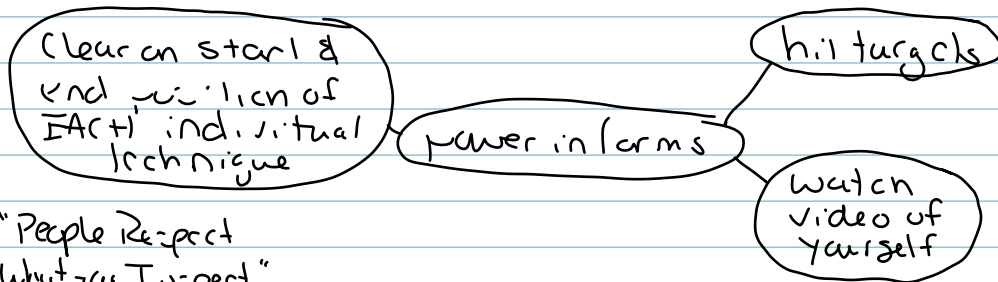
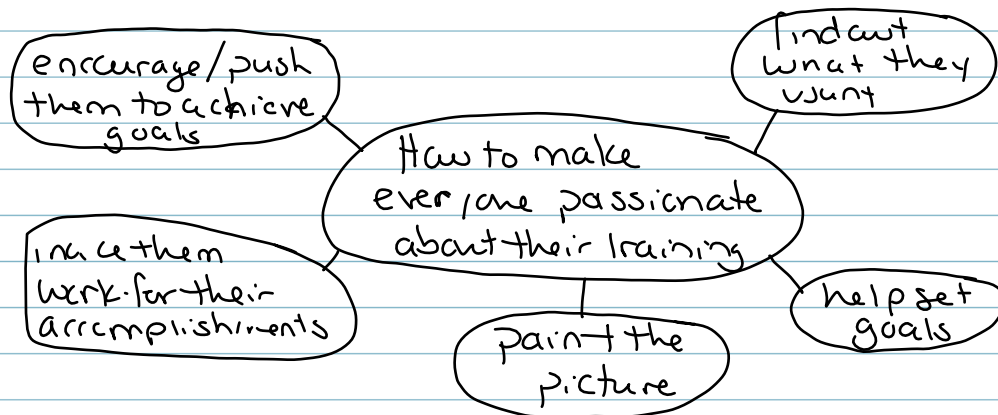


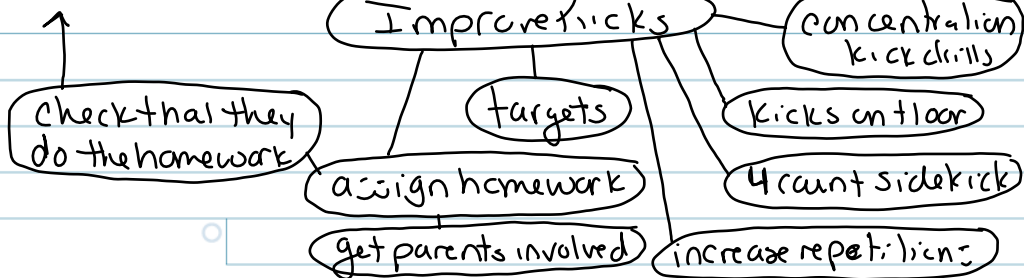
Monday, June 6, 2011

BET 6/4/11

- good spectators - dress well, cheered, made posters
- generally excellent technique
- students introduced themselves well
- the best letters are also competitors



"People Respect what you I, respect"



How to make more appts?

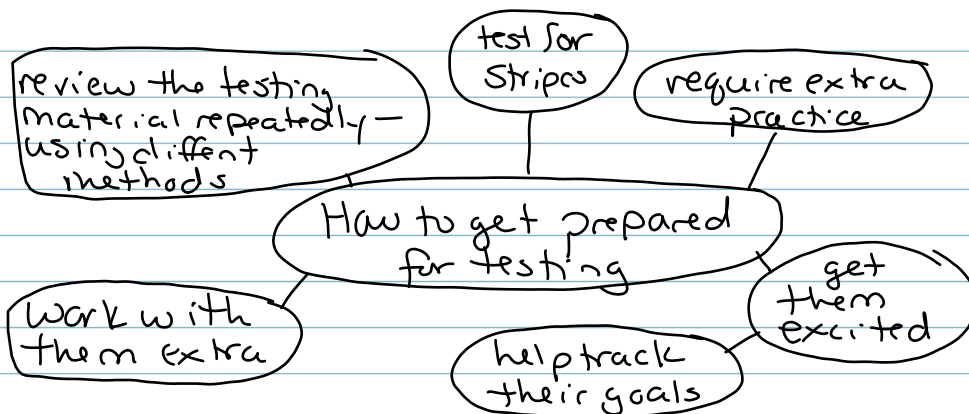
- go to theater more
(make good relations w/ the manager)
- text people who did not make appt.
- get them to bring a friend
- confirm appts
- build rapport

Make sure they sign up-

- sense of urgency
 - build rapport
 - give them what they say they want - disc, confidence
- referrals = better enrollment percentage

What is your sign up percentage?

Any calls or sign up from newspaper ad?



- What are your goals ^{for this month} ~~to get more students?~~
- how many new students & how will you get them?
 - prepared grad
 - cash cuts
 - upgrades
 - total # testers
 - summer camps
 - bday parties

If you have 3 wks of camps at 40 people per camp, that's ~~120~~ spots to sell (at an average of \$150 per ^{spot} camp)

If you have 10 wks of camps that's 400 spots (at \$150 / spot)