

4/25/12 - Wed

5 important things to make testing special?

1. Change the venue (place looks different)
2. Have everyone dress nice - parents dress nice
3. Instructor wears dress blues or Master's uniforms
4. All big awards represented / sp. material
5. Demo showing sp. training - highlight summer camp & sp. training
6. Upbeat music playing & signage - highlight KM & 4 fit so people see

Show difference between leadership & regular program!

Go back and ~~check~~ check if anyone drops from C to B or B to A, special activities for retention.

certify KM Kickb - Refer student
participate in the activities loose weight
senior track their goals on 4fit website

How to ask for cash:

single pay 20%

3 - payments 10%

5 ~~payments~~ compress down in 12 mths.

Which seminar do you have coming up?
What marketing have we done for Summer
Camp? or Fall seminar?
Use Summer Camps for cashout! Offer
some free camp week -
Push Summer camps!

Black Belt testing - Black belts should
know their form perfectly!
Students need to register on president's
Council on films - - AHA on line!

To develop perfect basis: ① hit targets
② video tape yourself for improvement
③ pick out segments and fix it!
Do your martial arts techniques with
efforts.

Money goes for KM & Kickboxing -
Kids Summer camp in school paper.

Ask for cash!