

PARISI™

FITNESS CENTERS

REAL FITNESS. REAL RESULTS.



CORPORATE WELLNESS PROGRAM AND SERVICES

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MESSAGE FROM THE PRESIDENT & CEO

Dear Business Associate:

Thank you for the opportunity to discuss the Parisi Fitness Centers Corporate Membership Program, a program we've designed to directly address the increasing fitness and lifestyle crisis we're experiencing in this country. Did you know that 70% of healthcare costs in the United State are preventable? According to the American Heart Association, we lose \$32 BILLION a year because of premature illness associated with cardiovascular diseases like high blood pressure, diabetes and obesity.

These numbers represent costs that affect the bottom line of every business, which is why providing employee wellness programs is more important than ever. With the U.S. Centers for Disease Control reporting that regular physical exercise can substantially reduce the risk of heart disease, diabetes, depression, high blood pressure and a host of other crippling conditions, it's clear that physical activity is a vital component to wellness and health. What does this mean for your business? According to a 2004 study by Mercer Human Resource Consulting, "programs addressing workforce health have steadily gained momentum over the past five years and are now reporting a return on investment." **In fact, 86% of companies with more than 50 employees offer a wellness program, and 31% of employers offering disease management programs reported a positive ROI.**

The Parisi Fitness Centers Corporate Membership Program is our partnership with businesses across the country to answer the call for a comprehensive, cost-effective employee wellness program. Designed by top fitness professionals, our program can be customized to meet the needs of your company and your employees to maximize health benefits AND cost savings.

Welcome to the Parisi Fitness Centers family. I look forward to working with you to create a program that truly makes a difference.

Healthfully yours,

Brian Carlson, President & CEO
Parisi Fitness Centers

Corporate America Has Discovered Worksite Wellness

As businesses struggle to reverse rising healthcare costs, wellness programs are becoming essential to a company's economic livelihood. Companies are finding that any investment in wellness is worth its weight in gold.

Reduced Absenteeism & Disability Time

A recent American Sports Data study found the following averages:

- Frequent exercisers were absent from work only 2.11 days per year compared to inactive employees who were absent 3.06 days per year.
- The physically active employees reported to work nearly 70% more than inactive employees.
- Researchers believe that exercise helps boost the immune system and increases strength, thus resulting in fewer incidences of absenteeism due to sickness or injury.
- The leading cause of increased loss of productivity to sick time is stress.

In December 2004, the Proceedings of the National Academy of Sciences published a report that found:

- Stress affects the telomeres in the chromosomes of immune cells of women between the ages of 20 and 50.
- Women under stress, had undergone the equivalent of 10 years additional aging compared to women living healthy lives.

DuPont Corp. found that absences from illness unrelated to the job decreases 14% at 41 industrial sites where its health promotion program was offered, compared with a 5.8% decline where it wasn't.

Improved Productivity & Morale

Although not as easy to measure as a reduction in healthcare costs, improved employee productivity can have a considerable impact on an organization and its profitability. Corporate wellness programs tend to improve overall morale, as participating associates feel better about themselves and their company. Such programs lead to a more energetic, positive and productive workplace, thus strengthening a company and helping to position it for its success.

Lower Turnover

Healthy associates are happy associates; and happy workers almost always turn out to be faithful, long-term employees. So the healthier and happier the work force, the less a company has to spend on hiring and training new personnel. The basis for creating a healthy work force, of course, is a well-conceived and well-promoted corporate wellness program.

Reduced Costs & Medical Claims

The most obvious benefit of a corporate wellness program is that it allows companies to reduce their overall healthcare costs, in part by reducing the number of medical claims processed each year. Both the business community and the general population need exercise. Study after study has confirmed that regular exercise has a preventive effect against a wide variety of illness and disease.

- The U.S. Surgeon General reports that 75% of all illness can be attributed to lifestyle-related causes, and that 60% of America's population is "inactive."
- The more your business helps associates avoid illness and disease, the more you can save on healthcare costs each year.
- Setting up wellness plans is relatively inexpensive. According to an HR focus Wellness Survey, wellness programs only cost 1% to 3% of total health care costs to the company.

