

# QUIZ on Sales Talking Points

1. The MOST important piece of information you can get in a tour is:
  - a. Their name
  - b. Their what
  - c. Their how
  - d. Their why
2. Where can you use the app?
  - a. Outside
  - b. At Home
  - c. In the Club
  - d. All of the above
3. When doing cardio, should you use your heart rate monitor?
  - a. Yes, all the time
  - b. NEVER!
4. Can you customize TOD workouts for any fitness level and equipment?
  - a. Yes
  - b. No
  - c. Why would you want to?
5. When should you do Fitness Milestones?
  - a. As your 1<sup>st</sup> workout
  - b. Every 30 Days
  - c. A&B
  - d. Never
6. Where can your members find more information, FAQs and instructions?
  - a. In the app
  - b. Online
  - c. In your emails
  - d. All of the above