

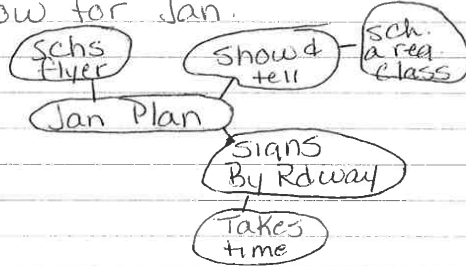
Wednesday, December 7th, 2011

Groupon - January iK deals
- Treat them different
- only Do 2 rounds @ first

* offer them 1st Day Sign Up
Advantage \$19.99 - Deposit
= Get Started

- Use XFit to Smart phone app

** January Plan - must do things
now for Jan.



- Use New After Sch Pricing from Monday

Rating Your Students

D - Some who has dropped out
- stay in contact
- invite to an event / private lesson

C^{student} - Put them on a schedule

B student - invite to more than just 2x/wk
use tournament season
- put on a team
- Find their "hot button"

A student - Ask for Upgrade

- If parent is having difficulty getting student to class
offer after sch Program
- Remember to create teams @ your graduation

Feedbacks

Winners - never quit
Mom/Dad - If you text me quit you teach me to quit.

* Quitting is NOT an option

