

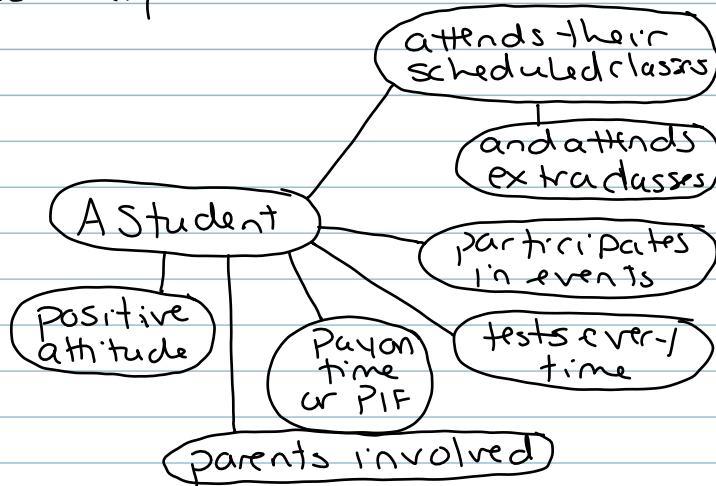
Monday, October 24, 2011

Hand out leads

Are you driving people to the website?

The sites will help sell them.

Watch for fair leads (emailed to you) - contact them immediately



Anyone using XMA unif. to upgrade?

- Is it working?

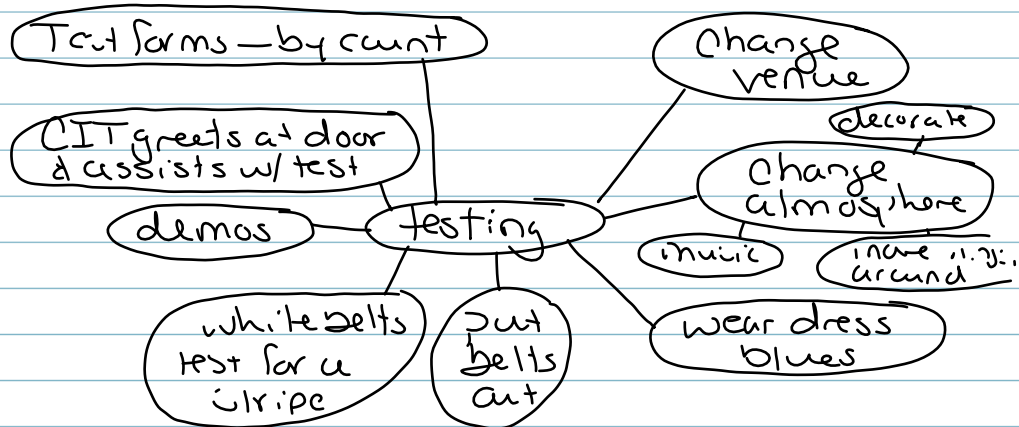
- Pass them out first week of month then close the upgrade at end of month.

- Post and email candidate list for upgrades

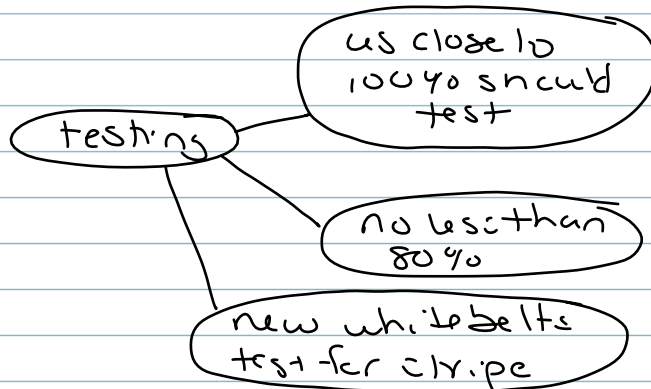
3 year memberships → 05% PIF (this month)

Nationals - Did you compete, test, etc?

- You should be a part of it → judge, support students, take seminars...
- Get your students excited - competition drives people, keeps them motivated
- use the hour this week - talk about it in classes, reward trophies get testimonials, promote the link to ESPN, Post links & photos on facebook (& encourage students to post on their facebook), tell personal stories about your experience - & have others tell their stories



Left over pumpkin cards - take them & pass them out (already paid for)



Camp financing - can post date up to the date of the 1st camp
To get Oct price, they must start paying in Oct (& give all post date)

Put the poster up & promote it - email, talk about it.

By Jan, all the other summer camp programs will be pushing for enrollments (get your camps filled now - before people commit to a different camp)

Internet specials are for online only
- don't turn them away - but when you talk to them on the phone, tell them to buy online before coming in

Jan 13 & 14 - mandatory seminar at HQ