

Wed 5/8/13

You need to know why each person does
not train or wants to cancel.

They need to find out that even if it is
expensive it is not "too expensive" with
the benefits they get, some private help,
etc.

What can I do that is unexpected to
make the experience better? Instructor
needs to go out of their way to make
total experience great for parent!

Camps - push camps! IT drives your
Karate program -

Instructor Recommendation for program -

When getting deposit: would you like
your payments on the same card?
ask for pay off at the total end - (double
(By the way there is a way (pop)
you can save)
talk about the savings!

Recruiting: talk to new people every
day!

Make sure your instructors know the
teaching skills (attributes / instructor points,
class structure / rapport building).

No Meeting Monday



record pause stop



jump



bookmark



0% jump to position 100%



playback speed



volume