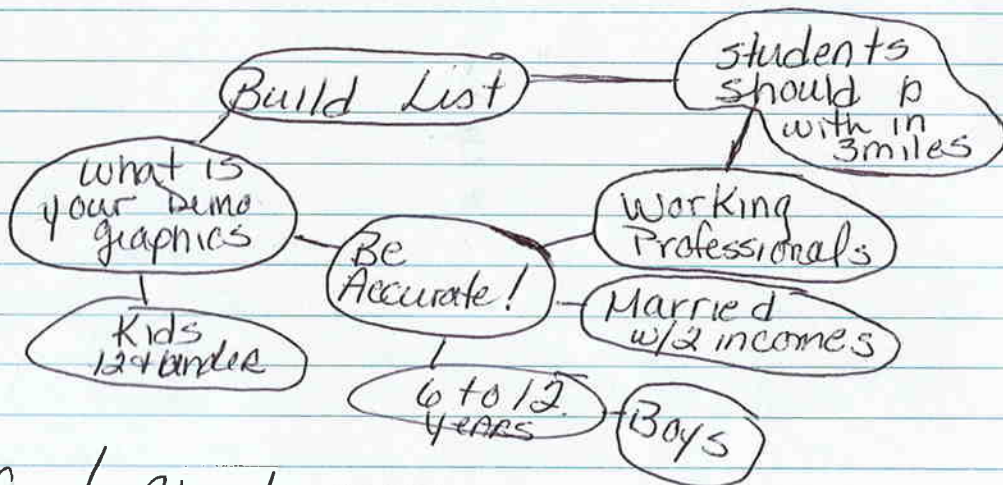


Wednesday, May 29th, 2013

Going over Groupon offer - 84 sold as of this morning. Offer still up!



* Be Specific! About your TARGET!

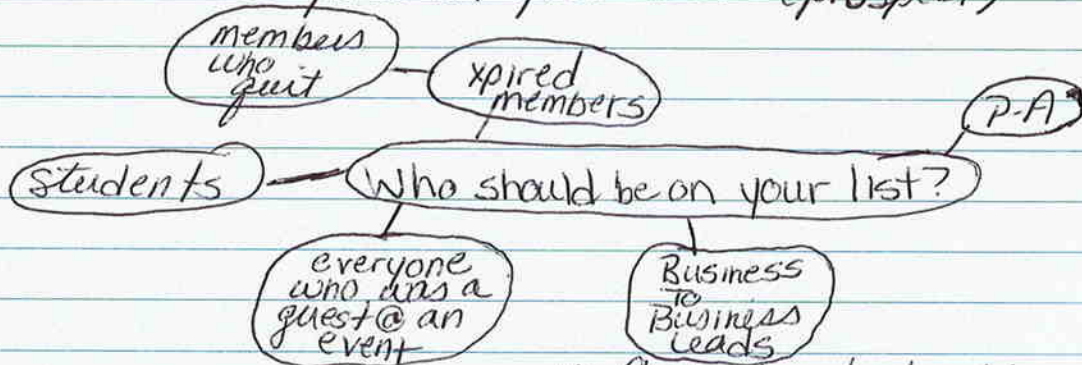
- Describe your best customer
- Be specific & target them

**** KNOW YOUR IDEAL STUDENT ****

Do I have the right list to build my list?

Build your next instructors w/ the students who care.

- Contact everyone on your list (prospect)



* Contact w/ valuable info

- Contact w/ valuable info
 - Health tip
 - Nutrition tip
 - Exercise tip

} list 10

Entertain
Value
Keep them involved } How to Communicate
w/your list

Teaching

Footwork Drills

5 interjections

Keep legs bent
body relaxed
Keep moving

weight on ball of the ft. when kick
weight distribut. even
Broken rhythm
~~Broken~~

Distance

Follow after touch
Pace
Fake

* Know what \$ you need to make your goal this month

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