

Interview Transcript

Jason Stehli | Jul 7, 2026 at 3:59 PM | en-US

Recruit AI

0:00

Hi, I'm from Ultimate Longevity Center calling about your AI-powered interview. How are you doing?

Jason Stehli

0:06

Doing good. Thank you.

Recruit AI

0:09

Thanks for your interest in the Ultimate Longevity Center General Manager - Boca, Florida position with us. I'm excited to connect to learn more about your experience and how this role could be a fit for you. As part of the first step in our screening process, I'd like to get to know you better and answer any questions you had about the role and company - it should take around ten minutes. Do you have any questions about the interview format?

Jason Stehli

0:31

No.

Recruit AI

0:32

Great! Let's get started. Tell us about yourself and what attracted you to this opportunity.

Jason Stehli

0:40

Uh, well, I think that, uh, the growth rate and the plan to have multiple locations, I believe seven down here in South Florida where I, uh, currently reside. Is certainly attractive. The opportunity for growth in a field that I have interest in is also super attractive. And yeah, that's about it.

Recruit AI

1:01

Sounds like you're drawn to both the expansion potential and the industry itself. Let's dive a bit more into your experiences. Can you tell me about a time you influenced someone to make a decision or take action?

Jason Stehli

1:15

Yeah. Um, I have twenty years experience, uh, working in the fitness industry, and a lot of the a lot of the challenges were built around people taking action and, you know, making the first step to get into the studio, for example, to have their first workout. You know, that's that's usually the hardest. I mean, the easiest step would be to get it get started while you're there instead prolonging and procrastinating. So this was something I did on a daily basis with client one after the other, uh, in what we call intros who come in to try their first workout class.

Recruit AI

1:52

It sounds like you've had a lot of experience motivating and encouraging people to take that important first step. What experience do you have that makes you a strong fit for this position?

Jason Stehli

2:03

Taken I've taken locations, new studios from site selection to presale. To training and then into opening and then post opening training. I have a lot of experience opening my own personal location. So for fitness studios. And I think understanding the subscription model and how how to get people to to the yes is something that that I have a a huge background in, I think I would excel at.

Recruit AI

2:35

Your hands-on experience with launching studios and driving subscriptions certainly seems valuable for this role. What strategies have you used to generate referrals or business-to-business partnerships?

Jason Stehli

2:48

Yeah. So at at Orangetheory Fitness, for example, we would, host corporate classes. So, basically, a lunch and learn where teams could come in. They could take a free class with a coach. In a group setting. So it's, you know, a team building for for the company, and it's and it's free of charge, but also an opportunity for us as the business to gain new members and you know, if you can get one person to join, it's it's very easy to to get three, four, five referrals from that person and and get their friends, family, colleagues join as well.

Recruit AI

3:25

Offering corporate classes sounds like an effective way to build relationships and drive growth through referrals. Let's talk a bit about KPI's. What KPI's would you monitor daily, weekly, and monthly if you were managing a sales team?

Jason Stehli

3:39

First, it starts with getting leads both, uh, self generated and then a lot of times there's gonna be digital leads. But I think it starts with leads And then having a daily scorecard, even a shifts scorecard for frontline team members. So we're monitoring only the leads collected, the calls made, making sure, you know, first, second, third contacts are being made. Uh, and then from that point, uh, scheduling, scheduling for people to come in to, uh, to make their appointments confirming appointments, and then, you know, leading them through a discovery, the whole sales process, all the way to experiencing the product, to closing the sale or converting the lead to a a membership.

Recruit AI

4:26

That sounds like a comprehensive approach to tracking and managing sales performance. It was great speaking with you today. We'll be in touch regarding the next steps in the hiring process via email in the next few days if you are successfully chosen to move forward. Have a great day. Do you have any questions for me before we wrap up?

Jason Stehli

4:42

Not at all. Thank you.

Recruit AI

4:45

Alright, thank you for your time. Feel free to reach out if anything comes up. Have a wonderful day!

Jason Stehli

4:51

Thank you.

Recruit AI

4:53

You're welcome!