

THE ZOO HEALTH CLUB NEWSLETTER

JULY 2021



THE TOP GUN CLUB

- **TOP GUN FOR NEW SALES:**
CONCORD, NH **129**
- **TOP GUN FOR INITIAL FEES:**
EPPING, NH **\$8,526**
- **TOP GUN FOR NEW DRAFT INCREASE:**
SAVANNAH, GA **\$2,966**

“

Approach each customer with the idea of helping him or her solve a problem or achieve a goal, not of selling a product or service.

- Brian Tracy -

YOUR
ATTITUDE
DETERMINES
YOUR
DIRECTION



“

Great salespeople are relationship builders who provide value and help their customers win.

- Jeffrey Gitomer



TOP TEN CLUBS

❖ NEW SALES:

CONCORD, NH	129
WINTER SPRINGS, FL	225
OVIEDO, FL	117
THE WOODLANDS, TX	114
KENNER, LA	93
CHARLESTON, SC	92
SAVANNAH, GA	84
DERRY, NH	82
EPPING, NH	72
MANCHESTER, NH	71

❖ INITIAL FEES:

EPPING, NH	\$8,526
WINTER SPRINGS, FL	\$7,468
DERRY, NH	\$7,468
MANCHESTER, NH	\$6,874
OVIEDO, FL	\$6,763
THE WOODLANDS, TX	\$6,466
LAKE WORTH, FL	\$5,999
CHARLESTON, SC	\$5,466
SAVANNAH, GA	\$4,475
KENNER, LA	\$3,676

❖ NEW DRAFT INCREASE

SAVANNAH, GA	\$2,966
CONCORD, NH	\$2,246
WINTER SPRINGS, FL	\$1,872
THE WOODLANDS, TX	\$1,715
CHARLESTON, SC	\$1,574
OVIEDO, FL	\$1,557
DERRY, NH	\$1,488
MANCHESTER, NH	\$1,472
KENNER, LA	\$1,304
EPPING, NH	\$1,303