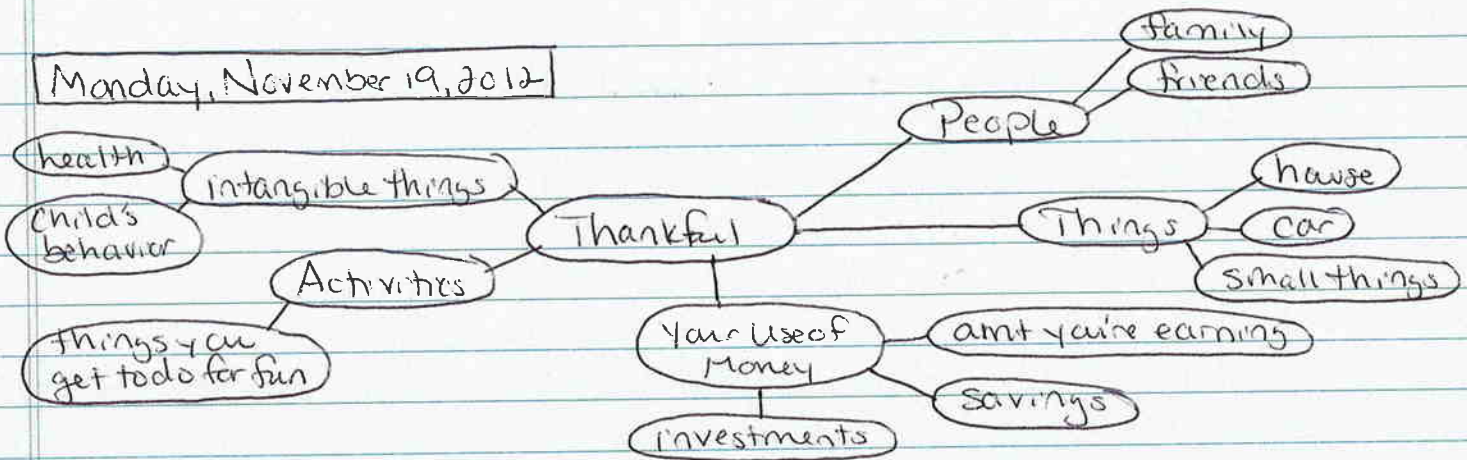


Monday, November 19, 2012

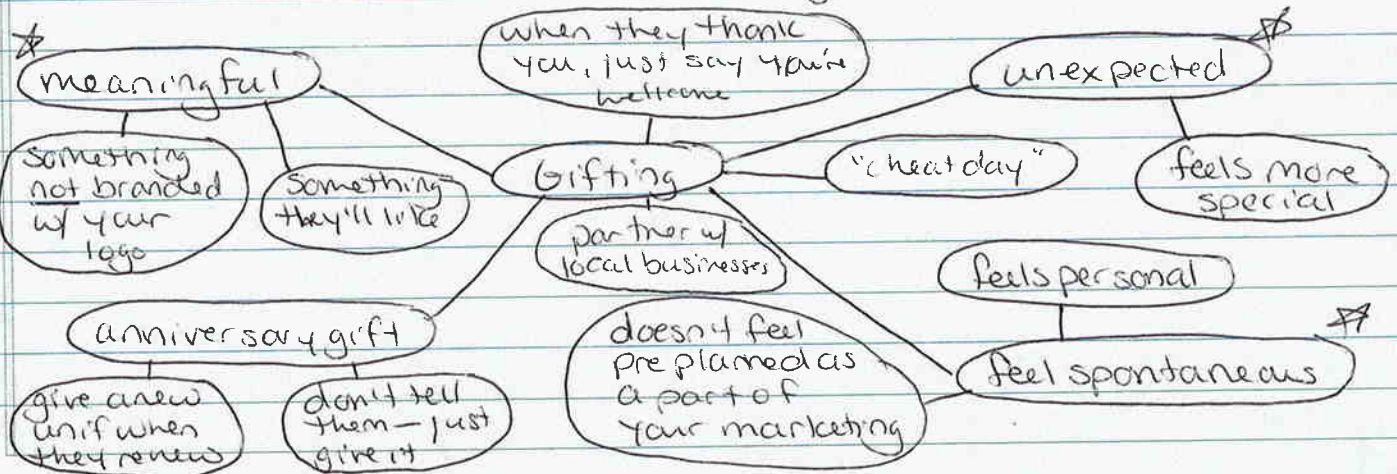


Be thankful for your goals.

If you believe you already have it, you will get it. Expect great things.

What are you focusing on this week?

- improve your model & increase cash & return.
- camps - fill them. Advertise now. Prepare and Plan. Testimonials about past camps. Demo the things they will get to do.
- Boot camp - get rid of Holiday calories. Make it a special class.
- Holidays - be part of the solution to people's stress. People will pay for that
- Holiday Sale - posters up. Inform every student. Arrange the merch. differently in the school. People want to see & feel merch. Merch must be used in class regularly & do seminars, demo weapons, etc - make sure they know what they need & will need. Then make them want the merch as well.
- Make sure you have something to be thankful for next week ☺
- Give students assignments - Monday write down the people you're thankful for. Tuesday the things, etc



Walk kids to the car - gives you a chance to see the parents
- make sure kids are safe.
- Have someone walk the women to their cars at night.

What part of your model is not yet complete?

Which part will give you the most benefit?

Good time right now to push for after school - parents adjust their schedules for January

Build relationships w/ local businesses - Include them in your gifting program. Let them train for free. Help them build their business

• Make a list of the businesses you want to work w/

Do your students own any businesses?

Put together a meeting w/ your syndicate of businesses.

No meeting Wednesday & Monday

Plan your schedules for Dec now - & post it

