

May 22, 2013

What is your daily goal from now to end of month? You need to be racing. What did you do (extra), what did it take to make it happen?

1. Calls → Business over phone.
2. Everyone who didn't want to enroll in a program should be called and invited for a week of summer camp. (they might want to pay for 1 week to try it).
3. Charge for private lessons, for events (prosper, summer, high school reunions, weddings etc...).
4. Camps!! Sell camps!

- ① Every single way you use modern technology in your business;
- ② What else could you do -

Set up groups -  
Ask people to like, share and comment.

Leadership students pictures up.  
Good job notes! (cards) (facebook) (text!)  
A great good job note has to be positive, specific, encouraging!

Call back ILK, restaurants right away!  
Don't let it sit!

- Groupon Martial art: 10 classes / uniforms  
we need voucher! It says the school name!

Black Belt testing / tournament  
Get them registered now! No need to



record pause stop



jump



bookmark



0% jump to position 100%



playback speed



volume



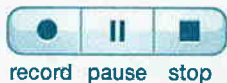
know how many people will compete  
to organize it now!!

Black Belts: fit / sharp / Can spar and  
know distance!

## SVS

Best way for your customers to spend  
money is to create events! Happy  
people want to spend money. Take advantage  
of buying cycles (Holidays).  
Great instructors should teach all the time,  
all the classes. Give each student what  
they like.

Instructor recommendation for upgrade!  
All business is done from the floor by the  
chief instructor.



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