

Monday, May 14, 2012

Write a plan of action for L2s

- track if you're following the plan
- track if your activities are working, and which are working
- How many leads and sales were produced?

specials don't count as sales

- on the phone, follow the script → Bring a form of pmt.

- People stay in Tex for on average of 6 yrs - you must have enough new students to replace the people who drop

Where are you on your personal production goal? (\$5000/week)

Write down your plan of action for cash for this week.

- monitor and adjust the results.

