

## **FitMama Vodafone One Net story – VodafoneUK**

- When I was a young girl I used to walk past an aerobics studio every day and see all these women jumping about and leaping about and having a great time and I used to look in that window and think 'I want to be in there, I want to be doing that' and it rolled from there really
- FitMama came about when I was about a year post natal, I'd retrained and upgraded my skills and word got out that there was someone helping women to keep mobile and educate them about how to use their physical being for delivery
- And five years later we're taking packed classes and turning people away because there aren't enough of us to handle the numbers that we get
- It had been me on my own for a long time and then I took Lola on about a year ago
- We were both trying to keep up with each other's calendars and keep up with each other's phone calls and make sure that Lola knew she had to be somewhere on time
- It was very, very frantic
- I felt that my family life was suffering a little bit and also the cost of running backwards and forwards petrol wise and telephone bills and all that sort of thing, I probably would have ended up running at a loss
- I think I probably would have packed things in to be honest
  
- Well, having One Net is already making a difference because we have made cost savings and we are able to start expanding into becoming a training provider for other instructors so that we can teach other people how to give the kind of service that we give, in their own areas
- So already we're on the road to expansion and exciting things ahead
- Lola and I have both got smartphones now so that we can keep up with our emails, keep up with our phone calls and voicemails and text messages whilst we're on the run
- So it means that the office is in the car with us or in the studio with us and even if we're teaching a class it's not such a delay to get back to people when you've finished rather than having to get back to people at the end of the day
- We also have a land line number with the One Net account so on the website it looks like we are based in one place rather than looking like we are a mobile business
  
- Vodafone One Net means that I know exactly how much I'm spending on my phone bills every month so there are never any nasty surprises
- My bills are about half what they used to be; that's quite amazing
- For a little sole trader, that's a significant amount of money
- It means I can be more flexible with other things
- I can spend that money on my marketing or supporting or training
- It really does make a big difference to make that sort of saving
  
- Now with Vodafone One Net my emails are answered when I'm on the run
- So, by the time I get home I haven't got a back log to deal with and I can give the children my attention, I can walk my dogs and everything is done calmly and everyone's happy