

BIA Support Packages

Why Purchase a Support Package

Clients expect metrics. Whether output on a bike, heart rate intensity or body changes, they no longer accept calories burned on a treadmill as an acceptable measure of performance.

Bio Impedance Analysis is an accurate, cost effective way to provide valuable metrics on body changes to clients. **But simply purchasing unit won't make the changes you are looking for.**

Getting a Return on Your Investment

Let the experts at Spartan Wellness Technology help you make the most of your investment. The most profitable ROI's occur when BIA owners:

- TRAIN staff to understand every metric on the BIA device
- TRAIN staff to explain the information in a way that makes sense to the client
- EDUCATE staff on how to recommend lifestyle changes, based on the results
- Train your staff to UP-SELL based on results
- Continue to educate and RETRAIN staff
- Properly MARKET your machine to both members and prospects
- Determine a financial model that secures ongoing revenue generation
- Set sales expectations and goals for your staff that achieves your goals
- Track, evaluate and re-evaluate your goals strategically

SILVER PACKAGE \$59/monthly

- Access to our marketing portal with social media posts, print materials and more
- Access to sales, marketing and continuing education training videos
- Quarterly sales analysis with recommendations by commercial financial analysis executive
- Quarterly live training call
- Up to five BIA reviews per month (\$20 per additional)
- Help desk support (48 hour turn around)
- Technical support*
- 10% discount on additional purchases

GOLD PACKAGE \$99/monthly

- Access to our marketing portal with social media posts, print materials and more
- Three custom marketing pieces per year (print, social media)
- Access to sales, marketing and continuing education training videos
- Monthly live training calls
- Monthly sales analysis with recommendations by commercial financial analysis executive
- Up to 25 BIA reviews per month (\$10 per additional)
- Help desk support (24 hour turn around)
- Technical support*
- 10% discount on additional purchases

The Spartan Wellness Technology Commitment

All purchases from Spartan Wellness Technology include one year of the Silver Support package at no additional cost. Subsequent years can be purchased at a 10% discount.

*Accuniq product line only.