

## **Glofox: Brandon**

### **Want to see it again**

Lack of ease of use, support, best fitness app on the marketplace, buy membership, book a class, 2 clicks, fitness specific, wellness specific, don't focus on spas, salons, niche.

I like this guys energy and like what I saw in the

## **Omar: Appointy**

Ours is we designed it as a scheduling system, we only allow social integration, IG and FB, No email, Zapier

We don't have a membership feature, manage at our end

We have a gift cert feature, most our clients using gift cert

We are all over the place, drs, embassies, spas, massage parlors, dentist office, anyone who needs the basic schedule.

## **Momence: Dillon**

### **Brock: who is behind it, reporting, UI issues**

#### **2 Harvard Yogis**

Good Zoom email sequencing, appointment stuff.

We started July 2020, gave ppl vod, find all the things the big players do well and simplify, easy to use, UI nice, integrated pos, booking systems, best onboarding, transition smooth, do e/t train e/o, hand holding process, lead you the entire way.

Had BYW up, highlight checkout, MB currently have you create a profile

We did away from it, intimidating to have to enter all the crap.

Simplify from the jump,

Register: create an account automatically, customize what questions you want to ask

Host dashboard: different levels, owner accounts access to full biz, recent activity, purchases, next events

Staff Tasks ...

2 way communication, email, sms, in app,

Great profile, add as many custom fields as possible

On Demand Video Library

Totally customizable classes, memberships

Auto discounts

Email

Automations are pretty in depth

If/Then love it, email and sms from the

Staff tasks

1,200 brick and mortar studios

Incredible email builder

Referral system

Onboarding do it all for/with you

Simple to leave reviews and connect with Google, like Uber, prompt, after classes, you can get consistent customers, reviews.

CRM: incredible tool

**Jeff: Vagaro: Stick with salons and don't tell me what you like**

We do offer the booking widget, a couple different ways of doing it

We are cloud based, d/load the

**Vagaro**

We want to do a discovery:

Livestream, integrate with

Membership of package

Looks like a calendar to start off with, sends confirmations, Notifications, based on time, reminders,

We don't have CRM

You can draw on, write on and upload photos to

Online Appointment Rules:

He thinks waitlist, was important, the one I like is the ...

They have to be on the calendar to

Couple different options on the booking widget, stays on the website,

Has no clue how to sell/present, no idea if I was paying attention, just talking on and on and on

More like a booking shopping cart,

7,500 small businesses, salons and yoga studios are number 3 on our business list

3,000 yoga studios

We offer livestream our own platform,

Lots of sliders and looks outdated from a UI experience

Email and text marketing, you receive 1,000

A la carte, month to month, no annual, cxl at any time,

Import from MB

Text plans

Support 24/7

Had no idea I didn't care about all the stuff

One thing I do like about the commission one ... the reason why \*I like this better is ... what I mean by that running payroll,

We offer a free trial 30 days

On boarding one on one 45 minutes, answer any questions about

We offer webinars every monday, live training every monday, interact trainers, pre-recorded

Reports, sales summaries

Daily deals

Over 1 million users downloaded the mobile app

On demand next year

Presenting to a hair salon not a yoga studio

This is what inventory looks like

These are our add ons and they start at this much

Totally bored and gone at this point

Website builder: customizing the vagaro landing page, remember when myspace came out, you can customize the vigaro landing page, if they have a website, won't be an issue.

### **Walla: Brock NO Marketing, blow through too many things to too many peeps**

Owned my own studio for 10 years, used MB, never found a good option to fill in the blanks, I wrote it out. Room for disruption in the market, flood of companies trying to do this, they're not ex studio owners, consultants, better for the boutique studio, US San Diego

Tech support, talking to one of us

Run out of money, fully backed 15 million dollars

We're here to stay

Marketing suite is outside of Walla; developing our own, for now third party marketing, book demos through them, discount for Walla, powerful email marketing, BrandBot with mindbody Zoom live stream integration

Start livestream, recording automatically to VOD,

True integration zoom and walla

VOD lives on the actual website, unlike other companies, not jumping off

SEO ...

We don't any of your client content, not looking to monetize your students, no fees,

Privileged based dashboard

Easily add guest email, use guest pass or pay or whatever

### **Wellness Living: Sonya**

Sasha and Len, before WL they ran a fitness business, MB only one,

We get the pain points, I'm a yoga instructor, I get it what we hear from others

10 years, 5,000 businesses; didn't know how many yoga studios

Fitness, gyms, yoga studios

Good reports, all customizable in the dashboard

24/7 phone support

Onboarding, specialist, trains you on what you need, homework, check off b/f live

Form builder

Scheduler

VOD

Great store, quick buy, favorites

Sms text inside app

Multiple lead capture

No A/R sequence

Not sure about the marketing capabilities of this

Custom branded App

MindBody:

### **Mariana Tech:**

No auto enrollment

We do have an integrated marketing suite,

User Experience 90% come from MB,

Mobile App and integration into website

200-300 yoga studios

Customize the no show charge

Showing me statistics talking about her about them, we've seen increases

They track automated penalty fees, showing the advantage/benefit of \$300 month

### **BrandBot**

Custom app, d/l onto your phone

Can book someone from your account into a class, new people, hey, i'll pay for you

Hard coded

Good looking app

Seems like it's more robust

Pay for a guest,

### **Extras:**

Performance metrics tracking

Options for custom development

Add in challenges

Class tags, higher tiers, tag a class, peak time, membership to book into a key class, change who can sign up for those classes based on the membership they have or when they can.

Determine usage

Agenda

Us,

Us,

You

Demo

Pricing

Chad called me, no email stuff