

Wed 2/29/12

Monday goal: 5000 this week - Should have been in 3 days.

Ask when you present any amount of money, & "How would you like to take care of that?"

It's easy to ask 1 person for 4,000 then more people for 4,000 - How much will you ask for for your goal today?

Revisit your "cash ask list"! Make a list of at least \$30,000 - Some people you talked to them about cash but you did not really ask them. Includes people who are late on their payments.

If you have to use the story or figure out something to get the money.

"these are my goals; I have to reach them"

New students for this month - do they work for their model?

Treat new students separate - Sp separate & then Black belts.

Sp posters up! Announcements for Sp! Start working camps! Lower price if you have to!

Collar testing: March 31

Keep track of students in class (number of students) to direct students.

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