

Monday, November 5, 2012

What activities did you plan to do in October?

Rate your follow-through and effectiveness. 1-10

Were you always on time?

Did you manage your time?

What are the things that distract you from your work?

- busy work

- conversations w/ non essential people

What were your results for October? Did you hit your goals?

Rate yourself 1-10.

Use real math → what did you fall short on? By what percentage? Use those #'s to rate yourself.

Action & Result are two different things. Your goals should be tied to results, not just actions. Your actions is

to put out flyers → your goal is tied to the result, i.e. how many enrollments did you get from those flyers.

If you don't hit your goal, stop up your actions.

What else can you measure? In your personal life?

Learn to monitor your goals in all areas of your life & it will become second nature. You will be successful in every area of your life.

Fast Start for November

Turn in your Plan for Nov!

- You should have your personal production goal by the 15th

- Complete all old business by 15th - past due, people you've presented need to give an answer, etc

(Communication is both ways - Both parties must understand)

- Be at the front of the line already jogging when the start gun is fired.



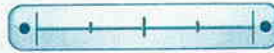
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jump



bookmark



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playback speed



volume

Top Kick Daily meeting

- facility walk through - good repair, clean, neat, organized
Specific check points. Make notes.

(Do you do this at home? With your car?)

- Materials in inventory - note anything needed & order it.
- Review appointments - confirm, make sure front counter covered (assign)
- Review events
- Review Easy Trials
- Staff absences or coverage issues

Meeting, if done daily, will only take 5-10 minutes

Review weapons & KM for current planners in the workout
Use the KM self defenses in TKD classes.



record pause stop



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