



ActivTrax Trial Training Guide

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WHY ACTIVTRAX?

ActivTrax helps solve the retention formula!

Ever wonder about those members that join the club and are left on their own to "figure it out?" They struggle, become frustrated, and QUIT.

The statistics speak for themselves:

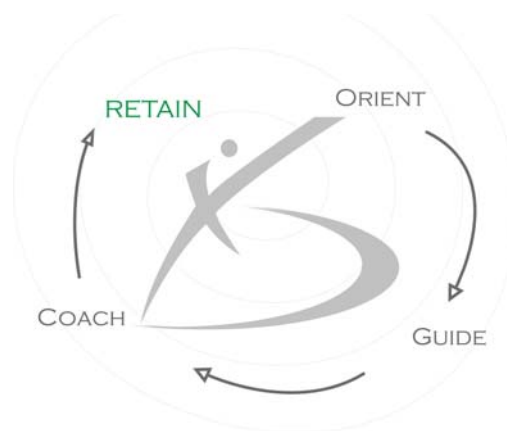
- **Only 2-8% of health club members choose to work with a personal trainer, leaving more than 90% left to figure it out on their own.**
- **65% of new members never even reach their fourth workout.**

It's no wonder that clubs lose nearly half of their membership each year!

With ActivTrax, all your members have a chance at fitness success. Our customized, pre-printed workouts, combined with our member tracking capabilities, ensure that every member reaches their fitness goals and stays with your club.

With ActivTrax, relationships strengthen and increased retention is inevitable! Let our formula work for you!

ORIENTATION + GUIDANCE + COACHING = RETENTION!



WHAT IS ACTIVTRAX?

ActivTrax is specifically designed for those members who choose NOT to work with a personal trainer and helps retain them for the long-term.

ActivTrax members receive a completely new and entirely customized workout each time they visit your club. Our workouts are based on the members' goals, exercise experience, and individual abilities.

We provide your club with extraordinary member tracking capabilities and help you identify members that are at risk of dropping out. Our reports prompt your staff with opportunities by identifying those members who are struggling and need "personal" attention. The reports give you an extra edge to stay in touch with the often-overlooked group of members that train on their own.

WHAT'S NOT INCLUDED IN MY ACTIVTRAX TRIAL?

Your free 45-day ActivTrax Trial provides only a sample of the complete application. Additional features include:

The ActivTrax InfoCenter

Consider the InfoCenter your ActivTrax “Marketing Station.” We include everything you need to showcase ActivTrax to your members.

The InfoCenter is where members pick up their pre-printed workouts and drop off their completed ones. Additionally, it serves as an information resource where they can look up exercise instructions and read posted messages.

Best of all, it's included at no extra charge!



Full Club Inventory

During your free 45-day trial, your club's inventory is limited to a few selectorized machines and other generic club equipment. Our full version includes the ability to incorporate your club's ENTIRE inventory with each piece numbered, making it simple to find the machines.

Automated Printing Capabilities

ActivTrax automatically prints all the forms that need to be printed each morning. However, during your free trial, automated printing is disabled.

Staff and Member Access

During the trial, you are assigned only one “manager” username and password. You will need to share your login information with your staff if you want them to have “trainer access.” The full version includes UNLIMITED member and staff access.

Novice and Intermediate Exercises

Due to the free trial's limited inventory, all the exercises used during the trial are advanced (Level 3) movements. The full version includes exercises that are appropriate for novice, intermediate, and advanced exercisers.

Fitness Option Tracking

In the full version, your club will have the ability to create fitness "bundles" that best suit your members' needs. You can create up to eight different Fitness Option packages with various pricing and billing options for each.

Travel Workouts

ActivTrax members can use their ActivTrax workouts even when they are traveling. Our Traveling Workout feature allows members to workout at different locations within your organization, as well as other fitness facilities such as hotel workout rooms or other commercial facilities.

And Much More... Please contact us at 866-879-8729 ext.106 or ext.101 with any questions or information on how to fully take advantage of the complete ActivTrax system.

