

Interview Transcript

Hannah Votsmier | Aug 7, 2026 at 3:47 PM | en-US

Recruit AI

0:02

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

Hannah Votsmier

0:07

I'm good. How are you?

Recruit AI

0:11

I'm doing well, thanks for asking. Thanks for your interest in the Ultimate Longevity Center General Manager - Largo, FL 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 10 minutes. Do you have any questions about the interview format?

Hannah Votsmier

0:36

No.

Recruit AI

0:38

Great! To start off, could you tell us about yourself and what attracted you to this opportunity?

Hannah Votsmier

0:45

My name is Hannah, and, um, I have been in the fitness and wellness industry for a little over four years. I have learned a lot while working at Orangetheory Fitness. And am in a desire to grow within another company. And showcase my leadership opportunities for another company. I have actually never heard of this place before, but I am looking forward to learning more about you. And learning more about this opportunity.

Recruit AI

1:19

Thanks for sharing that, Hannah. With your background in the fitness and wellness industry, it sounds like a great fit. Let's dive into an example from your experience: could you tell me about a time when you influenced someone to make a decision or take action?

Hannah Votsmier

1:33

Of course. Um, so a big part of my position at Orangetheory, um, is trying to sell membership options. And for me personally, instead of being just focused on the sales, it's helping those people take the first step. So one of my most prideful moments was someone coming into my studio without having any gym experience in the past, being scared to start their first class. After class, she needed a little nudge to join. I got her set up with one of our membership options. It ended up being our lower tier option. She has now fully upgraded to our biggest tier option and has lost over seventy five pounds in the process.

Recruit AI

2:21

That's an impressive example of how you can make a real difference in someone's fitness journey. It shows your ability to motivate and guide others effectively. Moving on, what experience do you have that makes you a strong fit for this position?

Hannah Votsmier

2:35

I have been able to be a leader in two different Orangetheory franchises. I was a studio manager back in Illinois, um, and also am in a current studio manager position here in Florida with a different Orange Theory franchise. Um, I have extensive background in not only sales and operations, but, um, the impact that the fitness, um, and wellness industry has on people on an everyday basis. Um, my largest passion is seeing people come in to my facility having an issue that we can help them with. And ultimately becoming the best version of themselves.

Recruit AI

3:18

Your experience managing studios and your passion for positively impacting others in the fitness and wellness industry sound like a strong match for this role. What strategies have you used to generate referrals or business-to-business partnerships?

Hannah Votsmier

3:31

Yeah. So, um, I've actually been doing extensive social media in regards to, um, trying to find business to business opportunities. Um, as regards to referral, I have a different referral incentive program that I establish in my studio once a month. In regards to staff incentives to try to ask for referrals, but also incentives for my current members. We also have a point of sale referral program. That I have established in the studio when a new person comes in and joins. They get five classes to give out to friends or family members. Then bring back into the studio and count as a referral. We have a strong referral program as well. Um, if someone were to be referred and join at my studio, they get money off there next month. Um, in regards to business to business, I am a big advocate for local business. Relationships, um, where my studio is now in Tampa, Florida, we do have access to quite a few local, um, spots. We actually get a lot of business ideas from our current members who, um, go to certain places. We then reach out to see if they're interested in partnering with us I actually just threw a big event here I called it my high rocks block party. Um, where I had about eight businesses here, um, that, um, have partnered with us. We do a mixture between, um, ten dollars off for their patrons and free classes for them. And in return, we get to display and table at their businesses as well.

Recruit AI

5:17

Those are some creative and effective strategies. It sounds like you've developed strong community ties which can really drive business growth. Now, if you were managing a sales team, what KPIs would you monitor daily, weekly, and monthly?

Hannah Votsmier

5:33

So I do manage a sales team currently. And I do have both KPIs for daily, weekly, and monthly. Um, on a day to day basis, um, in regards to sales, of course, it's the number of sales that are met, um, and the number of production that is being met. So production meaning phone calls, emails, text messages, ways that we are getting in contact with people. Um, on a weekly basis, it would be more of the sense of how many new people we were able to get booked into the studio, uh, how many of those people showed up into the studio, and how many of those people were actually taken and then ended up being closed. So our closing percentage for the week. In a monthly basis, it would be my current membership total in regards to the goal that I set for myself for the month. The total amount of new joins that I've had for the month, um, versus my goal and my total closing percentage. For the amount of people that have come in, tried a class, signed up.

Recruit AI

6:36

It sounds like you have a structured approach to monitoring KPIs, focusing on various stages of the sales process and customer engagement. Thanks for sharing all that detail. 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?

Hannah Votsmier

6:59

Do you have a time frame of the email? You said the next couple of days. Is there, like, a two to three business days, three to four?

Recruit AI

7:09

I don't have an exact timeframe, but it typically takes a few business days. If you don't hear from us soon, feel free to follow up. Do you have any more questions?

Hannah Votsmier

7:19

Nope. Thank you so much.

Recruit AI

7:22

You're welcome. Thank you for your time, Hannah. Have a great day, and good luck!

Hannah Votsmier

7:27

Bye.

Recruit AI

7:30

Bye! Take care.