

Wed 3/14/12

Total cash goal this week - where is everyone for the week -

Signs: Sign them up every 20 feet. It's important to know where you are and what you need to do about it.

If you have structure and discipline to keep students paying, you will build a huge following. Gravitate towards the people who are more successful.

What: thing you're gonna have or place you're gonna go to within 6 months and what you're gonna do to get there. What will you do - how will you reward yourself -

Summer Camps - 10 summer weeks - how many have you sold?

What can I personally do tonight to make my classes special - energized. Reward them - make sure parents are involved with their child - Train like a champion. Use the events coming up!

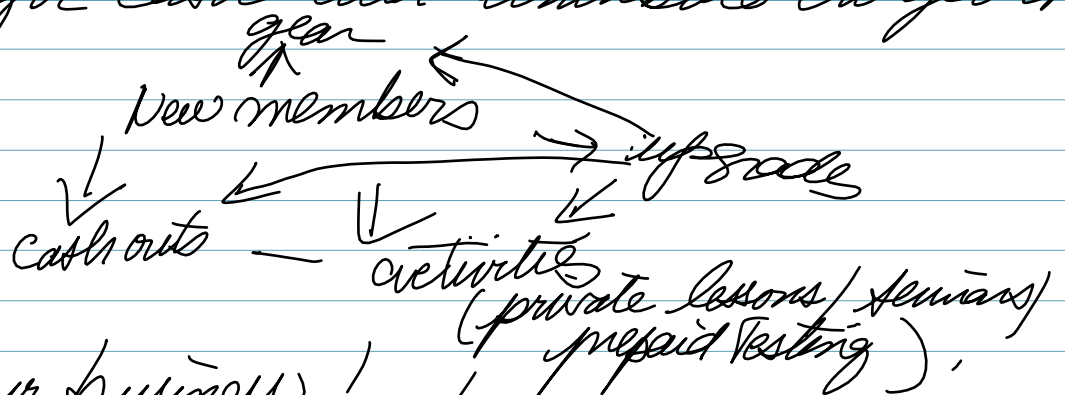
Events near: ① Black Belt Testing
② Tournament
Ask for cash - get new members - upgrade
Do not prejudge - ask everyone for cash

Master Von Schmelling:

People still spend money where they are satisfied. Even in hard times.
We need to improve quality of our classes and our customer service.

Are we consistent?
Everything that happens in your life should motivate you to work more.

How many active students you really have. You must have at least 10 new members each month — or you won't make it — everyone in the team should know the plans for cash and contribute to get it.



Control your business!
You need to at least have 150 active students.

Discipline / respect / confidence

the 3 life skills more important for parents,
Use them in class.