

Monday 3-19-12

group meeting: keep each other ~~additions~~ accountable.

Write down 3 words that will encourage someone, ~~congratulate~~ them when they do good and motivate them to continue.

- I knew you would - I knew you ~~could~~
- keep it up
- you're one step closer to your goal
- I see you're going to reach your goal
- Good job - Well done
- Excellent achievement
- you're having a good week
- Fantastic! You're helping your team reach their goal.
- you're the Man! (or the Woman).

Our job is hard work → but it is simple
what slips through the cracks?

1. #1 Key to our success: Marketing → New Students

Not enough level, activities

2. instruction! Highest rank to ~~reach~~ the classes - the shipping -
3. life skills
4. The gear! use it!
5. VIP calls.
6. Attendance

- Schedule everything! Block your time, social media is slipping through! update your facebook -
- Check in foursquare, for google rating.
- Facebook: ~~can~~ send all new leads friend requests right away.

Monday: No meetings — Vegas Camp.

Events coming up: Collier Testing

Black Belt testing and tournament

Tournament season in school

Master Smith

Share your success

The only time you have a bad month is when you give up.

Sign up enough new people to have enough upgrades

How much value is an original enrollment and how much value is an upgrade!

- Don't go fishing in an empty pond. Fill up your pond. If you don't check on things consistently things slide -

- Successes get you excited
Failures dip you down -

To upgrade new students → educate them to know everyone upgrades.

115 - all Black Belt educational!

What's the most important thing that

make them see the value?

Make them see they are getting a good deal.

"Hard carry" you students to, Back belt, you have to know them - keep track of them. It's easier to prevent dropouts than to try to ~~re-~~ solve it. The most important thing is what they do at home!

Fun intro or class \rightarrow but parents want to see their kids learn life skills - teaching
the 4 laws of concentration

Focus your eyes
Focus your ears
Focus your body.

Eye contact to who you talk to -

Biggest problem now: Kids don't learn respect, they need to learn respect, ~~but~~ discipline and respect.