HOW TO BEGIN YOUR FREE TRIAL

By now your Club's Inventory should be set up in the ActivTrax database and you are ready to begin.

Please remember that during the trial period, your club's inventory is limited to a few selectorized machines and other generic equipment. Our full version includes the ability to incorporate your club's ENTIRE inventory.

Software Requirements

The following software applications are required to use the ActivTrax system:

Adobe Acrobat Reader 5.0 or higher

Internet Explorer 5.5 SP2 or higher

If you do not have either of the above applications, you can download them from the ActivTrax website. After logging in, they can be found under the following menu path:

Support → Software Downloads

Logging In

In the accompanying email, you were issued your username and password. You have been assigned "manager" rights and now have the ability to add members into the system.

Please note: During the ActivTrax trial period, you are issued ONE username and password. You may choose to share this login with your staff, so that they too can explore the application. Otherwise, you can enter your staff as you would a club member and they can experience ActivTrax from the members' perspective.

THE BASICS...ENROLL, EVALUATE & GUIDE

Now that your ActivTrax trial is ready, getting your employees and members using ActivTrax is easy as 1, 2, 3.

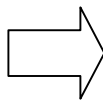
Please remember: During the ActivTrax trial period, you are issued ONE "manager" username and password. You may choose to share this login with your staff, so that they too can explore the application. Otherwise, you can enter your staff as you would a club member and they can experience ActivTrax from the members' perspective.

IMPORTANT: In the full version of ActivTrax, each time you enter a form, it triggers another form to automatically print **overnight**.

- Entering the Member Enrollment Forms → triggers Member Questionnaire and Initial Evaluation Forms
- Entering the Member Questionnaire and Initial Evaluation Forms → triggers Member Workout Forms
- Entering Workout Forms → triggers member's next Workout Forms

REMEMBER: During the trial period, the forms are automatically generated, but are **NOT** automatically printed. You must print the forms yourself by following the printing instructions beginning on Page 12.

STEP 1 - ENROLL



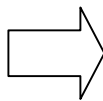
Any member or employee wishing to participate in ActivTrax will need to be enrolled. Before you can enroll members into the system, you'll want to print out extra copies of the ActivTrax Member Enrollment Form. The ActivTrax Member Enrollment Forms are located using the following menu path:

Support → Forms → Member Enrollment

To Enroll a member, do the following:

- ❑ Assist the member in completing the Member Enrollment form
- ❑ Add member or employee (Refer to page 11)

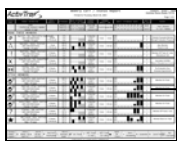
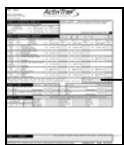
STEP 2 - EVALUATE



To Evaluate a member, do the following:

- ❑ Print the Member's Evaluation (Refer to page 13)
- ❑ Perform the Evaluation (Refer to page 6)
- ❑ Enter the completed Evaluation Form online (Refer to page 11)

STEP 3 - GUIDE



After entering the Initial Evaluation your members will begin receiving their Workouts. The following steps repeat themselves as members progress toward their goals:

Workout

- ❑ Print and file the members Workouts (Refer to page 12, Batch Printing)
- ❑ Members retrieve their Workouts
- ❑ Members perform their Workout and record their results
- ❑ Members hand-in or enter their completed workout
- ❑ Workout Forms are entered daily (Refer to page 11)
- ❑ New Workouts are automatically cued to generate

Call/ Status Reports

- ❑ Call/Status Reports help trainers guide their members
- ❑ Refer to page 14, Printing The Call /Status Report

PERFORMING THE ACTIVTRAX EVALUATION

Before you meet with a member for their first appointment, you'll need to have a copy of their Evaluation. An Initial Evaluation takes an estimated 45-minutes to perform. Add an additional 15 minutes if you are also taking the member's VO2 submax.

The Evaluation Form can be customized from club to club but generally consists of four (4) sections. They are:

The Personal Goals Profile—assesses member's fitness goals and asks the member to rate themselves from a scale of 1-10 with respect to how close they feel they are to reaching their goals.

Measurements—records baseline, body composition, aerobic capacity, and flexibility measurements.

