

Interview Transcript

Camille Eaton | Jul 20, 2026 at 3:31 PM | en-US

Recruit AI

0:00

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

Camille Eaton

0:06

Wonderful.

Recruit AI

0:08

Great to hear! Thanks for your interest in the Ultimate Longevity Center General Manager position in Boca, FL. I'm excited to learn more about your experience and explore how this role could be a good fit for you. Our chat today should take around 10 minutes. Do you have any questions about how this will go?

Camille Eaton

0:25

Yeah. I think this is, uh, pretty self explanatory.

Recruit AI

0:29

Perfect. Let's get started then. Could you tell me a bit about yourself and what attracted you to this opportunity?

Camille Eaton

0:37

Yes. So my name is Camille Eaton. I have many years in the aesthetic wellness industry. Typically, uh, my husband and I have many conversations at home, you know, around longevity. Um, he actually owns some pharmacies in the DFW Metroplex. So just the opportunity to a, move back to Florida, but then to also, um, have the opportunity to join a company that's looks like it's newer to South Florida and be part of, you know, ground zero. Um, I'm very, very passionate about aesthetics, but also wellness. Just a little bit of background with IV therapy, you know, some of the NADs, GLP ones, but I know that this industry is booming, um, and I wanna be part of it.

Recruit AI

1:18

Thanks for sharing that background. It's great to hear how passionate you are about aesthetics and wellness. Now, could you share an experience where you influenced someone to make a decision or take action?

Camille Eaton

1:30

Yeah. Absolutely. So as the operations manager, um, I can talk from the employee side, but also the client side. As you know, as a operations manager, general manager, you are very boots on the ground. So I've had many opportunities to interact with clients, um, specifically in their weight loss journey. Um, my last position, uh, we've had women that have come in you know, just severely overweight, um, just very unhappy with their lives. And one particular instance, um, I was part of a woman's journey who lost fifty five pounds with us, um, and even did, you know, skin tightening treatment. She did PDO thread lifts. Um, so Sculptra to help with that volume loss in her face. Um, and she, you know, sent flowers probably every month just to thank myself and my team for just being part of such a great journey with her.

Recruit AI

2:19

That's an impactful story. It sounds like you played a meaningful role in supporting her progress. What experience do you have that makes you a strong fit for this position?

Camille Eaton

2:30

Yeah. That's a great question. So, uh, leadership, um, I have worked with many medical spas and even management groups, um, to help kind of pick a team back up from a broken environment and help grow them. Um, so that alone has been probably my biggest strong suit is building a reliable team and helping them feel positive. As we know in this industry, sales is a big component. Um, the only way our team could be confident is to have a confident leader and teach them those sales goals. Then another strong suit that I have, um, and I learned this from the management group is my dissection of a profit and loss statement. I don't think a lot of, managers really understand, you know, when you dig into a p and l. That there are lots of numbers and percentages that we should be looking at month over month, um, to help increase that profitability of the company, whether that be decreasing labor expense me, labor, or even just looking at um, the business segmented into individual business categories. For example, um, in aesthetics, we have our injectables. We have our lasers. And so on and so forth. And actually, you know, um, delegating the, you know, the numbers that go into each category and seeing where the holes are within the company.

Recruit AI

3:44

Thanks for sharing your insight into leadership and your approach to profitability. What strategies have you used to generate referrals or business-to-business partnerships?

Camille Eaton

3:55

Yeah. Love this one. So can give a little bit of an example that I did with some nonprofit work. When I moved to Dallas, um, I was the director of sales and marketing. And I oversaw all the operations as well. It was a start up company. And we had to get our name out. So we worked with, you know, the Dallas Stars Ice Girls, the Dallas Cowboy Cheerleaders. I think the most impactful, um, way to get our name out is we did a campaign with the American Heart Association. And we actually hit kind of national with it. We created a classic red lipstick because we were a lipstick company that, um, was a kind of experience driven industry. And we, uh, made in impactful videos with the American Heart Association that every lip that was bought, we donated ninety nine percent of the profitability, um, directly to the American Heart Association. So it was, you know, such a big campaign, We were brand new, and it really got our name out, you know, outside of working with some of the big names like the Dallas Cowboy cheerleaders and things like that.

Recruit AI

4:55

That's a fantastic example of leveraging partnerships for impactful results. Now, what KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Camille Eaton

5:08

Yeah. I mean, I think for, uh, most most people in this industry, the thing we're looking at is memberships. Um, so memberships new memberships that are coming in the door, um, and then, of course, patient retention. We always wanna see our patients coming back, coming back, and that just shows more than just the KPI itself. It actually shows that you're growing a good team. So I had to pick two KPIs that meant the most, I would say those two, um, with patient retention and then memberships. New memberships are always important.

Recruit AI

5:37

Got it, thank you. Those are indeed important metrics to track in this field. 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 before we wrap up?

Camille Eaton

5:55

No. I do not. I mean, I have a couple of questions about, uh, opening and things like that. Um, when is the Boca store gonna be opening? Have we hired some of our team players? Um, you know, things like that. But I think that would be a part of my next interview.

Recruit AI

6:10

Those details will definitely be covered as you move further in the process. If you have any more questions later on, feel free to ask during your next interview. If there's nothing else, you can end the call whenever you're ready. Thanks again for your time today.