

Wednesday, June 8, 2011

Hand in your leads/VIP info to Mr. Kosky - so he can enter them into the texting database.

Living Social

- How many have you enrolled?
- total online sales = 118
- enroll them w/ no DP (only the coupon they purchased online) & monthly pmts starting the next month.

6 week tournaments (insclicol)

- competition helps improve technique & confidence
- improve participation

Schedule

- what time do you start/end?
- what is your biggest day? Total students? Why?
- Are they staying for multiple classes in one day?

World Championships - 6/25 opening ceremonies

- available on pay per view
- text voting for demo teams

Hiring new people — what to teach them 1st:
1st job is recruiting

Office Help

- 1) phone script (& make appt)
- 2) intro & enrollment

Teaching Asst

- 1) follow planner ^{independently} (ask for referrals) ↗

Summer Camps — fill them

- great for income — sell necessary gear, grad fees, camp fees, upgrades
- make them commit to camps — prepay to reserve spot
- sell camps to outside people, get referrals

School checklists — hand them out

- all gear (used) will be picked up when the office does inspections
- trash should be emptied daily
- front counter & office should be set up as specified
- business cards — use them to write uppts on the back

Make a two week ~~plan~~ plan to hit your goals before worlds. (so you can relax while you're gone)

- state the plan for the group.