



DAY FOUR

FAST
 TRACK
TO FULL CLASSES

**PROVEN
PROFIT
SYSTEMS**

THURSDAY, JANUARY 26TH



2023



ABOUT THE DSOA & MEET THE EXPERTS

ABOUT THE DSOA

The Dance Studio Owners Association (DSOA) is the largest community of dance studio owners in the world. The DSOA has helped over 35,000 dance studio owners grow their businesses, impact their local communities and improve the lives of over 800,000 children through their programs and services. DSOA has been honored with countless awards for its achievements including the American Business Awards Gold Stevie Award for Online Training and Silver Stevie Award for Business-to-Business Services.

The DSOA's Inner Circle membership is the highest level, expert-coaching program exclusively for dance studio owners. Likened to a business school for dance studio owners (but way more fun), the Inner Circle educates, coaches and supports studio owners in the areas of marketing, finance, systems & operations, leadership and team resources – all positioned to help studio owners run profitable businesses, permanently reverse the cycle of burnout, and impact more kids' lives through the gift of dance!

MEET THE EXPERTS

The Inner Circle is proud to unite the highest caliber of dance-studio-specific expert training, personalized support, and strategic coaching in the world. Our world-class coaching team — featuring Clint Salter, Shannon Westveer, Hillary Parnell, Cara Poppitt and Jodi Shilling — works closely with members to define strategic visions and crystal-clear roadmaps tailored to their studio goals and measurements of success.

Members also receive continuous training from world-renowned industry experts and thought leaders like Kim McSwain, Julie Kay Stallcup, David Westveer, Hana Ramat and Olivia Mode-Cater to stay ahead of the curve as they grow their studios and reclaim their lives.

This week's training series will be hosted by Studio Growth Coach Clint Salter. Clint has been with the Inner Circle coaching team for more than eight years. He is an award-winning entrepreneur and business development strategist on a mission to revolutionize the dance industry!





YOUR FASTTRACK TO FULL CLASSES SCHEDULE

JOIN US LIVE ON ZOOM

← Join us live on Zoom!

DAY ONE YOUR BEST YEAR ROADMAP (ALLOW 90 MINUTES)	US PACIFIC - MONDAY, 23 JANUARY AT 9:00AM US MOUNTAIN - MONDAY, 23 JANUARY AT 10:00AM US CENTRAL - MONDAY, 23 JANUARY AT 11:00AM US EASTERN - MONDAY, 23 JANUARY AT 12:00PM UK - MONDAY, 23 JANUARY AT 5:00PM SOUTH AFRICA - MONDAY, 23 JANUARY AT 7:00PM PERTH - TUESDAY, 24 JANUARY AT 1:00AM BRISBANE - TUESDAY, 24 JANUARY 2023 AT 3:00AM SYDNEY - TUESDAY, 24 JANUARY 2023 AT 4:00AM NEW ZEALAND - TUESDAY, 24 JANUARY 2023 AT 6:00AM
DAY TWO PERFECT ENROLLMENT PROCESS (ALLOW 90 MINUTES)	US PACIFIC - TUESDAY, 24 JANUARY AT 9:00AM US MOUNTAIN - TUESDAY, 24 JANUARY AT 10:00AM US CENTRAL - TUESDAY, 24 JANUARY AT 11:00AM US EASTERN - TUESDAY, 24 JANUARY AT 12:00PM UK - TUESDAY, 24 JANUARY AT 5:00PM SOUTH AFRICA - TUESDAY, 24 JANUARY AT 7:00PM PERTH - WEDNESDAY, 25 JANUARY AT 1:00AM BRISBANE - WEDNESDAY, 25 JANUARY 2023 AT 3:00AM SYDNEY - WEDNESDAY, 25 JANUARY 2023 AT 4:00AM NEW ZEALAND - WEDNESDAY, 25 JANUARY 2023 AT 6:00AM
DAY THREE THE WINNING CONTENT FORMULA (ALLOW 90 MINUTES)	US PACIFIC - WEDNESDAY, 25 JANUARY AT 9:00AM US MOUNTAIN - WEDNESDAY, 25 JANUARY AT 10:00AM US CENTRAL - WEDNESDAY, 25 JANUARY AT 11:00AM US EASTERN - WEDNESDAY, 25 JANUARY AT 12:00PM UK - WEDNESDAY, 25 JANUARY AT 5:00PM SOUTH AFRICA - WEDNESDAY, 25 JANUARY 2022 AT 7:00PM PERTH - THURSDAY, 26 JANUARY AT 1:00AM BRISBANE - THURSDAY, 26 JANUARY AT 3:00AM SYDNEY - THURSDAY, 26 JANUARY AT 4:00AM NEW ZEALAND - THURSDAY, 26 JANUARY AT 6:00AM