The Parisi Fitness Centers Corporate Wellness Program provides a variety of services and five convenient locations to choose from in your area. Our goal is to ensure that your employees achieve the results that both you and they desire. They will have access to all of the following services that Parisi Fitness Centers offers which also includes complete locker rooms with towel services:

Cardiovascular Conditioning

According to the American Heart Association, heart disease is the leading cause of death among men and women in the United States. We strongly suggest that everyone take advantage of our large selection of bikes, treadmills, steppers and new elliptical machines. To make exercising more enjoyable, we offer our Cardio Theater entertainment system, which lets members listen to their favorite music or watch their favorite television program while exercising.

Parisi Group Fitness Classes

Members have a variety of classes and times to choose from if they like to exercise in a group setting. We offer hundreds of Parisi Group Fitness classes each month including Yoga, Pilates, group spin, step and kickboxing, plus our exclusive BodyPump®, BodyFlow® and BodyCombat® classes.

Personal Trainers

Some members prefer personalized guidance, supervision and motivation. Parisi Certified Personal Trainers are always available and can tailor a package to meet your associates' needs. Rates may vary.

Circuit & Strength Training

The Surgeon General's report recommends for adults that cardio respiratory endurance activity should be supplemented with strength-developing exercises at least twice per week. Strength training improves musculoskeletal health, maintains independence in performing daily life activities, and reduces injuries from falling. We provide only the finest strength and resistance equipment from manufacturers like: Cybex®, Life Fitness® and Hammer Strength®. We also offer convenient and effective 30 minute workouts created specifically to meet your fitness goals.

Physical Therapy

If you have associates who need rehabilitation, Parisi Fitness Centers provides follow-up physical therapy in partnership with Twin Boro Physical Therapy. Please see a staff member for details.

Massage Therapy

This is another way that associates can relieve stress. There are a variety of packages to choose from. Please see a receptionist or a staff member for details and fees.

Nutritional Food Products & Supplements

Our associates in this area have specific degrees in food and nutrition which allows us to create effective plans for our members. We offer a selection of post workout drinks and supplements to help your associates recuperate and replenish their bodies. Please note that amenities vary by location.

Parisi Speed School

We also offer the finest youth and adult speed and performance training programs in the country. Our programming is based on our work with world class athletes from the NFL, NBA, MMA and the Olympics.

Please note that amenities vary by location.

When it comes to making an investment, Companies usually have some concerns or questions. At Parisi Fitness Centers, we understand and are prepared to help you answer the questions that you may have. Here are some frequently asked questions and answers:

I am not sure how many associates may be interested.

It is very common for a company to be unsure of how many associates will participate in the program. We can provide a customized survey to assist you in identifying the level of interest with your company. You may already have associates that are members with us now and we will be glad to freeze their existing memberships. What you will find is that as you get the program started, more and more associates will want to participate because of the affordability, convenience and the results others will receive.

What about the liability to the company? Especially if one of the associates gets injured.

Because your associates are participating on a voluntary basis and not on your company property, most attorneys in the country advise that your company is the last party to be held liable. In addition, we offer certified trainers and instructors, which further reduces the possibility of an injury. You have a much greater chance of having a future medical or workers compensation claim at the office, than through injury at one of our facilities.

There is just not enough money in the budget for this year.

We understand and know that budgets are adjusted if an idea makes good financial sense. Besides, you may want to bill back some of the investments to the associates, and in some cases, there may be enough interest to offset any company contribution being made.

There is too much administration and we do not have the manpower to handle it right now.

This is a common misconception. We have developed the program so that there is minimal administrative work required on your part. Once you have enrolled a core group of associates, the only challenge is to get more associates involved. Plus, when it comes to reuniting future associates, you will find this to be an invaluable tool, because it will separate you from your competition.

Can't you just offer the employees that are interested a discount and let them decide?

This method has been tried for many years and unfortunately, it has failed. If your goal is to get as many associates involved as possible, then the Parisi Fitness Centers Corporate Wellness Program is the answer. Why? Because when something is promoted and paid for by the company, the associates are more encouraged to participate. They would much rather participate through an approved company arrangement, than to go out and try to do it on their own.

We Appreciate The Opportunity You Have Given Us.

The Parisi Fitness Centers organization would like to thank you for taking your time to inquire about Parisi Fitness Centers Corporate Wellness Program. We are hopeful that you will see the value of this program and the benefits it will provide to your company and to your associates. No matter what your decision, we appreciate the opportunity. Thank You.