

Monday, February 4, 2013

Handcut Leads - many kickboxing

How did you finish the month?

Give me word: strong, great, good, slow, dead

Are you just looking at your business, or are you doing something?

Bring Redbook every Monday.

How are the stripe tests working?

Sell private lessons to help students catch up

Make the students slow down enough to make good kicks

Make them good before giving stripes, even if they have to wait.

Utilize the WXF advancement program → great for motivation

Utilize the language patterns for KM → makes the students seem and feel more knowledgeable. Everyone wants to feel like an expert.

Call & response. Operational Territory.

Do not do the Kali drills now. Right now the flavor of classes is WXF. Next Semester's Kali.

Know your Daily Goal. Work your monthly plan.

- Your personal goal should be to be in the top 1% of income in the country.

- What is your monthly goal for this year?

- Have a positive attitude → you WILL reach your goals

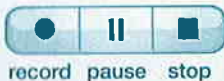
- Have passion for what you're doing.

- You must recruit

- What is your intro close rate? → Use that # to determine the # of appts you need.

- encourage referrals, especially from new students

- Don't be too cool to hold a sign on the corner



record pause stop



jump



bookmark



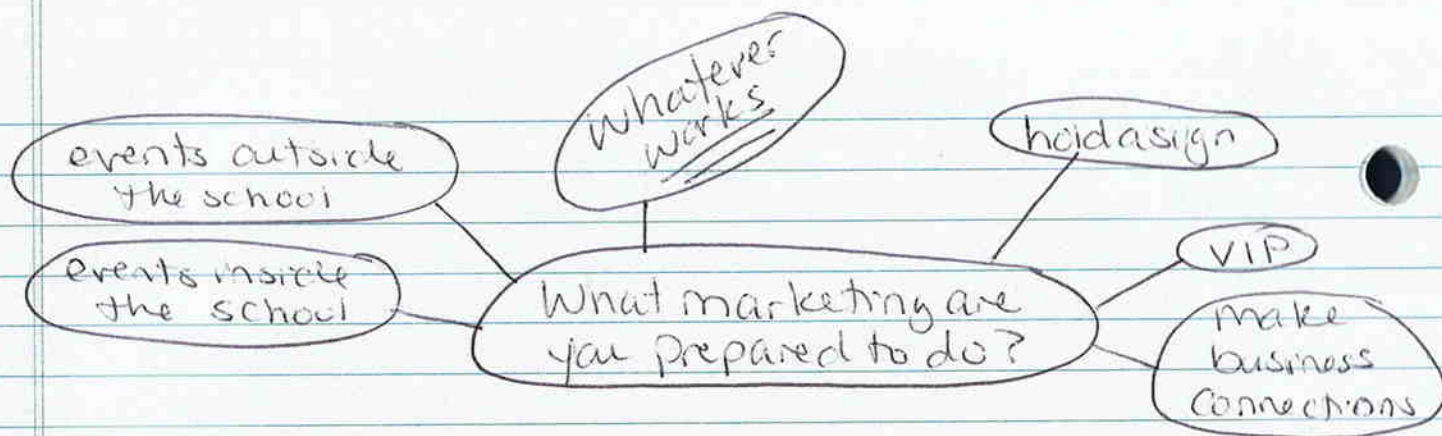
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playback speed



volume



Handout Monthly Reports

- Circle the important #'s - outstanding balance (beginning & end of month)
- Did OSB go up or down?
- Contract Outstanding Balance Entered = how much you put into billing. Did you hit your goal? This must be higher than the # of mem expired, gone to collections, or cancelled
- Cash should come from new members. Once they establish that they will pay, leave them alone, except to keep them in class and motivated.
- Watch exp. dates → extend memberships 90 days prior

Bring your Red Book on Wednesday