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DAY FOUR PROVEN PROFIT SYSTEM (ALLOW 90 MINUTES)	US PACIFIC - THURSDAY, 26 JANUARY AT 9:00AM US MOUNTAIN - THURSDAY, 26 JANUARY AT 10:00AM US CENTRAL - THURSDAY, 26 JANUARY AT 11:00AM US EASTERN - THURSDAY, 26 JANUARY AT 12:00PM UK - THURSDAY, 26 JANUARY AT 5:00PM SOUTH AFRICA - THURSDAY, 26 JANUARY 2022 AT 7:00PM PERTH - FRIDAY, 27 JANUARY AT 1:00AM BRISBANE - FRIDAY, 27 JANUARY AT 3:00AM SYDNEY - FRIDAY, 27 JANUARY AT 4:00AM NEW ZEALAND - FRIDAY, 27 JANUARY AT 6:00AM
DAY FIVE STUDENT RETENTION METHOD (ALLOW 90 MINUTES)	US PACIFIC - FRIDAY, 27 JANUARY AT 9:00AM US MOUNTAIN - FRIDAY, 27 JANUARY AT 10:00AM US CENTRAL - FRIDAY, 27 JANUARY AT 11:00AM US EASTERN - FRIDAY, 27 JANUARY AT 12:00PM UK - FRIDAY, 27 JANUARY AT 5:00PM SOUTH AFRICA - FRIDAY, 27 JANUARY 2022 AT 7:00PM PERTH - SATURDAY, 28 JANUARY AT 1:00AM BRISBANE - SATURDAY, 28 JANUARY AT 3:00AM SYDNEY - SATURDAY, 28 JANUARY AT 4:00AM NEW ZEALAND - SATURDAY, 28 JANUARY AT 6:00AM
STUDIO MARKETING PLAYBOOK (ALLOW 120 MINUTES)	US PACIFIC - MONDAY, 30 JANUARY AT 9:00AM US MOUNTAIN - MONDAY, 30 JANUARY AT 10:00AM US CENTRAL - MONDAY, 30 JANUARY AT 11:00AM US EASTERN - MONDAY, 30 JANUARY AT 12:00PM UK - MONDAY, 30 JANUARY AT 5:00PM SOUTH AFRICA - MONDAY, 30 JANUARY 2022 AT 7:00PM PERTH - TUESDAY, 31 JANUARY AT 1:00AM BRISBANE - TUESDAY, 31 JANUARY AT 3:00AM SYDNEY - TUESDAY, 31 JANUARY AT 4:00AM NEW ZEALAND - TUESDAY, 31 JANUARY AT 6:00AM

ADD ALL OF THE EVENTS TO
YOUR CALENDAR HERE

JOIN THE FAST TRACK TO FULL
CLASSES FACEBOOK GROUP HERE



A-HA MOMENTS

DAY 1	
DAY 2	
DAY 3	
DAY 4	
DAY 5	
DAY 6	

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STUDENT RETENTION METHOD

FRIDAY, JANUARY 27TH

IN TOMORROW'S TRAINING, YOU WILL...

- Map out the Onboarding Blueprint for your new students' first 7 days.
- Leverage the Commitment Campaign to create raving fans who refer your studio to anyone who will listen.
- Get plug-and-play retention tools to boost your re-enrollment numbers & in-studio customer experience.

RETAIN MORE STUDENTS *WITHOUT* HIRING ADDITIONAL TEAM MEMBERS OR SPENDING MORE HOURS IN THE STUDIO!



WHAT IS THE INNER CIRCLE?

The Inner Circle is a year round, one-stop shop for studio owners who want to transform their studio from a 'hobby' to a bonafide business that runs smoothly and efficiently with or without their day-to-day involvement.

[LEARN MORE ABOUT THE INNER CIRCLE](#)



"If you're willing to double down on yourself, and you believe in yourself, then you step up and join the Inner Circle.

The three biggest game changers have been getting clarity on our ideal customer, getting clear on our offers, and our consistency. From trial into enrollment, we have a very defined system now.

I'm telling you, you can't afford not to join. I believe the type of studio owner who will get the best results in the Inner Circle is the one who is willing to invest in themselves, who believes in themselves enough to double down.

Because your business is only as good as you are."

MEREDITH LEE

GOT RHYTHM DANCE. CALIFORNIA, USA

"Since joining the Inner Circle, I've been able to implement a number of different revenue streams.

I always had a good adult programme, but I implemented adult fitness, and my programme tripled. As far as revenue goes, we bring in around \$30K to \$40K, just in adult fitness per season.

My preschool programme was completely restructured, we just launched that this year, and we've quadrupled our preschool age classes. We also quadrupled our dress code purchases, and our summer enrollment has doubled in the last year."

SHAWNA KWAN

ELAN DANCE ARTS, ONTARIO, CANADA



ABOUT THE INNER CIRCLE

This intimate mastermind program is unlike anything you've ever experienced before. By joining us, you'll spend 12 months working closely with our world-class coaches and experts and a group of other like-minded dedicated Dance Studio Owners from around the world. You'll experience growth in your enrollments, retention rates and sales. You'll create systems that allow you to work more on the business than in the business, maximize profitability, and achieve those big goals you have always dreamed of!



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