Strength Evaluation—formulates proper starting weights for your ActivTrax members. The weights prescribed in the member's workout will be a direct percentage of their evaluation weights, with the percentages varying based on the targeted intensity for a given workout day.

Orientation—this section is designed for Level 1 Members, and is intended to familiarize them with the exercises they'll be receiving in their up-coming workouts.

These exercises, combined with those in the strength evaluation, make up all the exercises that a Level 1 member receives in their first six workouts; this 6-workout period is referred to as the member's "Getting Acquainted" period. The Getting Acquainted Period is designed to gradually introduce novice exercisers to working out. During this time, the member's workouts alternate between upper and lower body routines. On their 7th workout, new exercises are introduced at a rate of two to three per week.

After a member's evaluation data is entered online, their first workout automatically prints (full version only), in the next day's print job, and you, their Coach, can begin monitoring their performance via your *Weekly Call Status Reports*.

On the pages that follow, we'll walk you through each section of a typical Initial Evaluation and point out a few important items along the way.

REMEMBER: *Each club may perform their Evaluations slightly differently. The following sections are only examples of how it can be done.*

STEP 1: SETTING GOALS

As with most Evaluations, the ActivTrax Evaluation begins with a goals discussion between you and the member.

You'll need to interpret what your members tell you into one of the goals listed in the *Personal Goals Selection Section*. For example, if a member tells you that she wants to “get skinny”, you might select the “Lose Weight / Body Fat” as one of her goals.

Personal Goal Selections
Reduce Stress
Improve Strength
Shape, Tone & Define
Improve Flexibility
Improve Posture
Lose Weight/Body Fat
Increase Energy Level
Improve Cardio Fitness
Maintain Figure / Weight
Self-Image / Confidence

Write her goal in the *Personal Goals Profile Section* and ask her the following question “On a scale from 1-10, 10 being fully achieved, where do you rate yourself with respect to accomplishing this goal?”

Member's Goals	Current Achievement Rating
(Write member's selections in shaded areas)	(less) 1 2 3 4 5 6 7 8 9 10 (more)
	(less) 1 2 3 4 5 6 7 8 9 10 (more)
	(less) 1 2 3 4 5 6 7 8 9 10 (more)
	(less) 1 2 3 4 5 6 7 8 9 10 (more)

In the Current Achievement Rating, ask the member the following question, and record the answer:
 “On a scale from 1 - 10, 10 being fully achieved, where do you rate yourself with respect to accomplishing this goal?”

ActivTrax can track up to 4 (four) goals for the member. Periodically, the member’s goals will appear on their workout and they’ll be asked to re-rate themselves so that we can document and demonstrate their progress.

STEP 2: TAKING MEASUREMENTS

The measurements section of the ActivTrax Evaluation can be customized to include the measurements that your club typically uses. This section is relatively self-explanatory.

Measurements												
Baseline Measurements	Heart Rates RHR is necessary for ActivTrax prescribed cardio. To manually prescribe workout heart rates, complete the override fields.								Blood Pressure		/	
	Resting Heart Rate*		bpm	Target Override:	L	M	H		Weight			lbs
Body Composition (choose one method)	Skin Fold Record all three values to have ActivTrax compute body composition.							or		% of Body Fat Record if known.		
	Tricep		mm	Hip		mm	Thigh		mm	% of Body Fat		%
Body Measurements	Bicep			in	Chest			in	Waist			in
	Hips			in	Thighs			in	Calf			in
Aerobic Capacity (choose one method)	Bicycle Ergometer	Workload		Stage 1	Stage 2	Stage 3	Stage 4	<input type="checkbox"/> kpm <input type="checkbox"/> watts				
		Heart Rate										
	12-Minute Run			minutes								
	One-Mile Walk			minutes				seconds		final heart rate		
VO2Max			ml/kg/min									
Flexibility	Sit and Reach			Inches								

Here are a few important items to consider when taking a member's measurements:

- Measurements are important! The more measurements you take, the more feedback the member receives.
- The **Resting Heart Rate** is required. Without it, ActivTrax cannot prescribe the member's cardio training zones. To avoid elevating their heart rate and skewing their **RHR Measurement**, be sure to take it before having the member perform any physical activity.
- Some of the measurements can be calculated using multiple methods. What's important here is consistency! You want to demonstrate to member's how they are progressing. Changing measurement methods frequently yields different results and often times causes members to become unnecessarily frustrated. **Remember, when it comes to measurements, stay consistent.**

STEP 3: ASSESSING STRENGTH

When it comes to the ActivTrax Evaluation, the **Strength Evaluation Section** is, by far, the most important!

