



[Knowledge Base](#) > [Gym Management Software](#) > [Packages & Memberships](#) > [Set a Follow-Up Package \(Auto-Renew into a Different One\)](#)

Set a Follow-Up Package (Auto-Renew into a Different One)

Laura Gibson - 2026-08-16 - [Packages & Memberships](#)

The option for an initial package to auto-renew into a different type of package is especially beneficial for promotional packages such as trials, intros, or OnRamp offers that convert members to standard membership packages.

Note

You can only set a follow-up package if Auto Renew is turned off on the original membership.

This feature is designed specifically for one-time memberships that should convert into ongoing memberships after the initial term ends.

Follow-Up Package Use Cases

Add Follow-Up Package in the Package Builder

In the Package Builder, create a 1-week trial package that is set to automatically renew into an 8x per Month package upon expiration.

- If Auto Renew is off, a follow-up package can be included for the package to rollover into a different one.
- When the package with the 'Renew Into a Different Package' setting is created, the selected package is immediately added to the Athlete account in a 'Upcoming' state.
- The start date of the upcoming package is pre-set to align with the end date of the current package.
- The new package inherits all standard renewal settings (i.e., auto-renewal logic) from its template.
- The system will automatically activate the Upcoming package as soon as the current package expires.

In the example below, a Trial Athlete receives unlimited CrossFit classes for 1 week.

Two Week Unlimited Trial

Package Details

Name *

Two Week Unlimited Trial

Description

Enter description

Proration

Off

Auto Renew

Off

☒ Include Follow-up Package

CrossFit 12x Per Month

120 Per Month

Contract

☐ test document template creati
 ☐ Generate new contract upon package renew

Athlete Status

Upon Start

Trial

Upon End

No status change

Advanced Settings

Enable Rollover Credits

Off

Limited Quantity

Off

Set Specific Start Date

Off

Attendance Rules

Grant access to events via rules. Rules will dispense credits in a repeating (per) or one-off behavior (pack).

Total Package Length

1

Weeks

CrossFit

Attendance *

12

Sessions

pack

Validity *

1

week

Delay Start

0

Edit Package

Edit Billing Plans

Billing

Create and manage billing plans for this Package.

Tax Rate

Select tax rate

\$99 Trial

Plan Name

\$99 Trial

Total Price

\$ 99.00

of Installments

1

Edit Billing Plans

Package details show that, when the trial week ends, the Athlete will immediately begin with the new 12-session pack of CrossFit classes valid for 1 month.

CrossFit 12x Per Month

Package Details

Name *

CrossFit 12x Per Month

Description

Enter description

Proration

Off

Auto Renew

Off

☐ Include Follow-up Package

CrossFit 12x Per Month

120 Per Month

Contract

☐ crossfit contract
 ☐ Generate new contract upon package renew

Athlete Status

Upon Start

No status change

Upon End

No status change

Advanced Settings

Enable Rollover Credits

Off

Limited Quantity

Off

Set Specific Start Date

Off

Attendance Rules

Grant access to events via rules. Rules will dispense credits in a repeating (per) or one-off behavior (pack).

Total Package Length

1

Months

CrossFit

Attendance *

12

Sessions

pack

Validity *

1

month

Delay Start

0

Edit Package

Edit Billing Plans

Billing

Create and manage billing plans for this Package.

Tax Rate

Select tax rate

120 Per Month

Plan Name

120 Per Month

Total Price

\$ 120.00

of Installments

1

Edit Billing Plans

Add Follow-Up Package During the Sale

At the point of sale, establish the initial package and identify the subsequent package the athlete will transition to upon completion of the trial or OnRamp program.

Add Package

Package Selection

Select Package and Billing Plan

Search Package

Select event types

View Packages for Invoice

Package Name

tests

✓

Trial

CrossFit

7 sessions for 1 week

Two Week Unlimited Trial

Two Week Unlimited Trial (Copy)

Billing Plan

Total Price

Installments

Free Trial

\$0.00

1

Package Details

Package Start Date *

May 16, 2025

Billing Start Date *

May 16, 2025

Athlete Status Upon Start

No status change

Athlete Status Upon End

No status change

Payment Method *

Select a payment method

AutoPay *

Off

AutoRenew *

Off

Include Follow-up Package

Trial

Free Trial

Invoices (Pre-tax)

05-16-2025

Installment 1

\$0.00

Follow-up Package Details

Follow-up Package *

Select a follow-up package

Follow-up Billing Plan *

Select billing plan

Cancel

Save

In this scenario, the owner is adding a trial package of CrossFit that is valid for one week. The owner has selected the "Include Follow-up Package" option and may choose the follow-up package and billing plan from the dropdown menu.

Package behavior for the follow-up package will follow the settings as designated in the package.

Note

An exception to the package behavior is with Proration. Proration is not supported for follow-up packages.

If you have further questions about adding Packages in Kilo, email our Support team at hello@usekilo.com.