

Interview Transcript

Chris Taylor | Jul 8, 2026 at 2:18 PM | en-US

Recruit AI

0:00

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

Chris Taylor

0:05

I'm doing well. Thank you.

Recruit AI

0:08

Thanks for your interest in the Ultimate Longevity Center General Manager - Maitland, 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?

Chris Taylor

0:31

And none at this time. No.

Recruit AI

0:33

Great! Let's get started then. Can you tell me about yourself and what attracted you to this opportunity?

Chris Taylor

0:40

Sure. I have spent my career building leaders through multiunit retail shops with specialty retails as well as fitness and wellness experiences. I have, uh, spent a lot of time with understanding how people work, developing leaders as well as helping people and employees find their best fit in life and develop them to become strongest person they could possibly be. What really attracted me to this position was the ability to help change lives, the ability to not only build a business, uh, but also help clients find their their inner truth and their inner, uh, health. I've noticed that health and wellness has been really growing throughout the few years. That's been coming up. And this is an excellent way that I get to help out the world, help out individuals, help out clients. As well as helping teams to build their own personal experiences.

Recruit AI

1:45

That's a fantastic background and vision you have. It sounds like you're really passionate about making a positive impact on people's lives through health and wellness. Could you share an example of a time when you influenced someone to make a decision or take action?

Chris Taylor

2:01

Yes. So with my time at GNC, general nutrition centers, I had some clients come in that were needing to change the way that they were living. Their bodies, were definitely overweight, and they knew this. Their doctor talked to them about it. And they decided to go ahead and just visit the location that I was in. I then built a relationship with them by not just asking questions about their wellness journey, but asking questions about their life. Ask them who they were, how their family was, really what their mindset is. And that then allowed me to create a much stronger relationship with them and build that trust and rapport so they could gain the knowledge that I had. What I've noticed is people don't care how much you know until they know how much you care. And that's the biggest thing that I've noticed with these individuals that came in. They were able to change their lives, dropping a significant amount of weight. In very smart amount of time. But with my help and as well as the doctor's help, we were able to really get them back up to where they wanted to be and help them to succeed in their own fitness and wellness journeys.

Recruit AI

3:12

It's clear you have a strong knack for connecting with people on a personal level and influencing positive change. Could you tell me about your experiences that make you a strong fit for this General Manager position at our wellness brand?

Chris Taylor

3:27

I believe that my best attributes that I can contribute are the fact that I build relationships with not just clients, but especially with employees as well as team members, whether they are, uh, supervisors or employees of my own. I help to build those relationships and hold accountability to the different areas of metrics that would be really maintained. I also have the ability to create a much stronger environment of excitement and motivation throughout those different relationships. Again, one of my biggest things that I love to do is build relationships. But with that, the accountability comes into play and it's hard hard questions are meant to be had, then hard conversations will need to be there as well. And that's one thing that accountability is definitely meant for.

Recruit AI

4:24

It sounds like you're really committed to fostering a positive and accountable work environment, which is crucial for a leadership role. Let's talk about generating referrals and partnerships. What strategies have you used to generate referrals or business-to-business partnerships in the past?

Chris Taylor

4:42

Absolutely. I have gone onto, uh, with my career with LA Fitness. We did business to business relationships. We were able to make those into different clients. The biggest thing that I did was to talk to the employees. Building relationships with those employees builds the confidence within their decision makers, within their key holders to really make that move into better health and wellness within their communities. The business that's, um, they're in definitely wants their employees to feel and act the best they possibly can, and health and wellness is the best way to do that, whether it's relaxation or if it's physical fitness. As well as nutrition and all other types of health health emissions within that role. Now the biggest thing that I've also done is gone out just on foot to talk to individuals. Uh, we've created a referral list through our current clients. I say ours. Through the current clients that we had. Uh, we were able I was also able to call those different, referrals to get them into the clubs and talk to them, show them around. And ultimately, uh, transform that from just a tour around the facility into clients themselves.

Recruit AI

6:02

That's a great approach, especially focusing on building relationships and actively reaching out. When managing a sales team, what key performance indicators (KPI's) would you monitor daily, weekly, and monthly?

Chris Taylor

6:16

Depending on what the company needs, I would definitely focus on the different calls that are being made. Throughout the company with employees to potential clients. I would also focus on how many clients we have visiting the locations. How many times we're going out to, uh, visit new locations new businesses to talk with the different employers and employees. I would also speak about the, uh, the amount of transitions from tours of the facility to actual business. Biggest thing is creating relationships is a big KPI, which that comes down to with people and building the different communities that we have to increase the business flow.

Recruit AI

7:02

It's clear you understand the importance of both quantitative and qualitative measurements when evaluating performance. Thanks for sharing that. Is there anything else you'd like to know about the role or the company?

Chris Taylor

7:16

I would like to know more about the philosophy of the company, uh, what it's like to be inside of the fitness area and the the business that it is. I'd also like to know the scalability of what this company is trying to achieve. I would even, uh, like to inquire about the different areas of KPIs and employees that are in the facility themselves.

Recruit AI

7:44

Ultimate Longevity Center focuses on providing a premium wellness and longevity experience, helping individuals feel better and invest in their long-term health. As for scalability, the company is experiencing growth and seeking leaders to drive business expansion effectively. Regarding KPI's and employees, the focus is on sales, client experience, and internal development to maintain high standards. If you're curious about specific details, I'd be happy to connect you with someone who can provide more in-depth information. Do you have any more questions?

Chris Taylor

8:16

Uh, no. But I do have one statement. I am very excited this, and I'm really looking for a, long lasting opportunity with this role.

Recruit AI

8:25

That's great to hear! I appreciate your enthusiasm and interest in the position. We'll be in touch regarding the next steps in the hiring process via email in the next few days if you are selected to move forward. Have a great day.

Chris Taylor

8:37

Thank you so much. You as well. Take care.

Recruit AI

8:41

Thank you. Take care!