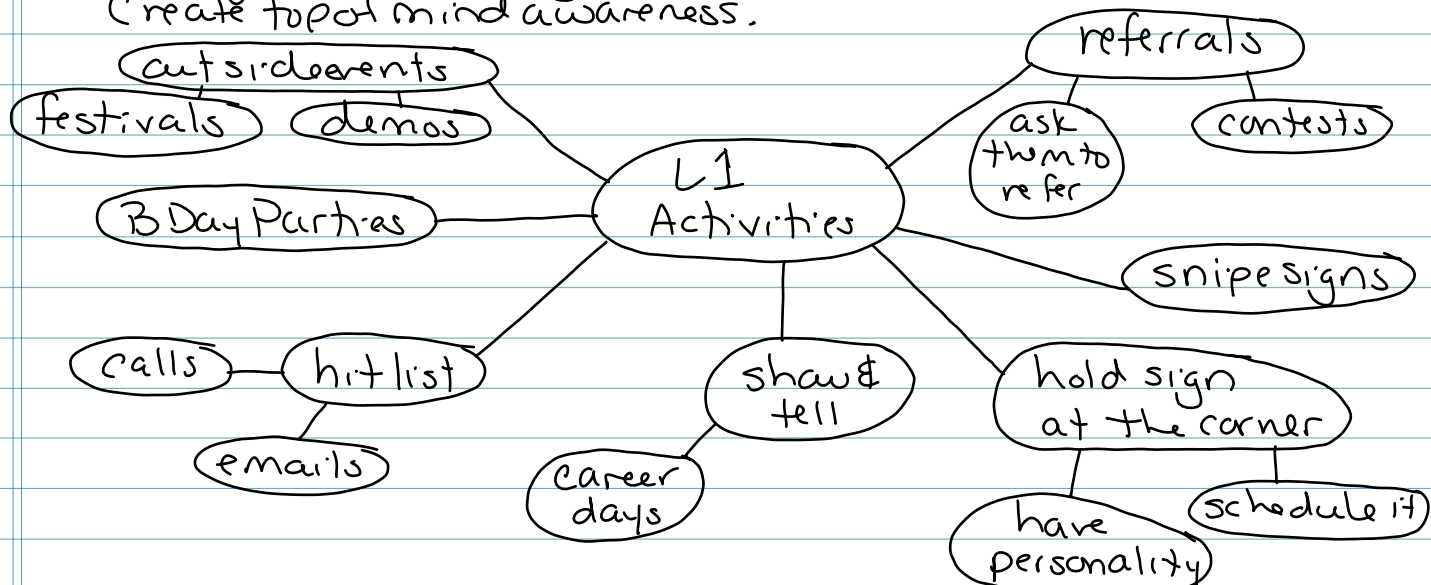


Wednesday, May 16, 2012

Top 5 things you're spending time on for L1 activities
Create top of mind awareness.



Time = Money

Spend your time to get money, and spend your time wisely.

Money is not important, but the lack of it is.

Do Level 1 activities, and do them well. Have the proper materials and the RIGHT attitude.

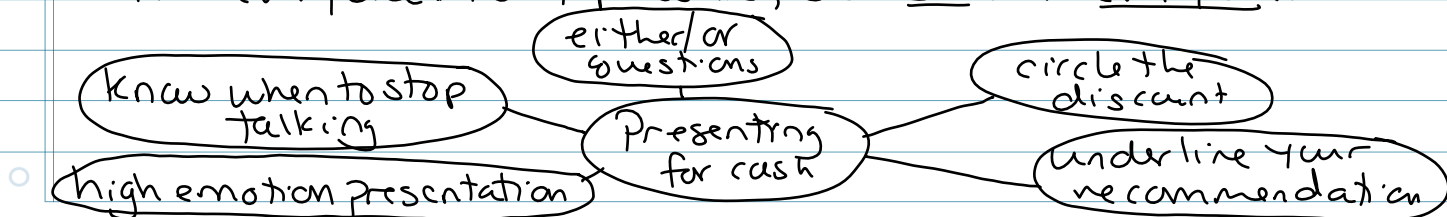
BBT — the 7 basic techniques must be strong

- flexible in their form (flexibility is youth)
- hand combos w/ power
- use the 7 basics well in sparring

Black Belts should have to master one weapon

\$5000 personal production weekly goal

- Ask everyone. Don't pressure, but DO ask everyone.





The instructor should do the fit test & establish a number — then let the students try to beat you.

(social)

Use online marketing tools — facebook, 4square, email
text confirm all appts

use all methods of communication — phone, em, text

Master Von Schmelling

- Motion Creates emotion — Don't wait until you feel like doing something. Start working, & motivation will come.

Talk action to fix your circumstances.

Do what you need to do to reach goals, not what you feel like.

You're only a good instructor if you have a lot of students, and they stay, pay, test, and refer.

You must motivate yourself!

How do you get lots of students (& keep them)?

Care about the students — & show them.

Quantity will give you quality — have lots of students & you will have many good/great students