

# Negotiate like a PRO!

Determine your value and get what you deserve. The Fitness Industry is ESSENTIAL. Fitness professionals help to improve national health and wellness practices, design incredible programs, coach clients to success, change people's lives and yet some are still underpaid, under insured and struggle with life/work balance. The majority of Fitness professionals struggle when it comes to the negotiation of their worth and services. You can change industry standards and views on the importance of what you do as a Fitness professional. Learn to advocate for yourself, negotiate your worth, and get the pay benefits you've earned.

In this session, learn how to flex your negotiation muscles to meet your financial needs and enhance your quality of life. Learn the two most important responses in negotiating in fitness "Yes" and "No, thank you". Become more natural at bargaining and proposing alternatives that will get you to your "YES." Discover how to thrive in the Fitness industry, consider unique streams of revenue and learn the steps to command compensation that reflects your value.

## SELF Check – Which one are you?

**N** = Nauseous / *Never let them see you sweat*

**E** = Exiting Stage Right / Educated on your value

**G** = Guilty / Gutsy

**O** = Out of your league - Overwhelmed / Ownership

**T** = Tired / Tenacious

**I** = Irritated / Inspired

**A** = Apologetic, Angry / Authority

**T** = Timid / Timing

**E** = Elevate your HR & blood pressure / Excited

## GO with the Pro's Perspective

New Talent

Industry veterans

Independent contractors

Online Fitness leader

Industry leader

Did covid change the game?

Tips to Empower our Industry

## The two most important responses in negotiating in fitness “Yes” and “No, thank you”

### **Yes**

Time

Calendar

Surroundings

Values

Legacy

Supports your Why

### **No, thank you**

Distraction

Burnout

Unhealthy environment

Lack of values

Living someone else’s legacy

Regret

## Considering unique streams of revenue

Experience

Mentorship

Resume’ builder

PTO

Work from home

Flex – schedule, kids, parents, spouse

Education

Sweat equity

Education reimbursement

Stock options

To Consult or not to Consult.....is that the question?

**The steps to command compensation that reflects your value**

Time out

What do you really need / want?

Lean into your worth

Board of Directors

Do the work

Take out the emotions

Be ready to Bounce

Learn the Dance

Lather, Rinse, Repeat

Rise up & Pull up

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