

5 Step Standard GRAND Demo Experience

A GRAND experience class

<u>G</u>	<u>R</u>	<u>A</u>	<u>N</u>	<u>D</u>
Greet them with a happy morning/afternoon/evening	Remind them about you and your profile	Ask them about their problem	Not just another Yoga class (Tell them about Mind + body + Nourish and tell them about the 6 structure class)	Details about outcome, transformation and app

Greeting the User (30 seconds)

G = _Great Smile. Greet with a smile



**How do you feel
when you see
this image ?**

When you dont look happy, they wont be excited.



**How do you feel
when you see
this image ?**

When you look happy, they will be happy. Your smile is very precious.

G = EnerG**** Sound excited and happy to start the class



- Check the time of the day and greet

Example

Happy Morning (5 am to 12 pm) How was your previous day	Happy Afternoon (12 pm to 4 pm) Hope your morning has begun well	Happy Evening - (4 pm to 9 pm) Hope your day was good or How was your day ?
---	--	---

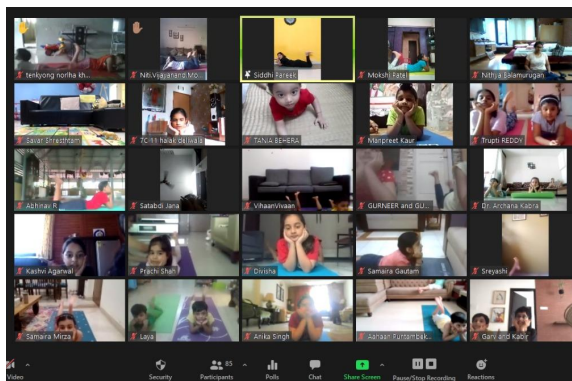
Remind them about you and your profile/ Introduce yourself (2 mins)

R = Remember to tell your name.



Namaste from SARVA, my name is Rahul.

R = Remember your old students. 




I have taught 600 students at my happy place, which is SARVA.

R = Reassure them that it is ok to make mistakes

**It's
OK!**




**Today is your first class with me and SARVA so its okay to make mistakes.
Lets start with a positive mindset**

<p>R = Remind the user</p> 	<p>When you sign up with SARVA, you will have a coach like me available for you throughout your journey</p>
---	--

Other things you can say :

- I am super excited to be a part of this ecosystem whose vision is to connect 7 billion breaths and guess what you are one of them.
- I am an instructor at SARVA but I would like to call this my happy space and I hope after this trial class this becomes your happy space too.
- Welcome to the SARVA community of yogis.

Ask about their problems to understand the user and understand them (2 mins)







<p>A=After the class ?</p> 	<p>Some people want to start the class immediately. So ask them if they want to discuss their problems after the class ?</p> <p>Sir/Madam do you want to discuss your goals in detail now or after the class ?</p> <p>If they say NOW, discuss it. If they say AFTER Go to the third point of asking about injuries</p>
<p>A=Ask for injuries</p> 	<p>Be aware of the member's goals beforehand, ask for injuries or any problems beforehand.</p> <p>SIR/Madam, my team informed me that your goal is _____. I have designed a class, before we start, can you please tell me if you have any injuries or surgeries ?</p> <p>No injuries, no surgeries.</p>
<p>A=Aha !</p> 	<p>Take the flexibility/breathing test. So people will think AHA! Other trainers didn't ask me to do this...WOW...SARVA trainers are really amazing</p> <p><u>Before we start, there is a small health test we need to do, to see what is your lung capacity.</u></p> <p>After test,</p> <p><u>Thank you Sir/Ma'am we will do this again later.</u></p>




A= Are you afraid ? Don't worry, we are here



Are you afraid that you will not reach your goals ? Don't worry, we are here to make sure that you reach your goals ! Lets start with MCT.

Not just another Yoga class /What will the user learn) (1/2 mins)

<u>N = Not just body movement</u>	<u>Yoga at SARVA is not just about body movement; there are 6 steps in the class.</u>
	1)Mind calming techniques
	2)Gentle stretches
	3)Yogic cardio
	4)Yoga flow
	5)Musical relaxation &
	6)Pranayama + Meditation

<p><u>N = New things they will learn today</u></p>  <p><u>He is BITTU, Bittu likes to learn new things</u></p>	<p>Class description in one line <u>BITTU</u> Benefits of class Intensity of class Target area Time of class Usage of props</p>
<p><u>N = No distractions</u></p> 	<p>Give full attention to the member</p>
<p><u>N = Nourish, Body and Mind</u></p> 	<p>One tip each. For more tips, we will share an email with you please check it later.</p>

N = No limits

THE LIMIT
IS NOT
IN THE SKY.
THE LIMIT
IN THE MIND

Please remember, your body is very powerful. You can cross any limits you want.

Other things you can say :

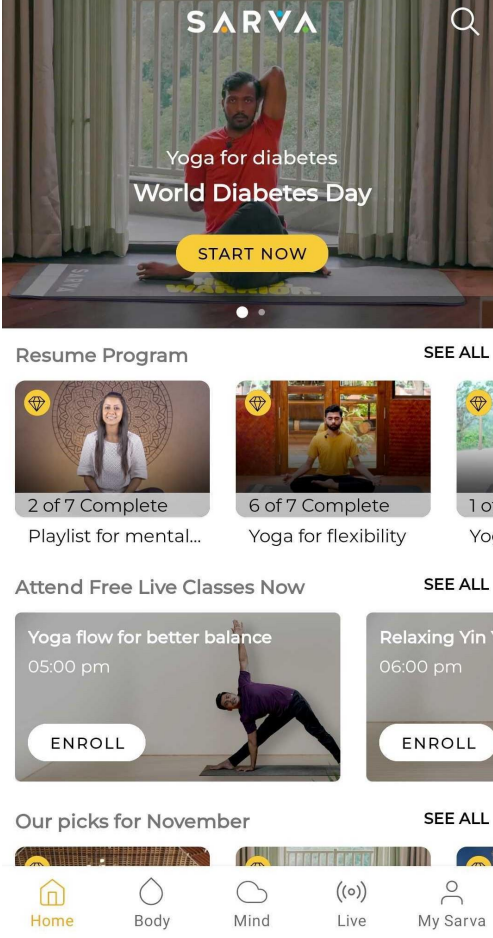
Today's Diet tip - Try Drinking at least 2-3 litres of water since it lubricates the joints, regulates body temperature & blood pressure and flushes out all toxins in the body.

1 Lifestyle tip - Have an early and a light dinner since it helps you sleep better, improve digestion & improves metabolism

1 very interesting and final tip-

When you wake up, try waking up with your favourite music as your ringtone. Try and you'll feel a lot better. Do let us know how you feel once you have tried the tips shared with you.

Details about outcome, transformation and app (5 mins)

<p>D = Do you feel nice ?</p>	<p>How did you enjoy the class Sir/Ma'am ?</p>
<p>D = Did you see our app ?</p> 	<p>Please download our app for more interesting workouts like these. We have meditation, sleep stories, kids Yoga and many such workouts.</p>
<p>D = Do give feedback ?</p>	<p>Please share your feedback on this session and tell us what more we can do for you. You will get a feedback from on your email.</p>

Other things you can say :

Whatever goal you have in mind, I will guarantee you that you will achieve it. I am accountable for your goal and you may choose whether you want to achieve it in 3 months/6 months or 12 months.

BYE BYE : Smile when you say good bye.



Thank you for taking the trial class with me, my name is **Trainer Name** and hope to see you soon on the mat.

Zoom Class ends