

Monday, March 5, 2012

Collar testing - w/ Master Moore

March 31st, HQ, ^{12:00 arrive} 2:00 start

- Hand out study guides to your students - make them look up the answers in their manuals
- kicks will be on targets
 - front kicks on shields
 - bring clappers from your school just in case (write your school name on them)
 - students put their name on their kiluckleglars
- Students must follow the planner for teaching, while hitting the quadrant points. They must have presence.
- If your collar is C, - CD, you need to renew within date.

CMC

- Handout leads
- Inertia - a body, in motion stays in motion & a body at rest stays at rest
- Do you have inertia/momentum w/ new student?
 - should have appts. everyday
 - do you generally improve monthly?
- Once you have momentum, everything is easier - if you keep it going. Pay attention & keep going

Keep momentum going

- Have high expectations. Do not settle.
- Once you reach your model, fight to stay there. Pay attention.
- Remind yourself WHY you want your goals - personal gain
- work more
- team work - everyone works
- be referrable
- Use Facebook - ^{- tag them in photos} communicate etc

Get momentum going

- Do work EVERY day, more than you think is necessary.
- model what successful people are doing.
- chief instructor must teach
- be accountable / challenge someone else
- be ready & willing to change, to adopt good ideas
- repeat what works
- be consistent. Follow your plan

Divide your personal production for Feb by 4 → Did you reach your \$500/week?

- How will you do it this month w/ no testing?

How much was your testing revenue? Subtract that from your personal production to see how close you are.

How will you replace that revenue in March? (Camp, PNO, etc)

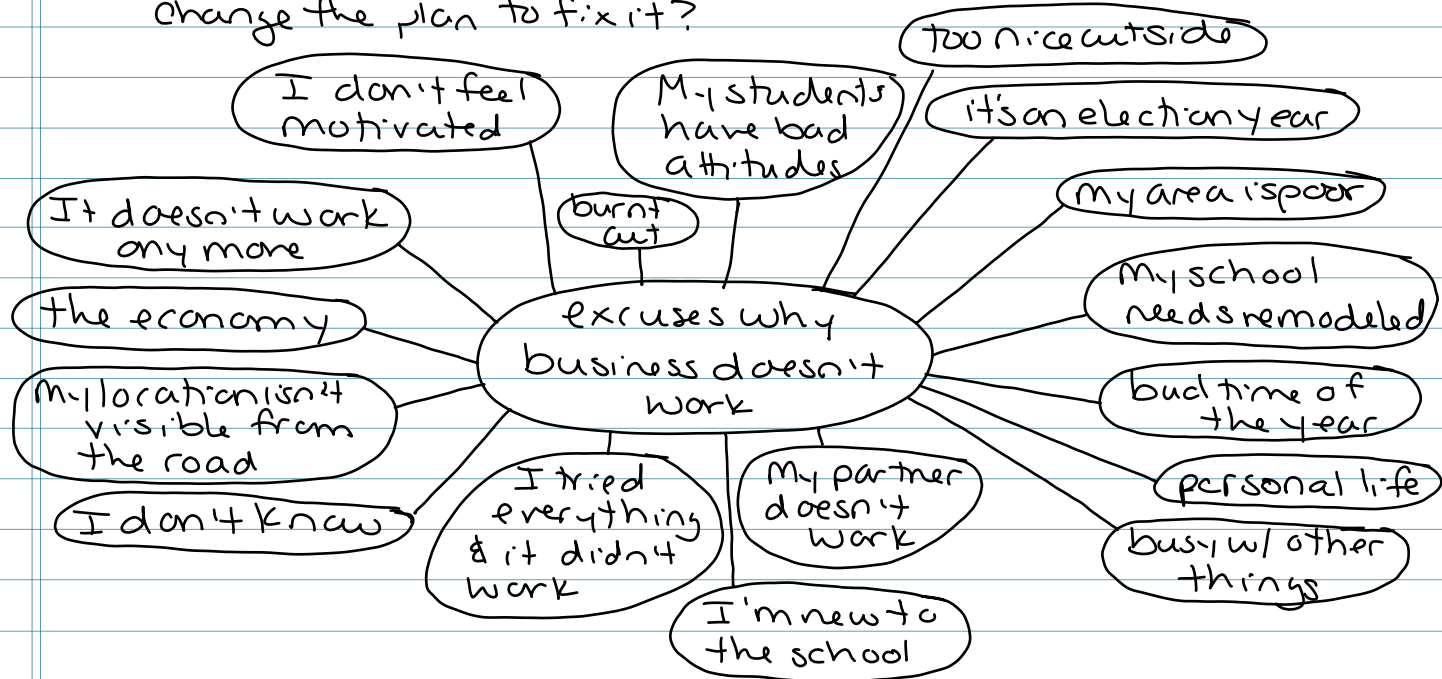
In groups, make a plan for \$500/week

- Do you believe their plan? (Did they succeed last month?)

• Details, names, dates, amounts

• Do they have a record of reaching goals?

• If they didn't reach their goal last month, did they change the plan to fix it?



Guest instructors coming this month - be ready

Need plans by Wednesday.