	tember 30, 20	21	
10:00 AM EST	All Club Staff		
	ClubReady Fou	ndations for Staff Members (90 mins) • view of	details 🔫
	This class cove	ers the basics of ClubReady for Staff, Trainers	and Managers. This includes: •
	Prospect Mana	agement • Work It • Agreement Write Up • Sch	neduling
	webinar URL	https://clubready.zoom.us/webinar/register/WN_2gH	HAQjEmRmGx8HLtBmQ0fw



#### Sectional Resources



Click the **Help** tab in ClubReady to locate more resources such as:

- **CRUniversity** Access our learning portal for video tutorials.
- Recent Changes Read more on our latest updates.
- Video On Demand Watch our key topic videos.
- Knowledgebase Articles Search for our 'how to' guides.
- Training Calendar View and register for available webinars.



## Section CRUniversity

CRUniversity provides Learning Paths and Courses designed to assist you in mastering ClubReady through a series of video tutorials. The Courses cover everything from the Menu and how to navigate the site, how to sell agreements, using the Point of Sale, Scheduling, and more!

The following codes will automatically register you for the appropriate Foundations Learning Path:

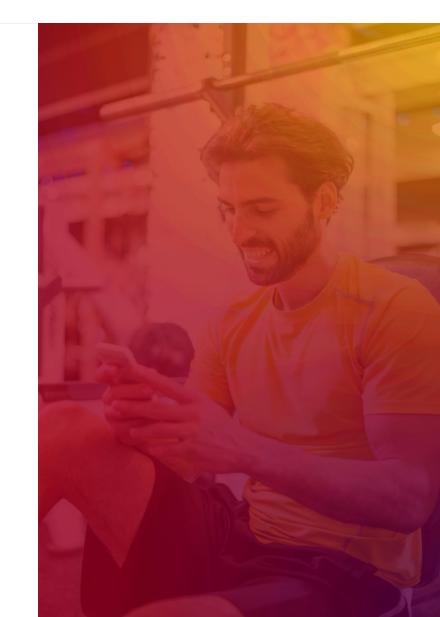
- For Membership Clubs, enter the code: FoundationsMember

- For Studio Clubs, enter the code: StudioFoundations

Copy the corresponding code that applies to your location and click on the following link to create your account: <u>https://cruniversity.litmos.com/self-signup/</u>

You will then receive an email that creates your login and password at <u>https://cruniversity.litmos.com</u>

Each Learning Path is made up of several courses that train the user on using the ClubReady software. You can follow the Learning Path that has been constructed, or you can look at different courses based on your individual needs in the Course Library.



### Training Home Page

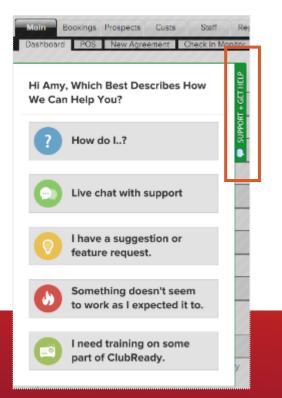
Locate all ClubReady resources in our customized Training Page from CRUniversity, User Guide, and On Demand Videos in a "one-stop" shop:

https://www.clubready.club/foundations-training



### Support + Get Help

Got a problem or need help? Please open a support request by using the green **"SUPPORT + GET HELP"** tab on the left-hand side of your screen or send an email to support@clubready.com



Live chat shows as an option in the support slide out and allows you to chat directly with the support team. Chats can also be converted into help desk support tickets if a resolution is not available during the chat session.

🕼 Disk Paulsen i FFT Pert Dar	12/100 12 12 12 12 12 12
H Andrew, Which Rest Describes How We Gan Help You?	Chat Live with ClubReady Support 🛛 🗸 🗙
1 How do L?	Chris Hammond
O Darichat with suggest	Cline Harroand Hello text. How may I help you?
O lines a suggestion or heater request	hello - I need some help
O to wat an important to a	Chris Instrumed Tensult be glad to help you today, what specifically do you have questions with?
C Inseed Scarsing on survey	
Print and	

You can also reach our support team at 1-800-405-4818 MON – FRI: 6AM – 9PM CST | SAT – SUN: 8AM – 5PM CST

#### Stay Connected with ClubReady!

#### Need Help? Here's How to Get It



Like us on Facebook for updates on enhancements, how-to's and ClubReady news.



Follow us on Instagram for updates on enhancements, how-to's and ClubReady news.



For updates on enhancements and ClubReady news follow @ClubReady



Subscribe to receive status notifications on active incidents or upcoming maintenances <u>http://status.clubready.com/</u>

