

Wed April 11, 2012

Referral program: what's your goal?
Chart on wall for referrals.

The model - (1) After school program which will bring millions)
(2) Save enough money to open (few) 5 schools and 1 responsible

The growth should take you somewhere in 5 years. So where will you be in 5 years? What's your growth rate per quarter, per year, in 5 years.

Build your business, build your investments so you can have flexibility later.

- 1 Year enrollment + 10% with Kid Mutual
arts. An ATA average person tests 3.6 times.

Training your staff to get some freedom:

- 1st thing they need to learn: To recruit!
 - (2) phone script
 - (3) TKD goals
- sign holding
flyers
business topics
show / feed
Boys pants
Demos -

What are your TKD goals?

Accountability requires action
commitment, some kind of partnership
to reap ~~yourself~~

BB testing; we need 500 people
at BB test!
Train your people how to behave
at tournaments!

Black belt testing → pizza picture

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