

Monday, September 10, 2012

Stay in contact with all your leads and misses.

When they're ready to join, you'll be on the top of their mind!

Post ads for your school - helps enrollment & website clicks (which brings you up to the higher spots in google searches)

What is your goal for Sept? You should be $\frac{1}{3}$ to that goal w/out billing.

You need one camp per year to test for higher ranks (You can't make up one year's camp ~~later~~ in another year.)

Goal for 1st 10 days = subtract what you have so far = today's goal

What are you going to do to catch up today? Specifically.

You must at least cover your school's daily expenses.

The average school spends \$21,000 per month - divide by 30.

Discuss your specific plan for today w/ the people around you.

- If you find something on someone else's list that would help you, add it to your list.
- Follow thru on the plan
- Mirror successful people
- How to make a plan → write down who, what, when
- Do the things w/ the biggest pay rate 1st

BBT requirements

1st - SBME

2nd - DSSB

3rd - staff

