

Monday, May 21, 2012

Maximize the last few days — you're in profit, so the money you collect significantly increases your personal income.

- follow up with people who said they want to think about it — upgrades, rush cuts, family add, merch, etc.
- collect prepaid tests during non-test months also. This helps retention, just like rashing out does
- sell all equipment packages (also good for retention)
- (Hygiene — clean all equipment after every class)
- collect past dues — once they go to collection, you don't get any money collected
- don't rush anyone out who has paid 10+ pmts. Upgrade them to a 36 month mem.
- push summer camp — will set you up for next month.

Review plan w/ your team

- whose plan do you believe?
- After you have the plan in place, follow through. Ask for the money.

How many weeks of summer camp have you sold? How many do you have remaining to sell?

Offer — If students bring a friend who buys camp, they get theirs free.

New warm-up is not optional. Wear to tournaments, Wed meetings, events.

Tournament behavior penalties — 1st offense suspended 1 year, 2nd offense suspended the school & staff for 1 year.

★ No meeting Wednesday. Closed for Memorial Day.

- Teach your students to spar in reverence w/ their partner. (BBT!)
- Are you treating your students well enough? Do you receive
- Unsolicited testimonials?

strategy
distance
timing
distraction
movement