

WHICH PLAN DO YOU ACTUALLY NEED?

Tick the features you'll use every week. For each vendor, write which tier includes it, or whether it's an add-on, and what that costs. Then total it. A "starting at" price rarely covers a full operation.

Vendor A: _____

Vendor B: _____

FEATURE	WEEKLY?	MINDBODY, AUG 2026 (WORKED EXAMPLE)	VENDOR A: TIER / ADD-ON	\$ / MO	VENDOR B: TIER / ADD-ON	\$ / MO
MONEY AND BILLING						
Recurring billing with automatic retries	☐	Starter (Card Updater included)				
ACH / direct debit and Apple Pay	☐	Only with Mindbody Payments				
Bring your own processor without losing features	☐	Allowed, locks out ACH, Apple Pay, app integration				
Point of sale gis, gear, water	☐	Starter ; availability varies by plan				
Gift cards	☐	Starter				
Payroll or instructor pay tracking	☐	Included (full payroll)				
CLASSES AND SCHEDULING						
Attendance tracking and check-in app	☐	Starter				
Automatic waitlist	☐	Starter				
Pick-a-spot booking numbered mats / reformers	☐	Accelerate				
Room and resource scheduling	☐	Accelerate				
Livestream classes	☐	Add-on from \$49/mo				
Video on demand	☐	Add-on \$99/mo				
Multi-day courses and workshops	☐	Included				
MEMBERS AND RETENTION						
Absence triggers and re-engagement automations	☐	Reminders included; deepest retention analytics Ultimate				
Belt / rank and progress tracking	☐	Included				
Member portal self-serve card update, booking	☐	Starter				
No-show tracking and session deduction	☐	Included				
Automated email / SMS reminders	☐	Included; limits rise by tier				
MARKETING AND GROWTH						
Email and text campaigns	☐	Ultimate				
Promo codes	☐	Accelerate				
Lead management and referral tracking	☐	Ultimate				
Unlimited two-way texting	☐	Higher tiers				
Website or booking widgets	☐	Every tier (managed site)				
Marketplace listing fees on sales it drives	☐	Starter ; % not published , ask				
STAFF, ADMIN, AND YOUR DATA						
Staff scheduling, subs, time clock	☐	Included				
Multiple locations	☐	Included				
Reporting retention, sign-ups, attendance trends	☐	Basic Starter ; advanced Accelerate ; deepest Ultimate				
Branded app your school's name in the store	☐	Add-on at every tier				
Data export members, history, cards	☐	Fee ; window closes 30 days after cancel				

Reading the example column: tier names in bold are where Mindbody placed the feature as of August 2026, from its published tiers and the questions in the source post. **Add-on** means a separate monthly bill on any tier. **Red** is a catch to ask about. Fill the vendor columns from each vendor's own written quote, never from a "starting at" price.

YOUR REAL MONTHLY NUMBER	VENDOR A	VENDOR B
Lowest tier that covers every weekly tick		
Base price of that tier, per location		
Add-ons you ticked (sum of the \$ column)		
Extra locations		
Processing on your real monthly volume		
Total per month		
× 12, plus any setup or export fees		

ASK FOR IT IN WRITING

- ☐ The tier name and its price for my location count
- ☐ Every add-on I ticked, priced separately
- ☐ Marketplace or lead fees as a percentage
- ☐ Processing rate on my volume, card and ACH
- ☐ Contract length and the cancellation notice period
- ☐ How I get my data out, in what format, and what it costs
- ☐ Which reports my tier includes, by name