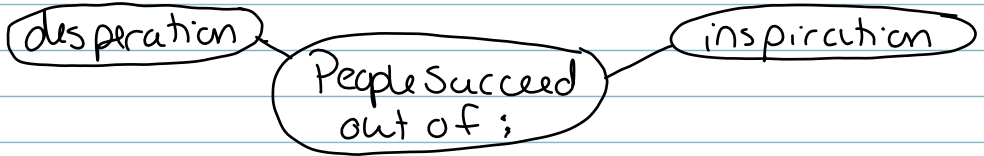


Hand out billing graphs



Which way are you working?

How to make yourself desperate:

Increase your expenses — so you have to go to work.

How to make yourself inspired:

Focus on what you want. — more than just wishes & dreams

You need to be one or the other — or else you're going Nowhere.

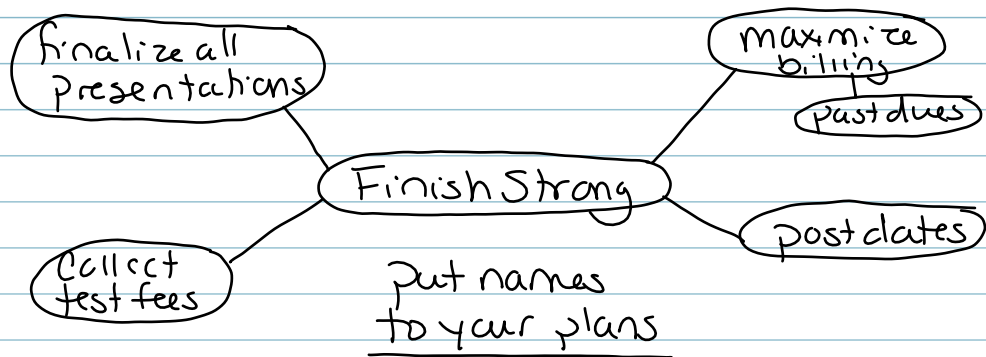
- How much will you have when you retire?
- If you work hard now, you can retire w/ money.

Make sure the right person is asking the questions.

- Chief Instructor has the most influence — they should do the big presentations.
- Once they've said no once, it's easy to do it again.

Start saving now — the earlier you save, the more you'll have when you retire — more years to acquire interest

-30% off any new family membership



Have a specific amt as a goal

Graduation must be a big deal — show a difference in programs

Grandmaster petitions — have your students get signatures & hand out "class with me" cards.

Kung Fu Panda — end of May

It's your job just to present. Don't get bothered by "No." Just ask everyone. It's not personal

Collar Testing - May
Be Ready

If you're testing at Worlds, be ready to show CMC your form on Monday.