Strength Evaluation		Ensure all exercises are performed using proper form. Try to achieve Momentary Muscular Failure (MMF) at the suggested number of reps.						
Region	Exercise	Equipment Number & Name	MMF Reps	Weight, Pin #, or Reps	Seat / Other			
Chest	Seated Chest Press	(#23) Life Fitness Chest Press	8	Weight (lbs)	NA			NA
Back	Wide Grip Pulldown (front)	(#42) Icarian Multigym Pulldown	8	Weight (lbs)	NA			
Legs	Seated Leg Press	(#1) Strive Leg Press (Position 5)	8	Weight (lbs)	NA			
Shoulders	Seated Shoulder Press	(#17) Life Fitness Shoulder Press	8	Weight (lbs)	NA			NA
Back	Seated Back Extension	(#14) Life Fitness Low Back Extension	15	Weight (lbs)	NA			
Abs	Crunch	Floor	# In 1 min.	# of Reps	NA	NA	NA	NA

Four of the strength tests are performed to an 8-rep max and one, the lower back extension, is performed to a 15-rep max to avoid straining the lower back. It's important for you to understand that we DO NOT need muscle failure to occur at EXACTLY 8 or 15 reps.

Protocols for Determining Max Weight:

Determining max weight is always a matter of trial and error; it requires your professional judgment.

Please note that a member's weights are fine-tuned during their first 6-8 workouts, as ActivTrax learns more about their bodies' abilities.

When assessing a member's strength, if you see an exercise is extremely easy or difficult in the first few repetitions immediately tell the member to stop, and adjust the weight. Remember, you want to avoid muscle fatigue yet achieve as close to the recommended number of repetitions for the particular evaluation exercise.

Some signs of incorrect max weight include:

- Member uses improper form.
- Member exhibits excessive strain (e.g. breathing sacrificed, face turns red).
- Member uses momentum. If this occurs, educate the member on the importance of using proper, controlled form during this evaluation as well as throughout their workout.

Note: ActivTrax recommends a 2:4 cadence to ensure proper, controlled form.

IMPORTANT: We allow for a "failure range" of 7-reps in either direction from the suggested number of max reps. In other words, muscle failure can occur anywhere from 1-15 reps for an exercise that "suggests" an 8-rep max or 8-22 reps for a "suggested" 15-rep max. Values outside of the "failure range" will occur in the member receiving weights that are incorrect.

Performing the Strength Evaluation:

Here are a few important items to consider when performing the Strength Evaluation:

- Properly performing the Strength Evaluation is **CRITICAL**. The member's workout weights are determined as a percentage of their strength evaluation weights. Incorrect weights will result in inaccurate workout weights, which can result in injury or a member's dissatisfaction with the program.
- **Muscle Failure (max testing) is defined as "deviation from proper form", not the inability to get one last repetition.**
- Properly determining the member's max weight takes practice! We rely on your professional judgment. Be sure to talk with your members throughout this process to ensure that they are comfortable. They can be a huge help in assisting you to get the correct weights.
- We allow for a "failure range" of 7-reps in either direction from the suggested number of max reps. In other words, muscle failure can occur anywhere from 1-15 reps for an exercise that "suggests" an 8-rep max or 8-22 reps for a "suggested" 15-rep max. Values outside of the "failure range" will occur in the member receiving weights that are incorrect.
- Always have the member warm-up before beginning the Strength Evaluation.
- Always look for proper form and positioning on the equipment.
- Use only the machines listed in the Strength Evaluation Section. Equipment substitution is not permitted and will result in weights that are wrong for the member.
- If a member is unable to perform ANY of the exercises in the Strength Evaluation properly, ActivTrax recommends that you train with them personally until such time that they can successfully perform ALL the exercises. ****The only exception here is the Crunch exercise. If a member cannot perform any Crunches, they will begin on Level 1 of the abdominal routine.**
- Be sure that the member's grip is "neutral" on the Seated Chest Press and the Seated Shoulder Press.
- Write down the member's Seat and Other settings to make it easier for them to use the equipment in their future workouts.
- Be sure to give the member adequate rest between exercises and encourage them to stretch.
- Refer to the ActivTrax Exercise Book for instructions on any of the recommended exercises.

