

Monday, April 1st, 2013

Schedule school talks before summer comes.

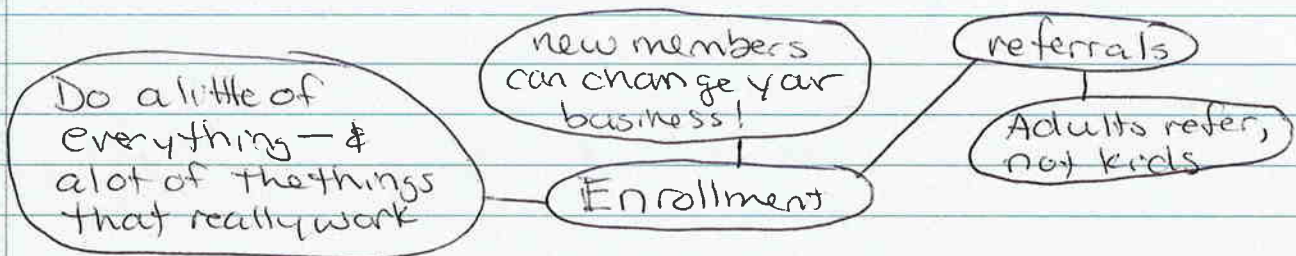
- Then invite them to a pizza party & board breaking on the next Saturday
- You must recruit

Are you using Hyper curriculum

- camps
- school talks

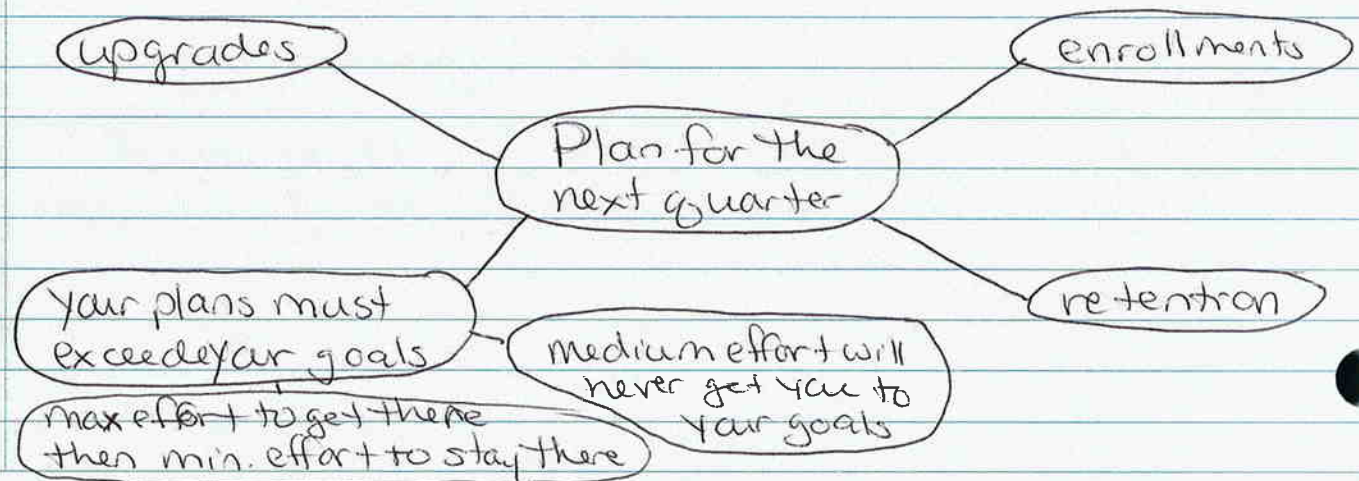
Allow Afterschool people to try it for 2 weeks free

- most As programs require 2 week notice. This way they can give notice of their current program & not lose any \$



Talk Now to every scheduled to expire over the summer

- use camps as enticement - give one camp free for early renewal
- make sure WxT people know that once they get in shape they need to KEEP in shape.



How close are you to accomplishing your model?

- complete the easiest part of the model then move on
- Keep your focus - know specifically what your goals are & how close you are to them
- Have a detailed plan to which you refer daily

Review intro w/ Cossa

Review enrollment w/ Mrs. Alfaro

Enrollment - Groupon conversion (w/ Mrs. Alfaro)

- Show class card
- give \$100 off
- add the 10 classes onto class package or use \$50 parents to

Groupon as DP

- instead of ~~\$20%~~ disc for PIF, try adding one free month (no disc)
- If they put \$ down, give resistance band for free.

Otherwise, sell it to them.

- Groupons are hit or miss. Sometimes they sign; sometimes they don't. Just treat them like a student, and if they leave, they will speak well of you.

Retention

- make them feel like a part of the team
- schedule outside events - not necessarily directly linked to the school.
- keep active on Facebook
- Kill them w/ kindness, especially the difficult people

Wear the correct uniform when you're teaching

Be careful w/ allowing unlimited classes when you have a small floor
Also, kids could get burnt out. Schedule everyone's classes.



record pause stop



jump



bookmark



0% jump to position 100%



playback speed



volume