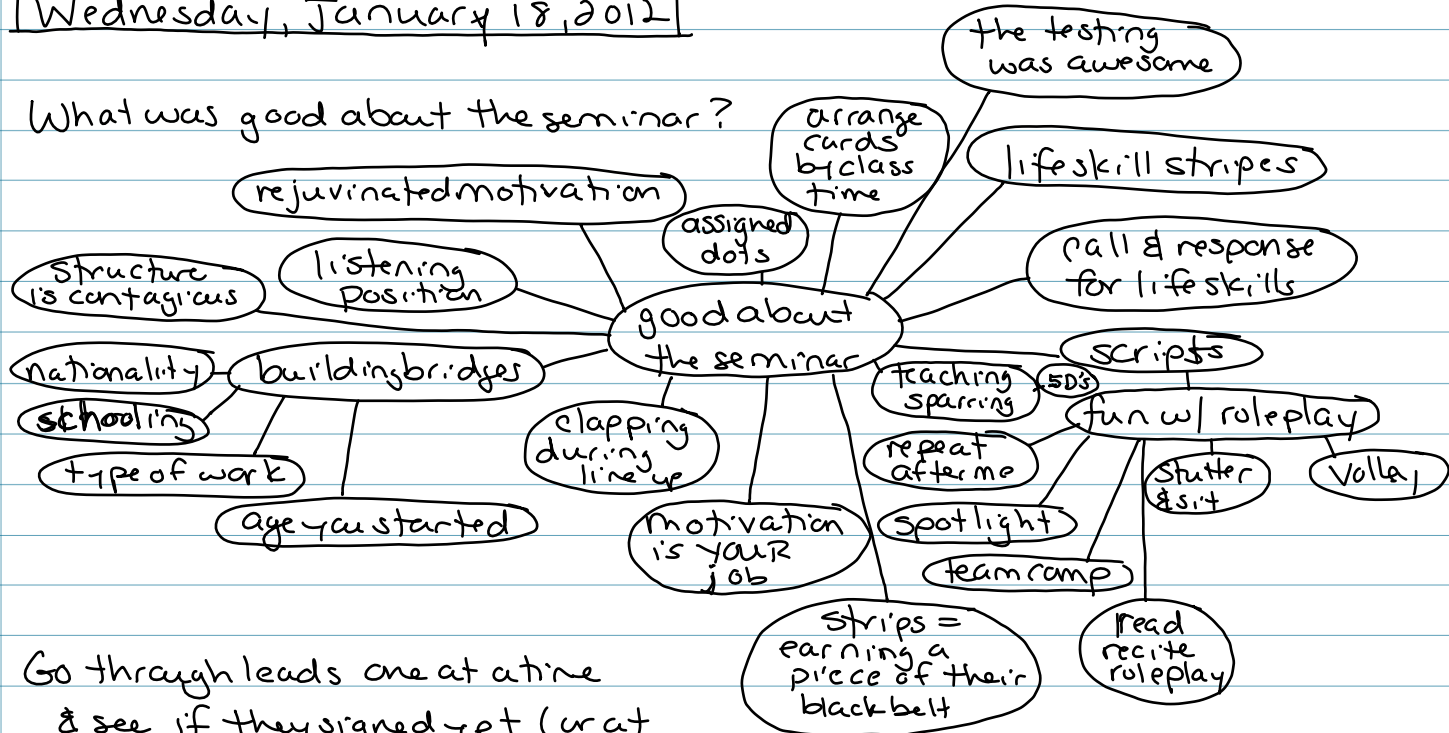


Wednesday, January 18, 2012

What was good about the seminar?



Go through leads one at a time
& see if they signed yet (or at least scheduled an appt.)

- get more leads & sales online → boost your Google ratings

Graepen hitting this month - Kickboxing

- 5 D's
- ① Distance - control it
 - ② Distraction - fient, fake, etc
 - ③ Deliver techniques
 - ④ Decision to deliver more techniques
 - ⑤ Disengage - get out

Read testimonial letters - wells, WC, Mt

request testimonials from parents, students, & teachers

Always ask parents to train - man. y. people have a secret desire to train

Should have at least 20% adults - get families to enroll

Working on sites - afterschool, camps