

Monday, August 1, 2011

Goals

- Things to do
 - Places to go
 - things to own
- } make a list. Don't think—
just write. Everything,
small and big.

Role Play - phone script

- word by word, in order
- Keep control of the conversation. They answer your questions, and ask their own minimally.
- Keep up w/ the conv. - write down what they tell you & don't ask questions
- fill out a new script for each call
- establish rapport
- text alert if you get a cell phone & ext the links (72727, KarateAmerica) - forward the text w/ the YouTube link
- know it so well, they can ask questions & get mess, or up - you can get right back to the script.

Practice again Wednesday

72727 text #

KarateAmerica } all lowercase
FLY.rav } no spaces
WxFrt }

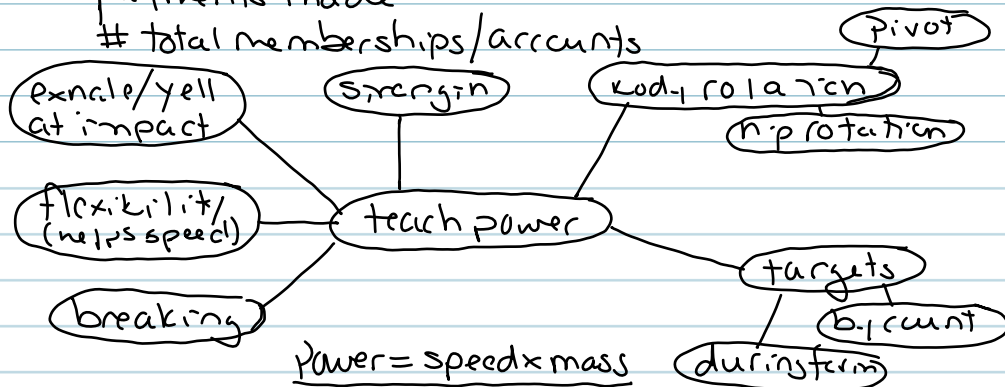
Tues & Thurs & Fri open by 11:00

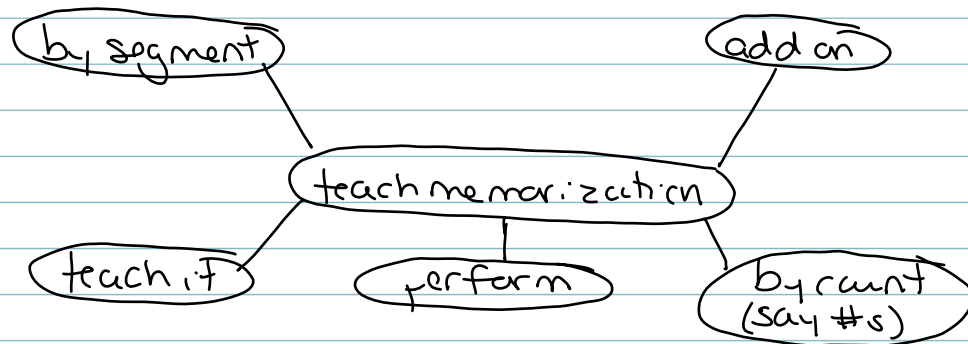
When not teaching, what do you do?

- plan for the day - mem & \$
- VIP recruiting
- all calls - ^{text, email, (text)} qpts conf, leads, class calls, good calls ^{miss you calls}
- clean the school - vacuum, mop, dust, mirrors,
- tracking - student list, ^{windows, bathrooms, make neat} days,
- mail cuts - good cards, rsvp letter, grad letter
- review planners & prepare for classes
- lights on, AC on
- update facebook for the school
- personal training - 30 min
- grad results
- check all merch received

Review monthly report

- improved since last month?
- OSB beginning vs OSB ending
- total contracts entered
- contracts returned
- payments made
- # total memberships/accounts





Fast Start

"we teach attributes, using Martrials as the teaching method."

Hand out IM testing posters

Make sure you assign classes & assign stars.
Improves retention.