

Wednesday May 1st 2013

"The spirits of Taekwondo": Traditions & formal exercises, One centerpiece of all ATA schools: the forms!
Key element to start strong!

1. Have a plan (to work 1/2 as hard & make more)
Use the red book.

If your class is at capacity → bump the price.
Different list for plan:

1. Active Students list
2. Upgrade list
3. Compression (between programs)
4. Level, activities list (3 ways: what the company does / what your students do / what you do)
5. "People who need merchandise" list
6. Event list
7. Fast due list / Compression / Cashout list
8. Renewal list!
9. Inactive list
10. Prospect list
11. Prepaid testing list

Follow red book & fill plan!

Ask for money & you shall receive.
Make sure you do something ^{more} for people that has perceived value.
Relationship between "ask & receive".

All Sp app: \$50 / Everyone over 18 \$85-