Rounding

Be sure to record evaluation values using the indicated unit of measurement on the evaluation form (e.g. kg, lbs, or pin number), and round evaluation weights accordingly:

- If a supplemental plate weight (i.e. a "half-weight" or "p) is used and the machine is selectorized with weights that are numbered, then always round up and record the machine's next higher pin number.
- If a supplemental plate weight is used and the machine is uses plate weights, then always record the actual weight used in the machine's indicated unit of measurement (i.e. lbs or kgs).

A Quick Note About Re-Evaluations:

Eight weeks after the member's Initial Evaluation and every twelve weeks thereafter, coaches are notified of re-evaluation times via the Weekly Call Status reports.

At anytime, you can manually generate and print a Re-Evaluation form for a member. Re-evaluations are useful for demonstrating progress and re-assessing the member's strength.

ENTERING DATA

Add a Member

In order for ActivTrax to generate a Member Questionnaire and Initial Evaluation for an individual, you will need to first add them to the ActivTrax database. To add new members, follow the steps below:

- Follow this menu path: Members → Add Member
- Enter the information gathered on the Member Enrollment Form.
- Be sure to select ActivTrax in the "Fitness Option" section.
- Click **Submit**.
- The Add New Member Confirmation Page displays. It includes the member's Username and Password.

NOTE: If the member provided you with a valid email address, their login information will be automatically emailed to them after they are added to the system.

Enter a Member Questionnaire & Initial Evaluation

After the personal trainer completes the member's Evaluation, he or she will need to enter the results of the appointment in order for the member to begin receiving their workouts. (Refer to Page 13 for details on printing Member Questionnaire & Initial Evaluation Forms)

- Enter the Activity ID, located on the bottom right-hand corner of the Member Questionnaire or Initial Evaluation Form, into the Activity ID field, which is located on the blue menu bar in the upper left-hand corner of any ActivTrax web page.
- In the Member Information section, be sure to select a Coach from the pull-down list.
- Next, be sure to select ActivTrax in the Fitness Option section.
- Enter the information gathered during the member's Evaluation.
- Click **Submit**.

Enter a Workout

(Refer to Page 13 for details on printing Workout Forms)

- Enter the Activity ID, located on the bottom right-hand corner of the Workout Form, into the Activity ID field, which is located on the blue menu bar in the upper left-hand corner of any ActivTrax web page.
- Enter the information from each of the gray fields on the Workout Form into each of the data fields on the web.
- Click **Submit**.

PRINTING GUIDE

IMPORTANT: In the full version of ActivTrax, each time you enter a form, it triggers another form to be printed overnight.

- Entering the Member Enrollment Forms → triggers Member Questionnaire and Initial Evaluation Forms
- Entering the Member Questionnaire and Initial Evaluation Forms → triggers Member Workout Forms
- Entering Workout Forms → triggers member's next Workout Forms

REMEMBER: During the trial period, the forms are automatically generated, but are NOT automatically printed. You must print the forms yourself by following the printing instructions on pages 12-13.

There are two ways in which you can print evaluations and workouts for your members:

1. Print all of the forms in a batch (prior to closing the club for all paperwork entered that day).
2. Print individual evaluations or workouts.

