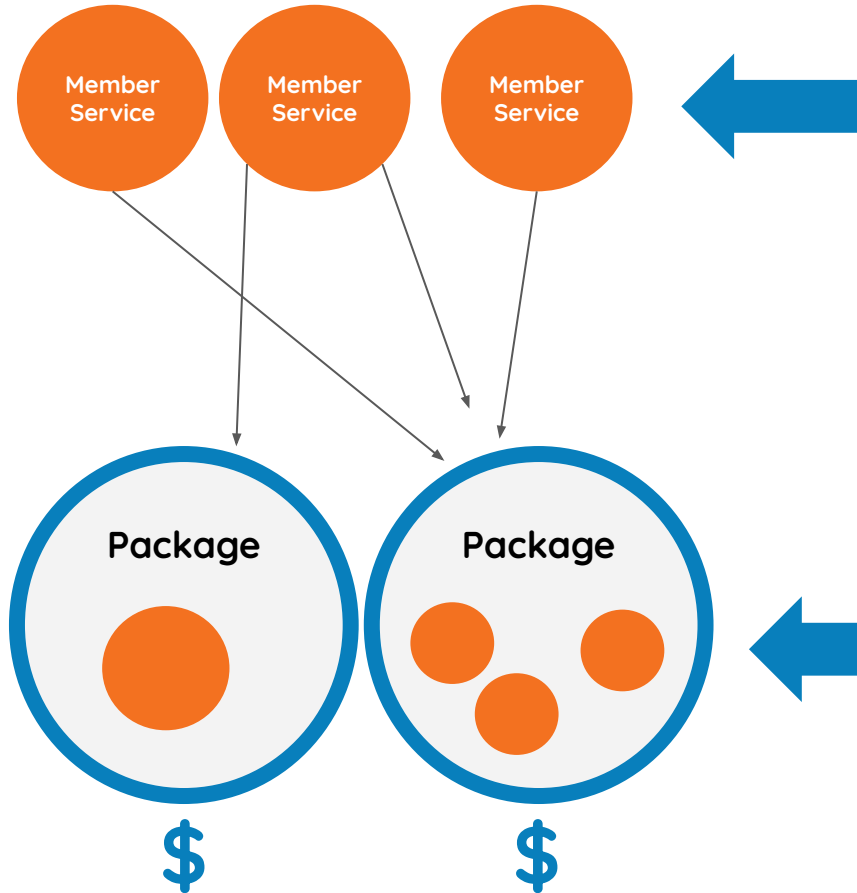


The basics

Member services vs. Service packages

Club  OS



MEMBER SERVICES must be created in order to sell **packages** and create **events**. They are the **basic single unit, session, or class**.

- Set pricing, length (hours or minutes), commission, and expiration for each unit.
- The name and event type will show up on the **calendar**.
- You **must** assign a price or price range to each service. This **can be adjusted** within the package as needed.
- Some other Service settings **can also be modified during Package setup or at the point of sale**.

Examples: 30-minute personal training session, 60-minute small group training session, 30 or 60 minute Yoga or Zumba classes

PACKAGES are **what is actually sold to the client**.

- Set pricing, duration (weeks or months), renewal options, and any additional fees.
- You can **adjust pricing within the Package** - the Service pricing is **just a guideline**.
- Can contain **1 or more services in any combination**
- Some Package settings **can also be modified at the point of sale**.

Examples: 1 60-minute PT session per week for 8 weeks, 6 months of 30-minute PT sessions once per week plus 1 yoga class per week

Member Service settings <i>*** Determines what appears on Calendar events.</i>	Can I change this at the Package level?	Can I change this at the point of sale?
Location	No (Choose from services at your location only)	No
Name***	No (However, Packages have their own names.)	No
Event Type***	No	No
Unit Price (or min/max)	Yes	Yes
Duration (Minutes/hours)	No	No
Expiration	Yes	Yes
Commission	No	No

Other Package level settings include:

Term length (weeks/months)**, **Billing cycle**, **Renewal options****, **Fees/Cancellation Fees****.

*** Can be modified at point of sale*