

Wednesday, May 18, 2011

Handout Leads

Testimonials -

- keeps you motivated
- helps students to recall themselves
- turn in to office so they can be put in your and the student's file
- keep them in a book at the counter - builds confidence w/ other parents (include pictures)

Pictures from Korea

Presentations - what businesses did you visit yesterday (for personal stuff)?

- gas, food, dry cleaners, coffee, grocery, etc

Use this opportunity to do VIP (carry your business cards)

Always talk with people if at all possible - pay for your gas inside, do your banking in person, etc

Will be added to basic rumbas - "the threes"
CMC will review

Make sure you keep on the correct week on the planner

- students transfer - make easier transition
- curriculum will be online (by week)

4 Areas of Teaching (Quadrants)

<u>Attributes</u> <ul style="list-style-type: none">- power- speed	<u>Relationship Building</u> <ul style="list-style-type: none">- use name- smile- eye contact
<u>Instructor Points</u> <ul style="list-style-type: none">- experience	<u>Class Structure</u> <ul style="list-style-type: none">- dots on floor- turn to right

New Student Strategy - for this month

How many new students do you have?

School groups - discuss strategy

Need 20 new students per month

- events

- Networking - who do you know who is involved w/ groups? → ethnic communities, baseball leagues, schools (shaw & tells), boy scouts

- buddy days