

Monday, July 11, 2011

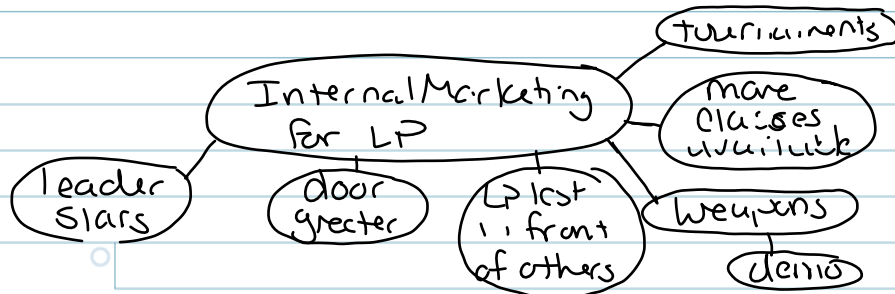
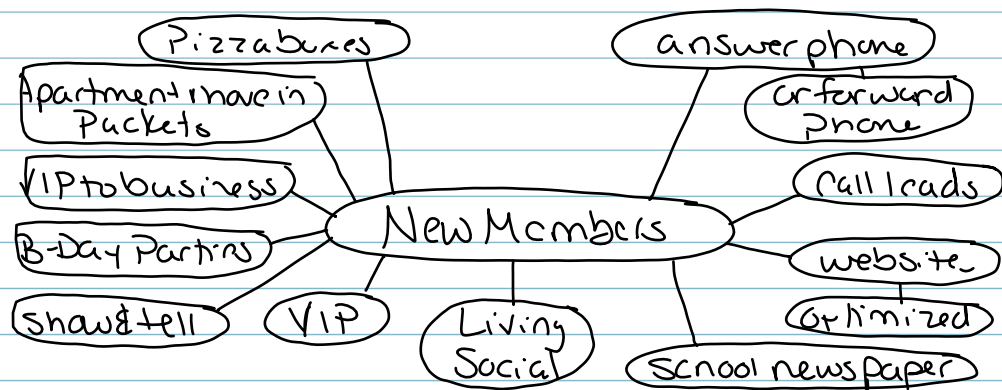
NSV (New Student Value) =

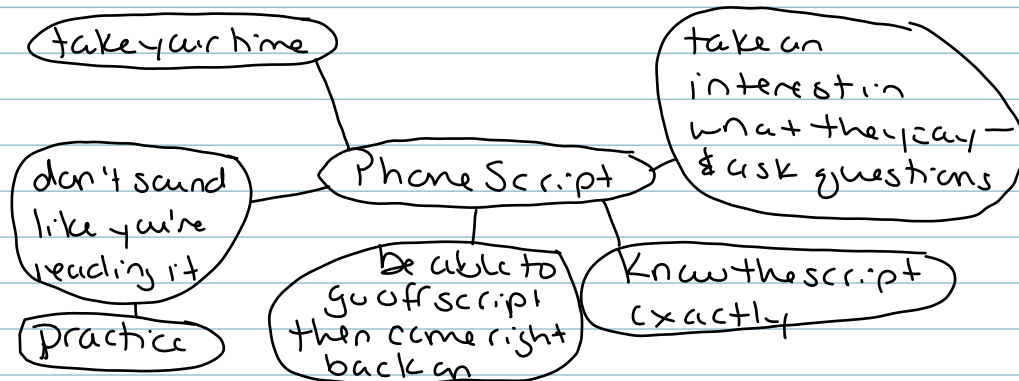
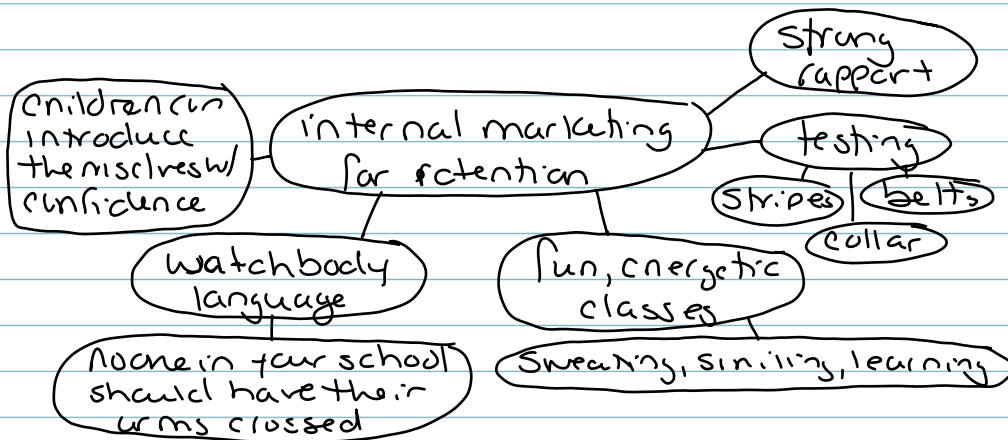
Gross ÷ new students

Calculate your ave. new student value for the yr.

You want new students & gross both to increase

- If NSV gets ver, small, you're enrolling students but not making money
- If NSV gets ver, big, you're not enrolling enough & raching out too much — billing will eventually be depleted.





Practice - 2 min study
 Script - 2 min read w/ partner
 - 2 min w/ prompting only
 Next Monday - be read 1 to role play phone script

Instructor Points

- Set point
- zero down time
- life skills
- pace & peak
- corrective feedback
- Praise, correct, praise
- verbalize expectations
- awards & announcements
- tell them what you want
- use the planner beginning of activity
- "Commercials" demo
- all inst. must know announcements

Always teach ONLY the approved curriculum. ONLY teach w/in the rules — ie ATA sparring rules.

Investing

- Real estate is low — investors are buying
- real estate will never drop to zero. The stock market sometimes does. — companies go out of business
- inflation is 4%. If your savings acct is $2\frac{1}{2}\%$, you're losing money. Best to pay off your debt ~~instead~~ 1st.
- Keep emergency money
- only buy stock in companies you know something about.
- Keep your savings in nonaccessible accts — ie long term CDs That way you won't spend it.

No Meeting Wednesday