

~~Monday, February 6, 2012~~

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15. n. rules early is on line

Level 1 = someone who takes an intro.

Try to enroll everyone on the first day. Too many things can happen in their lives in 6 weeks. Commit them when they're the most excited and save them from allowing their laziness to get in their way.

178 coupons sold for Jacksonville

How many came to the school? How many enrolled?

Kickboxing — 1st class, minimal correction (only to prevent injury)

They are only interested in fitness

How to enroll all 178 coupon sales:

- contact each one & get them in a class

(talk to Miss Harrison about getting texts with your leads)

- Have a convenient schedule

- build rapport — beginning w/ initial contact

- People who register on the weekend expect to start on Monday.
(people start things on Mondays)

- Use Kickboxing PA

PA w/ Mrs. Alfaro — dig deeper w/ fitness goals. "You'll see how we're going to accomplish these in class today"

Level of importance of goals — "How can we make those goals a 10?"

Body language — leaning forward, smiling

Time goal for reaching goals — mention maintenance after goals are reached

Can I do month to month? NO. I am 100% committed to your goals & I need you to be 100% committed too.

(Role play)

Match their voice. Sit next to them (round tables).

Well-rehearsed, feels natural, no nerves

Focus on savings, not what is to be spent

top in Gross in January

BM, EH, Wells, Mt, WC

Merchandise - they have to be able to see, touch, experience the merchandise. Try it on, feel the quality.

People who have the stuff stay longer.

They will be embarrassed if they don't have necessary gear

① Sign mem ② Ask for cash ③ Touch the merch.

Make sure to turn in your plan every month.