Batch Printing:

- Go to the Print Center, following this menu path: Support → Print Center
- Workouts that have been entered but not yet generated remain in the top half of the Print Center Screen in the "Pending Activity" section. Before you can print them, you will need to first generate the print job. To do this click the "Generate" button under "Actions" in the far right-hand column of the Pending Activity section.
- You will receive a message letting you know the job is being generated and to check back in a few minutes. You can check back later or click your browser's Refresh button to see if your print job is ready.
- Once the job is finished generating it will appear in the "Delivery History" section below and have an "Undelivered" status. Click on the Shipment ID number and Adobe Acrobat Reader will launch and your forms are ready to print.
- From within Acrobat Reader, click "File" then "Print".

The screenshot shows the ActivTrax Print Center interface. At the top, there is a navigation bar with links for HOME, LOGOUT, ABOUT US, and CONTACT US. Below this is a search bar and a menu with options like Member Search, Member, Employee, Calenda, Support, Settings & Reports. The main content area is divided into two sections: "ActivTrax Print Center -- Pending Activity" and "ActivTrax Print Center -- Delivery History".

Pending Activity Table:

Workouts		Member Info		Employee Reports	Actions
Entered Only	Entered + Generated	Evaluations	Profiles	Call Sheets	
0	2	0	2	0	GENERATE

Delivery History Table:

Shipment ID	Status	Contents					Produced		Delivered		Actions
		Workouts	Evaluations	Profiles	Call Sheets	Size	Date	By Whom	Date	By Whom	
50959	Undelivered	0	5	0	0	703K	Aug 26 2004 12:57PM	User	N/A	N/A	Print
50829	Delivered	14	0	10	0	847K	Aug 25 2004 2:11PM	User	Aug 25 2004 2:18PM	User	Reschedule

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Individual Printing

Printing Member Questionnaire and Initial Evaluation Forms:

- Go to your View/Edit members list following this menu path: Member → View/Edit Members
- Find your member in the Member List or search for them using the Search Field in the top half of the page.
- Go out to the far right-hand column and click on the "Action Pull-down Menu".
- Select "Evaluations" from the drop-down menu.
- If the pending evaluation form has yet to be generated, you will need to generate it by pressing the "Generate" button in the far right-hand column under Actions.
- If the pending evaluation has already been generated, there will be a "Print" and "Enter" button along with the "Generate" button under the Actions in the far right-hand column.

Activity ID: Member Search: Member: | Employee | Calenda | Support | Settings

View Evaluations

Arnold Tes -- Pending Evaluation						
Generated			Printed		Actions	
Activity ID	Date	By Whom	Date	By Whom		
E44017	Aug 25 2004 3:45PM	Feinstein	N/A	N/A	<input type="button" value="PRINT"/>	<input type="button" value="ENTER"/>
This evaluation has been generated and is ready to use. Manually re-generating an evaluation is only necessary if you wish to update it with equipment changes that have taken place at your club.						<input type="button" value="GENERATE"/>

Arnold Tes -- Evaluation History

Generated		Printed		Performed	Recorded		Actions	
Activity ID	Date	By Whom	Date	By Whom	Date	Date	By Whom	

- Click the "Print" button to load the Questionnaire and Evaluation (2 page form) forms into Adobe Acrobat Reader.
- From within Adobe Acrobat Reader, click "File" then "Print".

Printing Workout Forms:

- Go to your View/Edit members list following this menu path: Members → View/Edit Members
- Find your member in the Member List or search for them using the Search Field in the top half of the page.
- Go out to the far right-hand column and click on the "Action Pull-down List".
- Select "Workouts."
- If the pending workout form has yet to be generated, you will need to generate it by pressing the "Generate" button in the far right-hand column under Actions.
- If the pending workout has already been generated, there will be a "Print" and "Enter" button along with the "Generate" button under the Actions in the far right-hand column.

