

Close on 24th & 31st unless Camp for after school - Special Holiday schedule. upgrades - parents to work out at least year - Camps (after school).

Jan / Feb / March → New Curriculum.

BLK belt testing: Student quality? We should see amazing, incredible, tremendous forms!

Tournaments: safe, fun, outstanding.

Fitness: nutritious shopping - start with: 1 apple a day. Winter break camps -

Customer experience:

1. 3 things we are doing that set us apart as far as customer experience:

- ① 1. Walk kids to car if parent says outside
2. Greet everyone at door
3. Verbalize your expectations
4. A special activity in class.
5. Make them excited on how you are going to teach.

② Gifting

③ Bootcamp experience (with word changing)

Make the event more than just a workout. Customer experience: what sets me apart?



No sitting on the bench in our classes. No time out!

What can we use easily from Master Hudson?

1. 10 min workout at end of class.
2. Team uniforms (use the ones even if no uniform)
3. Goals on belts (for life skills) (Parks)

upgrade! to bring outstanding balance up!

End of year cash out: 30% on 3 year pay profit (new business).
1 yr = 25% off -

Possible price increase in January, Offer now, deadline 12-31-12.

{ ~~fit~~ / R.M. Introduction to Kali -
Seminar here in January
- ~~combatives~~ ~~self defense~~ defensive tactics
- ballistic attack we use to neutralize a threat
- Defensive tactics
- ~~overcoming~~ methods we use to deflect and evade ^{intercept} ~~offense~~ attacks.

③ Self defense - An attack is being initiated towards you & put you in a position of disadvantage -