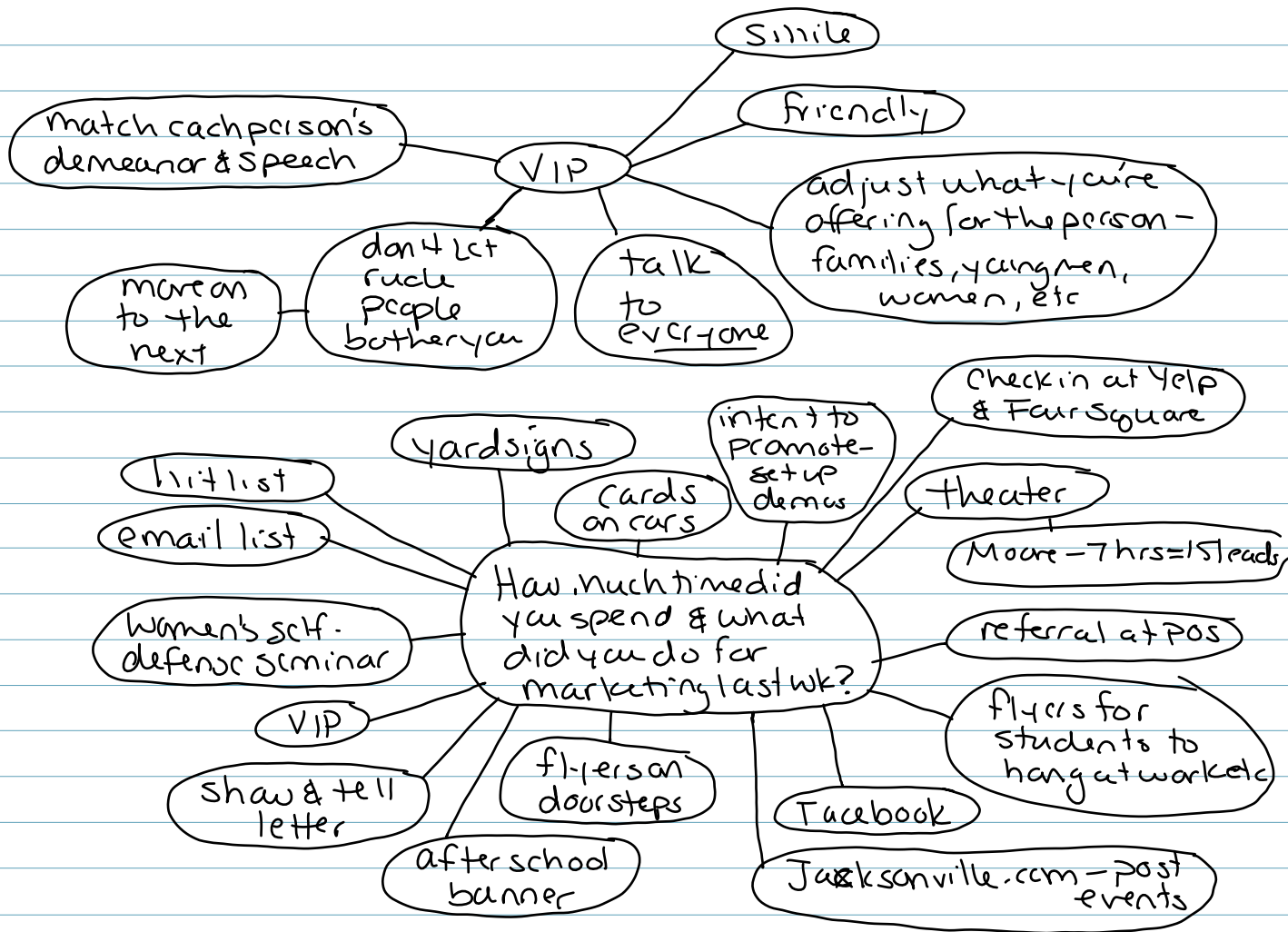


Monday, February 13, 2012

Hand out leads, bad checks, missing receipts, missing memberships



Don't click on our Google ads - we pay per click

Role play WXF PA

Put testimonials on Facebook & ask student to put it on theirs

Do about \$500/wk personal production to reach your goals

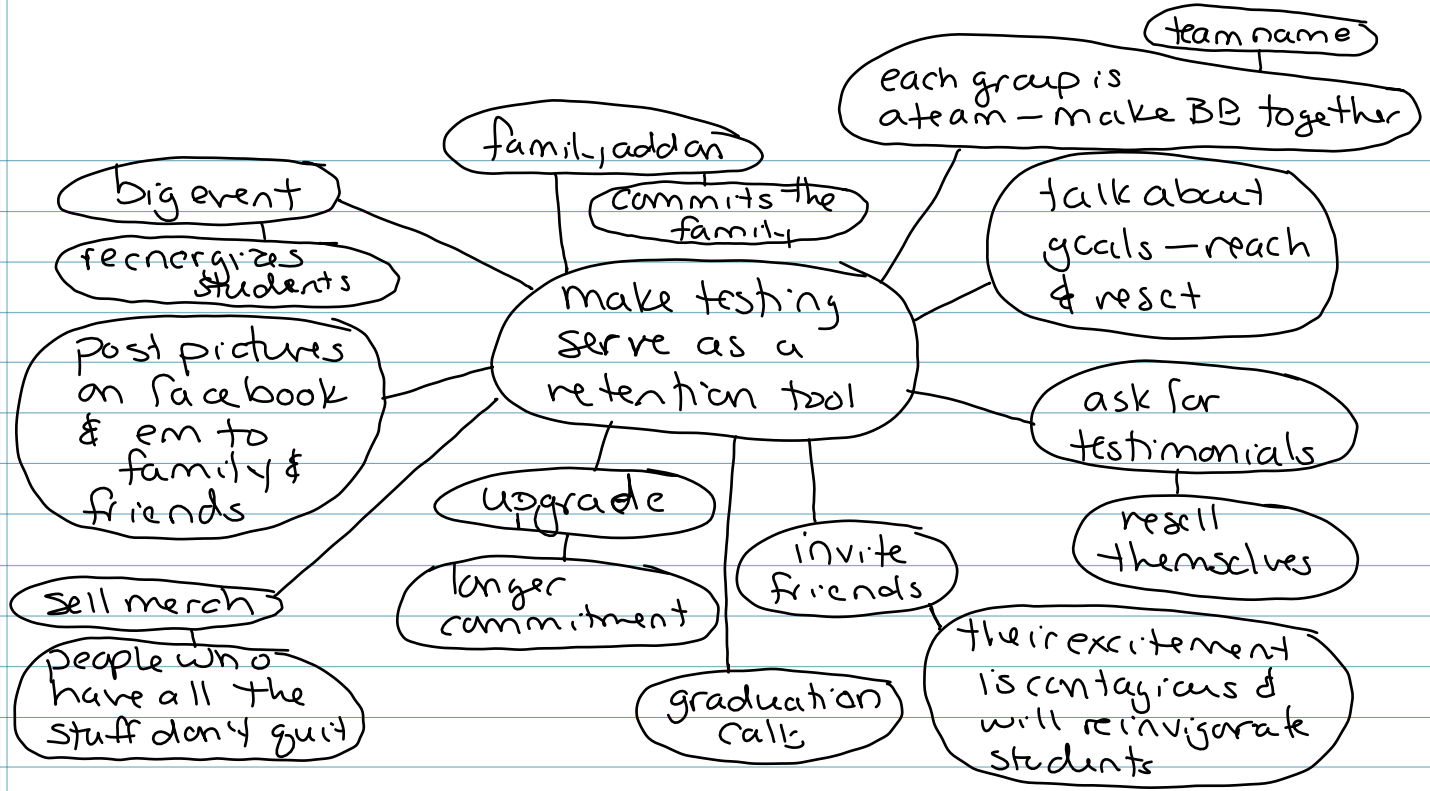
Break it down into smaller goals. - goal for merch, mem, activities, etc

Then break it down further w/ names of students & amts they'll give you.

- Assign specific tasks to team members

- have details - amounts & names & why they will spend w/ you.

Call PMC when you reach your \$500/wk goal



maximize your income  
 have multiple streams of income

Wed 2/15/12

Staff uniform  $\rightarrow$  cost -

Top 3 things necessary to reach your goal  
this month - List them!  
upgrades / cash outs / conversions from #69 /  
New enrollments /

Enroll / upgrade / cash out!

Every month - How you're going to maximize these 3 areas!

Benefit of group meeting: hold each other accountable  
for what they say -

- Be willing to listen to other people -  
- Be aware of the realities  $\rightarrow$  the  
higher level.

- (As a group: Don't let anyone outperform  
you)

Our business on Tues & Thurs opens at 11am

Fitness people like to work out in the morning.  
All the planning happens during the day.  
your goal: \$5000 each week.

Do the PA right for the Kickboxing group on.

Use the 7 techniques in class to improve  
everyone's techniques & basics!