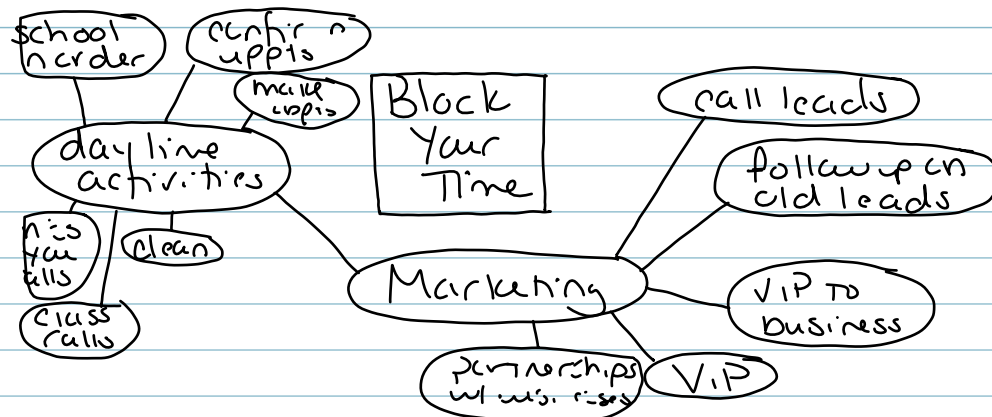


Monday, August 8, 2011

Goal 1 +

- keep it with you
- add one thing



School tour - 6 weeks in school tour

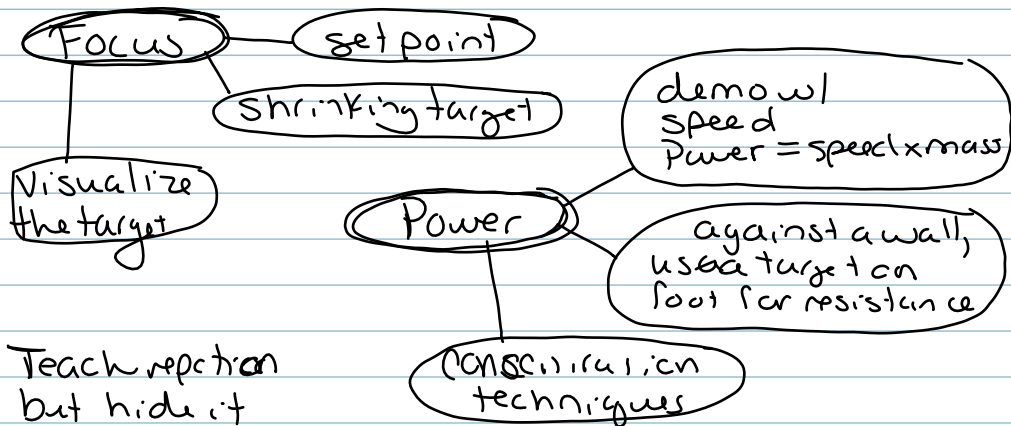
- great for retention - they have a reason to be excited to come
- increases skill level - offers motivation
- encourages upgrades

\$59 special

- make sure they understand \$59 is not the normal rate. It is only a special.
- why do people do only the \$59?
 - mind is already set
 - it was not explained correctly - none asked them to join

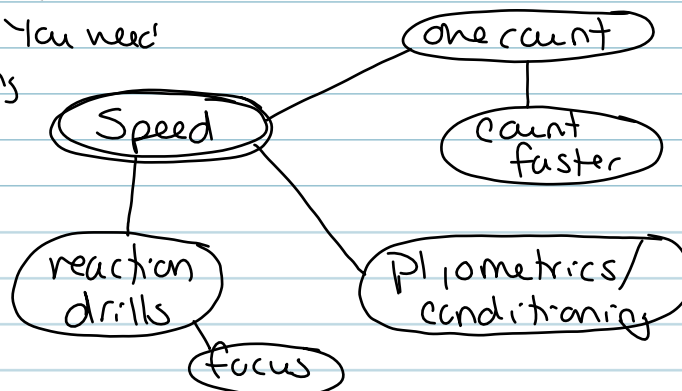
Convert from \$59 special

- If enroll within 2 weeks, they can use the \$59 as the DP (law pressure)
- Stick to what you said. - ~~charge full price after the 1st 2 weeks~~ (don't be a liar - they won't believe you for anything)
- Enroll in the 2nd 2 weeks & we will deduct the \$59 off the DP
- Enroll after 4 weeks, full DP



- Teach repetition but hide it

- You don't need a lot of techniques. You need a lot of teaching methods



Components of a class:

warmup, basics, kicks, life skills,
warrior combos, SD, spar, conditioning,
awards & announcements

A Days

warmup
life skills
awards & announcements
kicks
sparring

B Days

warmup
life skills
awards & announcements
basics
Self Defense

Dog tags instead of medals for tourn.

- they can wear them all the time - & show their friends
- constantly remember their accomplishments - improves confidence

Tournament August 27th

8:00 am judges meeting
9:00 tourn. start - tiny tigers (le and under)
10:30 all wh-yellow kids & adults
12:30 all rano - red/rec. black kids & adults
2:30 all black belts - then combat BME

Aug 26th at WC - chev contest

Wednesday
bring gear