

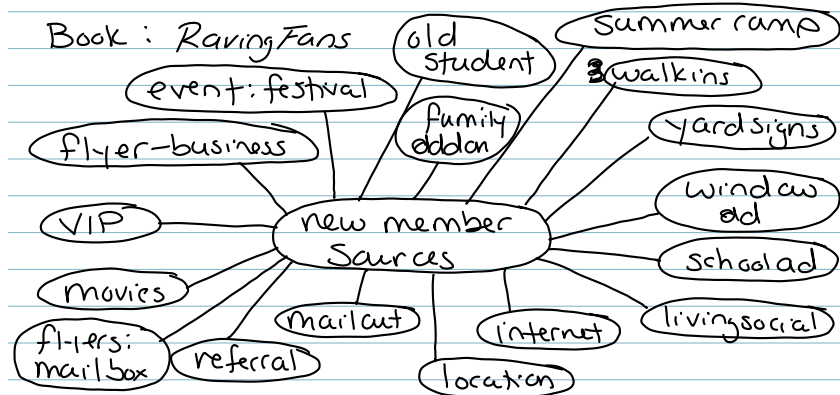
Monday, August 29, 2011

Hand out leads



Collar Testing Sept. 24 - make sure you support it. Make everyone feel like they are a part of it - they practice too

What percentage of your students participated in the tournament?



What is your conversion rate?
(intro vs enrollment)

Keep positive people in your life.

Schedule all students' classes & assign them a star. Use tracking cards to track. Students will feel that missing a class is a big deal

4 WXF classes per week

noon class :

fill with shift workers
housewives

people who work close by
on their lunch break

main purpose is to make people feel like
they have another class available — even
if they never attend. They still perceive
the value

Assign star on floor — help control who is
partners w/ who, control conflict, partner
people who work well together.

I ♡ Kickboxing Group on ad cut now

Master Mh will be at the Wednesday meeting
— form training

website : Leadership Now

