

Monday, May 20, 2013

Master Van Schmelling
coming on Wednesday

Hand out leads

What is your daily goal for the last 10 days?

Make a plan for exactly HOW you are going to make that each day.
Each school may have a different strategy

- private classes - anyone who has missed classes, competitors, people who want more in-depth training, people who need extra help, new students trying to catch up, everyone testing for Black Belt

(personal training is very popular right now)

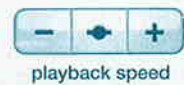
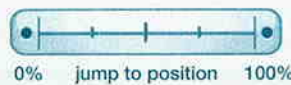
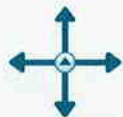
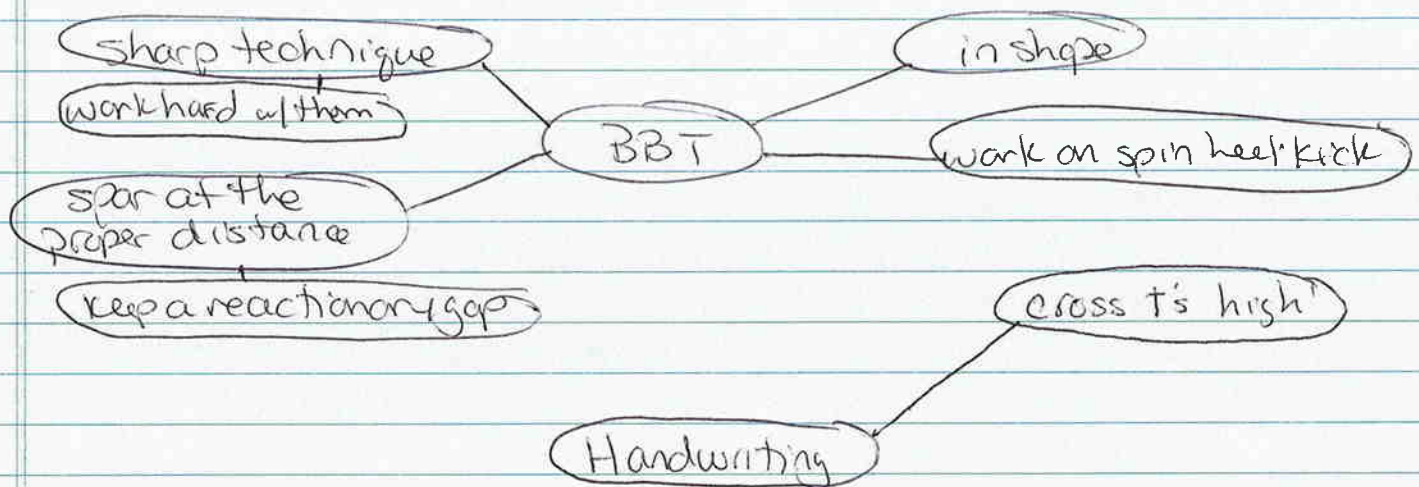
- catch up early in the month. If you feel too much pressure, so will your students.

Saturday is one of the biggest cash days.

- Both parents can be there
- people get paid Friday
- Events are held on Saturdays

Renew all summer-exp mem before summer

The #2 person should have the numbers - always



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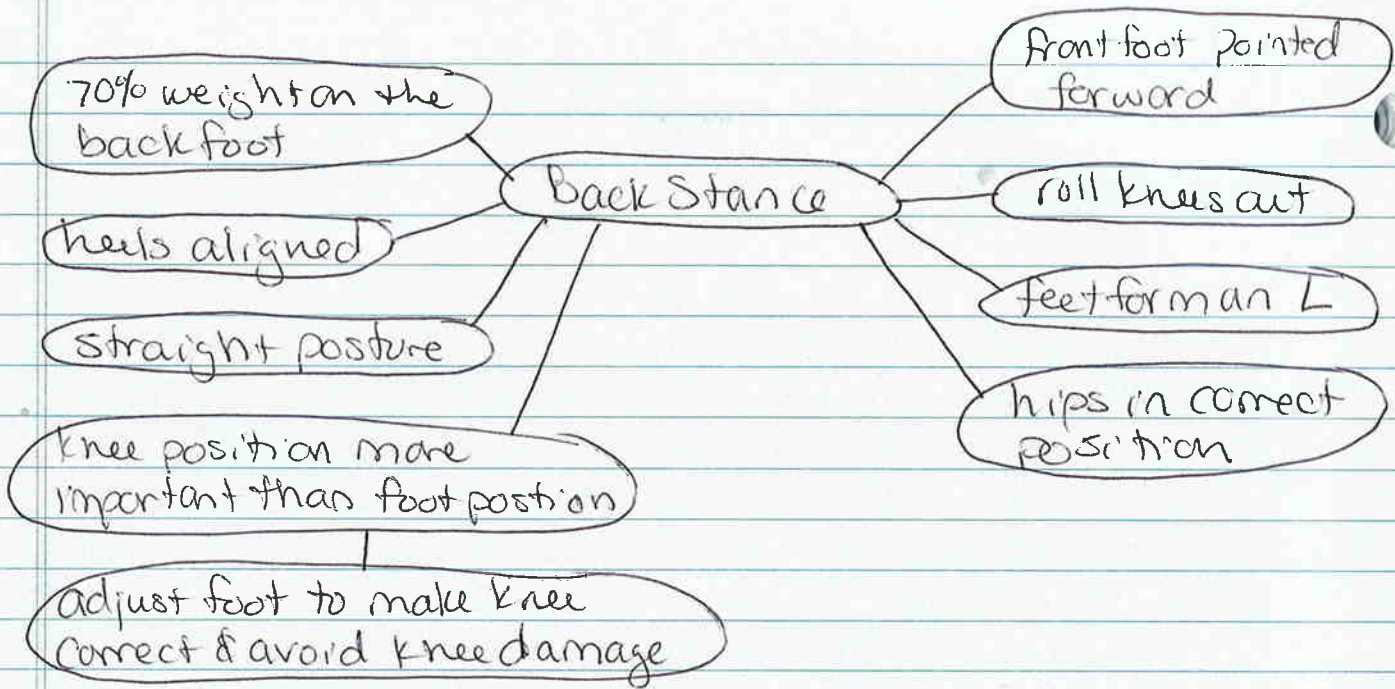
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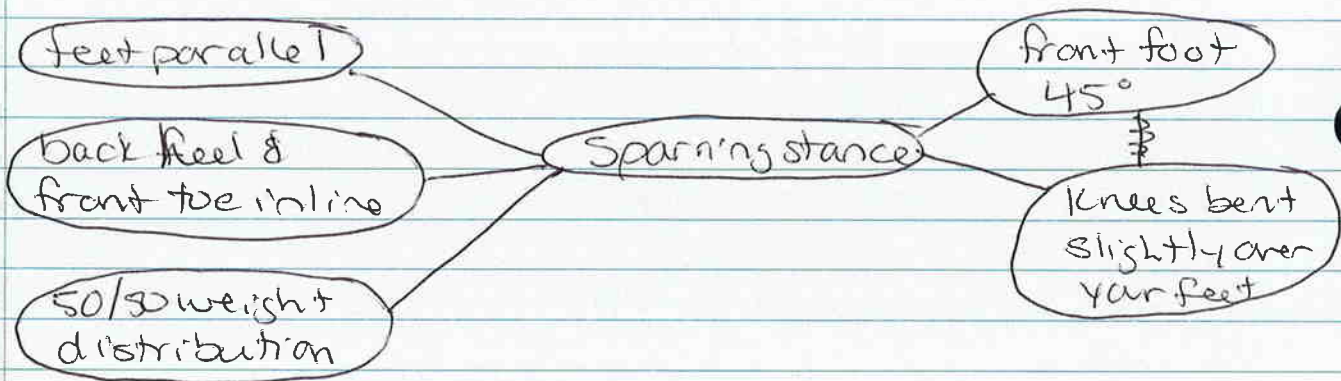
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- Give students specific feedback

