

Monday, September 12, 2011

Upgrades should be at about 80%

People need to find their hot button - competition,  
CIT, xMA, demo team

Will power - runs out easily

Use your limited will power to get into a  
routine, which is much easier to maintain.

Get your students into a routine (assigned classes)

Metabody Groupon is running now.

Law of Reciprocation: If you give someone  
something, they feel they owe you.

Give something for free - then ask ~~someone~~  
to enroll

Register yourself with I Love Kickboxing.com so  
you get the emails - and you'll know what's  
going on.

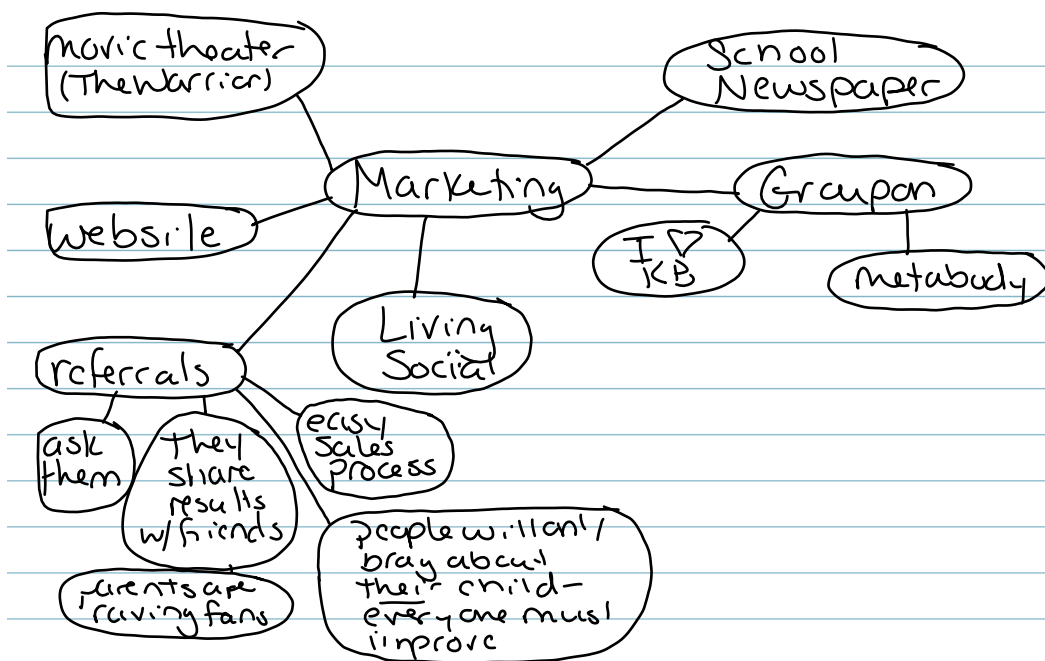
Collar testing 9/24 - Are they ready?

All schools should set a goal for 10 participants

- sign up sheet, personally invite

- develop leadership skills - will help in life

- This is our final product



Read the book *Raving Fans*

Monday

Kickboxing workout & training

Keep students on a schedule — at 1 rust + 2 primary days (w/ extras available if they want)

Collar test (see handout from Master Moore)

-kick and basics on targets

Invite 5 people to try LP for 30 days  
(let the program sell them)