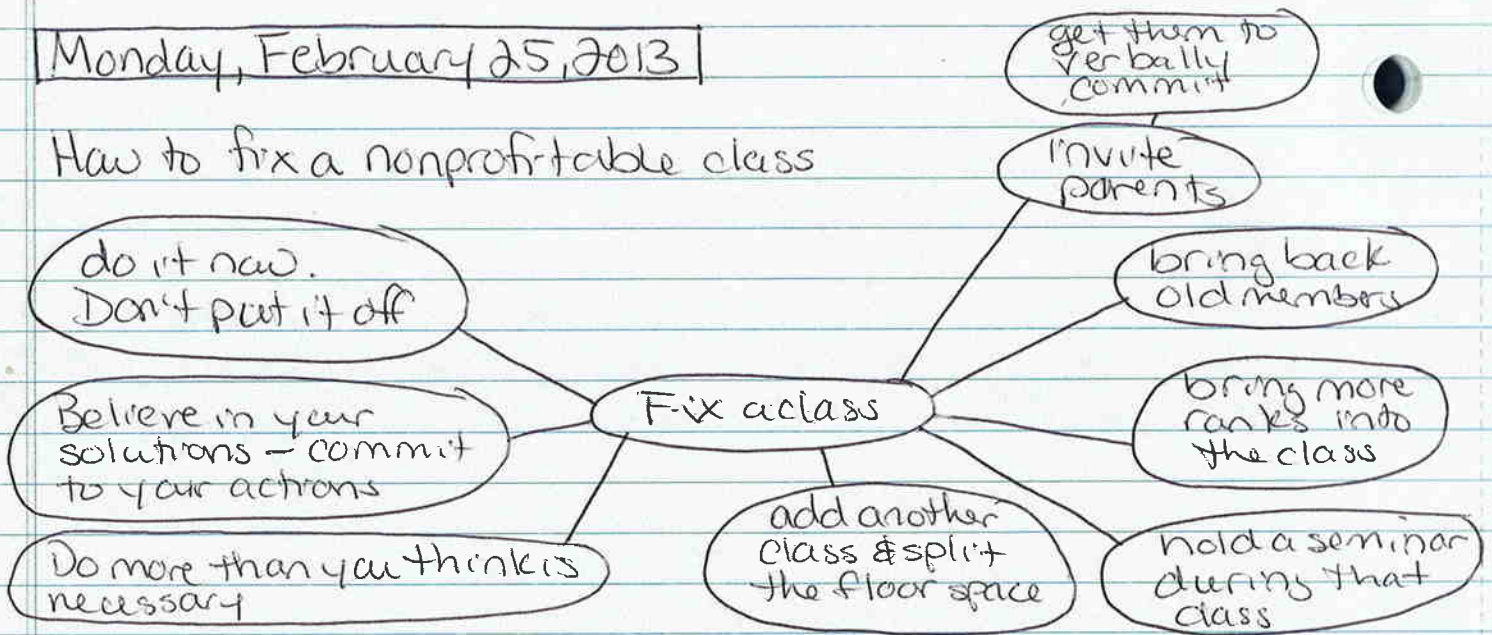


Monday, February 25, 2013

How to fix a nonprofitable class



Fix problems immediately → Train yourself to SEE the problems

Track your billing trends. If billing is increasing, cash will closely follow. Your goal should be to have \$20,000 monthly billing.

The little decisions impact your life every day. What are some examples?

People call because they're interested NOW. Answer your phone or forward it to the red phone.

Respond to online requests within 30 minutes

St Jude Break-a-thon - Saturday, March 2 1:30-3:30

- make sure you have enough donation envelopes
- all donations are due by 3/2
- tell your students to keep their shoes off the mats
- let us know if anyone wants to help or contribute
- wear KA warmup to the event or uniform
- kids can wear play clothes (encourage KA t-shirts) → kids & parents



Request posters 2 weeks in advance  
- write down exactly what & when you need

March 9th 2:00, Chevron seminar, at HQ  
all Black Belts 14+, end around 4:00, study in advance

Break down your weekly & monthly goals  
Push to finish the month strong.

Make sure you're striping this week (white stripes)  
No recording classes by parents.  
Practice the presentation for KM or WXF

Sales Principles → more important than just the words

- overcome objections before they come up (in the PA)
- feather/or sales → never yes or no questions
- # addons - buy a case w/ your weapon, pay for one grad or prepay, buy an extra unif, etc
- Ask to enroll
- Instructor recommendation

OK to use Fri & Sat for Feb.  
Divide out the tasks & goals

Follow the planners  
Any KM questions - ask Mr. Alfaro.



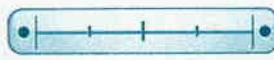
record pause stop



jump



bookmark



0% jump to position 100%



playback speed



volume