



Dear Member,

Total Fitness is amazed and humbled that we are celebrating our 15<sup>th</sup> anniversary. Since our start in Bristol, we have grown from one club, into the areas largest, all employee owned network of health clubs and exceeded our wildest imaginations. Over the years we have welcomed over 5 million member visits and are currently working to help the thousands of our members to achieve their health and fitness goals.

Total Fitness is thankful for our success over the last 15 years and have been planning our next move in the up and coming years. We are very excited to share some these ideas.

### **Facilities and Programming**

The Bristol location is now utilizing their newly transformed Group Training Studio. The new layout allows us to provide more space and equipment for members along with implementing our New Total Fitness 'Find Your Movement' functional programming. If you haven't seen the Bristol club recently, we invite you to stop by and check out the new space. See the front desk for more information about our new programming being offered.

Over the next year, Total Fitness has similar plans to either transform or add more group training space to each of the Dartmouth, Seekonk and Swansea clubs.

As Total Fitness renovates each club, we will need to make adjustments to our group fitness schedules, temporarily limiting access to the studios and other amenities. Total Fitness will strive to minimize the disruptions and will provide advanced notice along with alternatives to all future changes.

### **Billing**

As you may expect, renovating studios, buying equipment and upgrading infrastructure requires a constant access to capital. Going forward, all incoming club members will be offered a new monthly billing option. This option will structure the member's dues in such a manner that will allow Total Fitness to continue making improvements over the upcoming years.

There will be no changes to current members billing plans unless the member chooses to change because the new plan is more suitable for their financial needs. Members are encouraged to check with the front desk to determine if it is suitable to switch to our New Dollar A Day Fitness Plan.

### **Total Fitness Dollar Rewards**

Total Fitness Clubs will be regularly sponsoring contests, special offers and awarding prizes from our New Member Referral Program. The members who want to participate will be eligible to win Total Fitness Dollars. The dollars are credited to the participating member's account. They are non-transferrable but may be used to pay for Personal Training, Group Training, Protein Shakes and Waters.

Thank you for your loyalty! Total Fitness is excited to see what the next 15 years will bring and we are honored to share our journey with such wonderful members.

Sincerely,  
Geoff Morin, President

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