



PRE-RALLY HOMEWORK

**TO GET THE MOST OUT OF
ROADMAP RALLY, COME PREPARED
WITH THE NUMBERS OUTLINED IN
THE FOLLOWING PAGES.**



DAY 1 NUMBERS YOU NEED

2023 REVENUE	
2023 PROFIT	
% OF REVENUE IS TUITION	
# OF WEEKS OPEN	
AVERAGE REVENUE PER SERVICE HOUR (How much do you get paid on average per child per class?)	
FREQUENCY (What is the average # of classes students take per week?)	
AVERAGE RETENTION RATE OF 2023	



DAY 2 NUMBERS YOU NEED

# OF INQUIRIES IN 2023	
# OF TRIALS BOOKED IN 2023	
# OF TRIALS COMPLETED IN 2023	
# OF NEW ENROLLMENTS IN 2023	



DAY 3 NUMBERS YOU NEED

LIST OF TOP 3 REVENUE STREAMS (BESIDES GROUP CLASSES)	
REVENUE STREAM 1 REVENUE	
REVENUE STREAM 1 PROFIT	
REVENUE STREAM 2 REVENUE	
REVENUE STREAM 2 PROFIT	
REVENUE STREAM 3 REVENUE	
REVENUE STREAM 3 PROFIT	