Activity ID: Member Search: Member: | Employee | Calenda | Support | Settings & Reports

View Workouts

Back to View/Edit Members Generate next workout using the following club's inventory:

Hide Non-ActivTrax Workouts

Falcon Cedar Crest -- Pending Workout

Activity ID	Day	Generated		Printed		Actions
		Date	By Whom	Date	By Whom	
W250461	1	Aug 24 2004 1:36PM	Kaplan	Aug 24 2004 1:36PM	Kaplan	<input type="button" value="PRINT"/> <input type="button" value="ENTER"/> <input type="button" value="DELETE"/>

To try to change some of the exercises and equipment for Workout Day 1, click Generate.

To discard Workout Day 1 entirely, and generate a workout for Day 2, click Skip.

To enter Non-ActivTrax workout activity, click the Non-ActivTrax button to the right.

Falcon Cedar Crest -- Workout History

Activity ID	Day	Generated			Printed		Performed	Recorded		Actions
		Date	By Whom	Club	Date	By Whom	Date	Date	By Whom	

- Click the "Print" button to load the Workout form into Adobe Acrobat Reader.
- Click "File" then "Print" within Acrobat Reader to print the workout.

Printing Call / Status Reports:

- Follow this menu path: Settings & Reports → Weekly Call Reports
- Select a "Coach" from the drop-down menu.
- Click the "Go" button to load the Call Status Report form into Adobe Acrobat Reader.
- Click "File" then "Print" within Acrobat Reader to print the workout.

HOME LOGOUT ABOUT US

Activity ID: Member Search: Member: | Employee | Calenda | Support | Settings & Reports

Weekly Call / Status Report

Choose a Coach:

Note: Coaches only appear if they are currently assigned qualifying Members.

Weekly Call/Status reports include members who are Active, Partially Evaluated, Suspended, Recently Cancelled, or nearing the end of their Introductory Membership Period.

FREQUENTLY ASKED QUESTIONS

Q: What does ActivTrax cost the club if we wish to continue after the trial?

A: ActivTrax costs a flat fee of \$495 per month for unlimited usage.

Q: What does ActivTrax cost our members?

A: One of the best things about ActivTrax is that you can choose to give it away to your members, charge them a one-time fee, or even a small monthly fee. It's completely up to you to decide.

Q: Why can't I add additional employees to my employee list?

A: In the ActivTrax trial we have disabled the ability for you to add additional employees to the system. If your club purchases ActivTrax, all employees will have access to the system with their own personal user names and passwords.

Q: Why do we have to print all of the questionnaires, evaluations, and workouts manually?

A: In the ActivTrax trial we do not have you install our Print Agent. The ActivTrax Print Agent is designed to print all forms that need to be printed automatically overnight.

Q: Where do we file all of the ActivTrax paperwork?

A: During the ActivTrax trial you will have to rely on your current workout card filing system to house the workouts and evaluation forms for ActivTrax participants. Once you purchase ActivTrax we will deliver our ActivTrax Information Center to your club. This filing center serves as presence for ActivTrax in the club and helps you market the program to the members.

Q: Why is there such a limited amount of equipment on the workouts?

A: Again, during the trial we have limited the amount of equipment from your club that is being used in the routines. Once the club purchases ActivTrax all of the equipment from your club will be included in the workouts.

Q: I'm concerned my members will not be able to perform the exercises we have been seeing on the workouts. Do all members receive these exercises?

A: No they do not. There are three exercise levels within the ActivTrax application. Level 1 is novice, level 2 is intermediate, and level 3 is advanced. The variety and difficulty of exercises change depending on the members experience level. During the trial all people added to the program will be considered Level 3 members.

Q: Won't ActivTrax take business away from my trainers?

A: Actually it's quite the opposite. ActivTrax is meant for the overwhelming majority of members that do not choose workout with a personal trainer. It's a tool the trainers can use to help them monitor those people who decided against working with them. ActivTrax helps the trainer by identifying those members that could benefit from on-on-one attention by providing weekly reports on how the members in the program are progressing. The increased interaction between the trainers and the members inevitably increases Personal Training revenue.

Q: How are our members supposed to know how to do all of these exercises?

A: An extensive 300-page exercise instruction book is provided online during the trial period. The book describes how to perform each of the exercises on our routines with photos and text descriptions. If you decide to purchase ActivTrax after your trial, we also provide a full color hard copy of the same book.