

How much is a BTS license?

The monthly license fee for any 2 programs is \$299. Each additional program is \$100.

A package of all seven programs is available for \$699, giving you total control of your timetable.

What is the BTS cancellation policy?

For whatever, or no reason at all, licensees simply need to provide 7 days notice and we part as friends. This policy is based on our confidence in the quality of the BTS programs and services we provide and the subsequent positive impact on your business.

How much do Initial Training sessions cost?

Training sessions for Group Ride™, Group Step™, Group Groove™ and Group Active™ are \$299 and are completed over 2 days. Training sessions for Group Power™, Group Centergy™ and Group Kick™ are \$399 and are completed over three days.

If an instructor is already trained in an equivalent program, they can RPL training by completing a 1 Day Update at no cost.

How are the BTS programs developed?

Program development teams in the US formulate the individual programs each quarter. Each program is complemented by high quality music developed by a team of music evaluators in Italy. The BTS advisory board ensures each program complies with high standard safety measures and programs are tested in over 100 clubs for one month prior to recording. After release, clubs and instructors complete surveys to provide feedback for future program direction.

How much are the quarterly release program kits?

The price of each kit is \$46.95. Postage and handling is \$11, regardless of whether 1 or 7 kits are purchased. BTS also offers instructors a reduction in kit price to \$44.95 when using Autoship (see below).

How do instructors pay for their program kits?

BTS offers a simple payment process for program kits called 'Autoship,' which debits costs fortnightly. For example, if an instructor wants 3 kits (3 x \$44.95 + \$11 P & H) it will only cost them \$24.30 each fortnight.

What is the coaching support offered by BTS?

The BTS coaching support is an initiative to provide licensees with access to full time personalised advice in any area of Group Fitness including; management, instructor recruitment, member retention, marketing, quarterly launches, room design, sales and promotional strategies.

What Marketing Support is available to licensees?

New release posters are posted to licensees each quarter as part of the monthly license fee. Licensees also have access to a wide range of marketing materials such as BTS Program Logos for use on websites and timetables etc. Banners are also available through the BTS Head Office, and branded clothing is available through btsclimbing.com.au.