

Coaching Tip #6 | How to Get a Raise

Dear Instructors,

It is the end of the session already! We do not know how that went so fast! As we finish the current 8-week session, we wanted to give you some tips on how to increase your class size. If you can get 3 or more kids to join your class then you will get a \$5 raise at that school for the next session of classes. If you move to another school and the class size goes up at the school you were at then you will still get the raise! Below are some tips. Please email us or call if you have any questions.

1) Make sure every child gets a restart flyer, a prize, and a high five on their way out! Restart flyers are absolutely essential as it is how parents will know the class is restarting. (Any questions on flier – please let us know)

2) Give each child extra flyers and let them promote the class. You can offer an incentive like a Popsicle party if they can grow the class. Just let us know what you are thinking of doing before you do it!

3) Make sure to tell your students what they will learn in the next session! Let them know new tricks and new lessons that they will get so they know it will be all new stuff. You can also get them excited to come back by mentioning something really exciting they will get to do! If you are not returning you can ask us what curriculum they will be using next session and we can help you figure out how to promote it.

4) Make sure each kids leaves the class feeling good about themselves. If they did not win a trophy let them know they did exactly what they need to do to get better which is practice. Try to tell each individual student something positive on his or her way out.

5) Call parents to let them know what their children will learn the next session and what they already learned in the previous session! We will pay you \$10 an hour to make phone calls and it will increase your class size! If you want tips on this please call. If you do not want to call your students' parents then please let us know and we can have someone else do it.

Thanks a ton for all your hard work and dedication!!

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