

PRICING WORKSHEET

Personal training package menu

Plan three packages, good, better, best. Each tier adds one clear thing to the one below it.

YOUR SESSION RATE	TIER 1 PRICE	TIER 2 PRICE	TIER 3 PRICE	JUMP 1 TO 2

TIER 1

PACKAGE NAME

PRICE AND BILLING

WHAT IS INCLUDED

BEST FOR

SESSIONS OR CHECK-INS PER MONTH

MOST POPULAR

TIER 2

PACKAGE NAME

PRICE AND BILLING

WHAT IS INCLUDED

BEST FOR

SESSIONS OR CHECK-INS PER MONTH

TIER 3

PACKAGE NAME

PRICE AND BILLING

WHAT IS INCLUDED

BEST FOR

SESSIONS OR CHECK-INS PER MONTH

TERMS: PAYMENT, PAUSING, CANCELLING, EXPIRY OF UNUSED SESSIONS

How to use it. Start from your session rate (see the Scraler personal trainer rate calculator). Put the smallest price jump between tier 1 and 2. Make tier 3 the one that includes your time in the room. Check the price against what clients in your market pay.