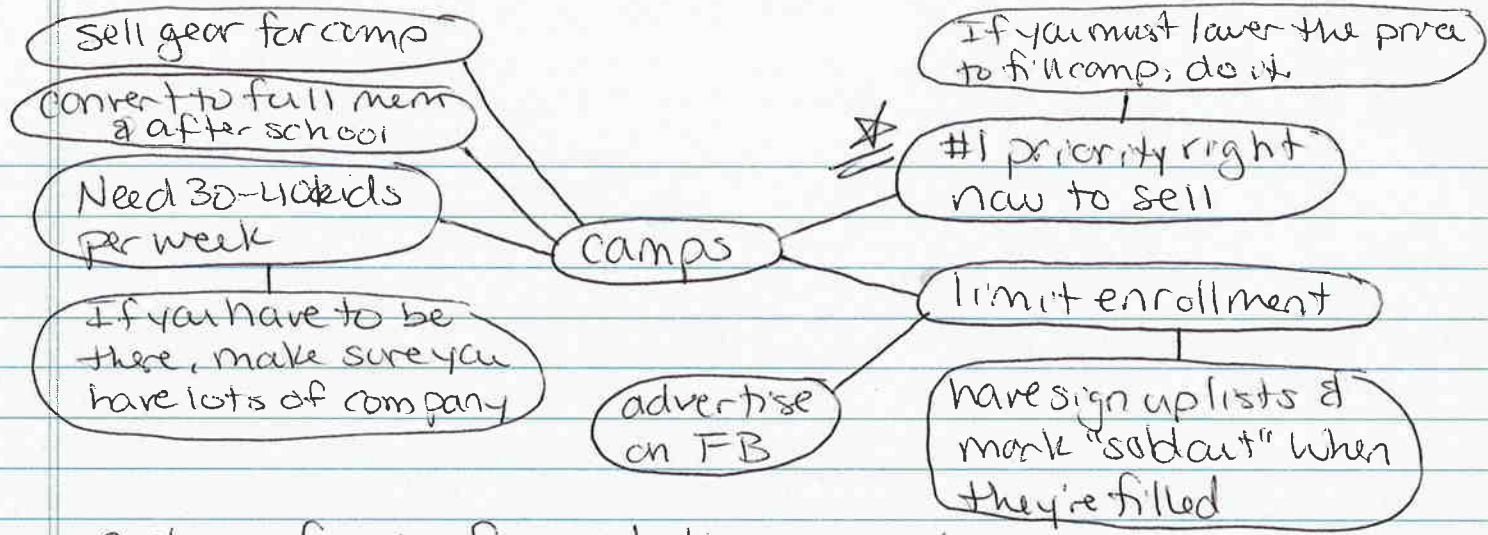


- You should have your goals met by this time in the month. Everything else is extra.

- L1 activities

- end of school year party - high light summer camp
- WXF kickboxing
- show & tells, extended day program
- hold sign at road
- Buddy day - free, pizza, class, games, bounce house
- Group BDay parties - all May BDays at one party
- Preview all events
- No excuses!





- Getting referrals from adults is much easier than from kids

- The business is consistent across the city - if one school is enrolling, all schools should be able to enroll.

A little competition is okay ☺

- always have a goal - you need something to work toward