

Monday, April 15, 2013

How much cash have you done as of now for the month?

(Personal Production)

You should be halfway to your goal. What percentage are you?

- Reach your goal - cash out, upgrade, sell summer camps
- If you're already ahead of your goal, raise your goal.

- B Day Party - don't try to sign them that day. Give them a 30 day pass for classes.

- Correct technique - It is your job to make sure they performs correctly.

- It is ok to break from the planner A LITTLE in order to correct technique

Can you do the intro perfectly, all words right?

- Practice role playing each section in groups.

- Don't talk about how to do it. Just do it.

- There is no "this is how I do it." There is only the right way and a lot of wrong ways.

- The enrollment procedure is on Warrior Broadcast Network.com

- People should enroll no matter what, even if they 3 Day cancel. They came in because they want to train.

- Greeting - most important to show the cultural change when you walk in the school (bow at the door)

- Front Counter - most important

- Pro shop - tell them you purchase all equipment w/ us

- Intro chief instructor - build up the inst.

- Personal Analysis - find out exactly what they want

- Intro - build the emotion (keep them moving)

Also build the parents in the child's eyes

MA enhances performance in other sports

- office - present & ASK them to enroll

Play Hyper DVDs. Handaworld packet - everyone should feel like a part of it, even if they don't go



record pause stop



jump



bookmark



0% jump to position 100%



playback speed



volume

Worlds

- New-district championship. If student wins their division, they auto get included in top 10 comp. Some people can't travel all over → this way everyone has a chance for world competition

Push-camps, Kali & KM seminar

After seminar, push-camps & worlds

Saturday 20th

- inst wear hyper shirt or KA

- bring at least 5 junior inst to learn how to run camps



record pause stop



jump



bookmark



0% jump to position 100%



playback speed



volume