



# BOXING GYM SOFTWARE BUYER'S CHECKLIST

Ask every vendor the same questions, in the demo. Tick a vendor's box only when the answer is yes and the rep shows you it working.

A: \_\_\_\_\_

B: \_\_\_\_\_

C: \_\_\_\_\_

| ASK EVERY VENDOR                                                                                               | A                        | B                        | C                        |
|----------------------------------------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|
| <b>1 · Drop-ins, class packs, and bag time</b> walk-ins and 10-class cards are a real revenue line             |                          |                          |                          |
| Can I sell a day pass at the desk and online in a couple of taps?                                              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Does a class pack count down at check-in and expire on its own?                                                | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Can a walk-in buy a day pass without being set up as a monthly member?                                         | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Can I put a capacity limit and a waitlist on open bag time?                                                    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>2 · Private sessions</b>                                                                                    |                          |                          |                          |
| Do privates get their own calendar, tied to the coach?                                                         | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Does the member pay when they book the private?                                                                | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>3 · The sparring gate and waivers</b> before anyone does contact work                                       |                          |                          |                          |
| Is the waiver signed in the sign-up or booking form, before the first class?                                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Can I block check-in until the waiver is signed?                                                               | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Can a coach pull a list of who's cleared for contact before sparring night?                                    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Amateur club: can I mark whose medical or coaching accreditation is due, and pull that list before fight week? | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>4 · Retail at the desk</b> wraps, gloves, and mouthguards                                                   |                          |                          |                          |
| Can I put gear on the member's card at the desk?                                                               | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Does it track sizes and count stock down as I sell?                                                            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>5 · Kids' class</b>                                                                                         |                          |                          |                          |
| Can siblings share one family account and one bill?                                                            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Does the family account hold guardian details and the signed waiver?                                           | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>6 · Leads and trials</b>                                                                                    |                          |                          |                          |
| Can someone book a trial online?                                                                               | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Does follow-up go out automatically after the trial?                                                           | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Can I pull a list of people who came once, so a coach can call them?                                           | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>7 · Simplicity</b> for a coach who'd rather be coaching                                                     |                          |                          |                          |
| Could my staff run a check-in on day one?                                                                      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Can every coach have their own login, with no extra cost per seat?                                             | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>8 · Pricing questions</b> ask these before you look at the headline price                                   |                          |                          |                          |
| Do day-pass visitors stay out of my active-member count?                                                       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| If there's a promo price, is it written into my agreement?                                                     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Is it month to month, with no long-term contract?                                                              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <b>Yes answers (out of 22)</b>                                                                                 | —                        | —                        | —                        |
| <b>THE REAL MONTH</b> make them tell you the numbers that aren't on the pricing page                           | A                        | B                        | C                        |
| My monthly price at today's member count                                                                       | \$                       | \$                       | \$                       |
| My monthly price at the member count I expect a year from now                                                  | \$                       | \$                       | \$                       |
| Add-ons my gym would actually need, per month                                                                  | \$                       | \$                       | \$                       |
| My monthly price after any promo ends                                                                          | \$                       | \$                       | \$                       |
| Who pays the card fee on a day pass: me or the walk-in?                                                        |                          |                          |                          |
| <b>All-in per month, a year from now</b>                                                                       | \$                       | \$                       | \$                       |

**Pick:** ☐ A ☐ B ☐ C **Why:** \_\_\_\_\_

**Count your revenue lines first:** memberships, packs, privates, gear, and the kids' class. Then ask every vendor how it counts a member, and price the real month with the add-ons in.