



March 24, 2020

The Honorable Nancy Pelosi
Speaker
U.S. House of Representatives
Washington, D.C. 20515

The Honorable Kevin McCarthy
Minority Leader
U.S. House of Representatives
Washington, D.C. 20515

Dear Speaker Pelosi and Leader McCarthy:

Thank you both for your work on behalf of our nation to combat this global pandemic and reduce the impact it will have on the American people and U.S. economy. While we find ourselves in unprecedented times due to the spread of COVID-19, we appreciate you prioritizing the current well-being and future health of our communities and the attention you are giving to drafting a wide-reaching government plan.

As CEOs and leaders of competing fitness companies, we are putting normal business aside and joining efforts to write to you because of the gravity of the situation and the importance of what we are about to request.

As you work on your recovery proposal, we ask that you not forget about all fitness professionals and fitness-related independent contractors in these plans. We know the importance of fitness for everyone's physical and mental health, especially in high-stress situations. We do not want these fitness professionals to be overlooked during this time.

There are roughly 356,000 fitness instructors in America. With the majority of health clubs being forced to close and the restrictions on the number of people allowed in a social gathering, these fitness professionals are not able to conduct business as usual. When they cannot teach their classes and maintain their day-to-day teaching schedules, they cannot earn a living.

It is important to remember the diverse members that make up the fitness instructor community have responsibilities beyond teaching class. Some are the sole provider for their parents, families and/or other dependents. With schools and childcare services suspended, some have now become teachers and caretakers at home.

On behalf of this community, which represents our instructors, club and gym partners in bringing fitness to the masses, we ask that you do whatever you can to help. This group of Americans are the ones who will be there for the country when this crisis is over, to help people get back on their feet when they will most need the expertise and motivation only trained professionals can provide.

Some of the ideas we want to put forward:

- Consideration for earnings based on projected income for classes taught
- Tax credits for fitness education
- Forgivable loans to fitness facilities so they can continue paying their instructors even if they are contractors

We thank you for your efforts, appreciate your time listening to our concerns and your attention to this request.

Sincerely,

Alberto Perlman
Co-founder and CEO - Zumba

Alberto "Beto" Perez
Co-founder and Creator - Zumba

Clive Ormerod
CEO - Les Mills International

Phillip Mills
Founder - Les Mills International