



HIGH SOCCER ACADEMY

Open House Meeting
Meet the teacher

MEETING

- **THE MOST IMPORTANT MEETING OF THE SCHOOL YEAR**
- **This day we have a BIG opportunity to reach out more customers**



MEETING

- **How it works ?**
- **It's a meeting that parents go meet the teacher and also meet the staff and visit the classroom.**
- **Most of the Business Partner companies will be offering their services at this day**



MEETING

Steps to reach out and **CAPTURE** the client

- 1- Get the school at least 30 min before
- 2- Introduce yourself in the Front Desk
- 3- Set up the table – **and send us the picture**
- 4- **GET ORGANIZED** and **PREPARED** to welcome the parents
- 5- Approaching and greet **MOST OF** parents and kids
- 6- Answer questions
- 7- Registration or Free Trial – Name, Phone and email

Priority will be always REGISTRATION



MEETING

Question they may ask:

Price – \$ 60 per Month – every 15th of the month

Where- At School

Registration FEE- \$30 but today is FREE

Uniforms- \$60 (charged separately)

Starting Date- From August 12th

Priority will be always REGISTRATION



MEETING

Ages- From 4 to 12 years old

How Often- 1 practice a week + FREE GAME ON SATURDAY

Contract- IF THEY ASK 3 months commitment

Pick time and Dismissal Time- Right after classes (usually 3pm to 4:15)

Practice Day- Depending of the school, check in your board

Game Day- Saturdays @10am - High Soccer Arena

Priority will be always REGISTRATION





MEETING

**Don't be seated
Waiting customers
Please !**

**Our energy transpire our company !
No energy bad company**



REGISTRATIONS

TIPS to CAPTURE A NEW CUSTOMER AND MAKE EXTRA MONEY

**FREE REGISTRATION FEE TODAY ONLY –
WITH CREDIT CARD INFORMATION ONLY**

LAST CASE SCENARIO- if they want to just a **FREE WEEK**

Just fill out the Spreadsheet



MORE TIPS

PLAY WITH KIDS

BRING ENERGY

Give them Sticker

Challenge them like how score more goals

BE POLITE





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\$ 40 Per Meeting (if you are working at Arena the amount will be discussed with Thiago)

+ Bonus per registration WITH CREDIT CARD INFORMATION !

\$3 From 1 to 5 Registrations

\$5 From 6 to 11 Registrations

\$10 From 12 and up Registrations





Thank you

