



THE 'MAIN' EVENT

| Saturday | | |
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| 8:30 am – 9:30 am | Opening Sessions – General Assembly, hear from some of the speakers and guests. | |
| 9:45 am – 10:45 am | Robin DePalma – How to Divide Your Time With Business & Student Service | |
| | Business | Instructors |
| 11:00 am – 12:00 PM | Damien Martin – Risk Management for Your Martial Arts School | Stephen Stewart – What TEAM Do You Want (Staff working with Staff) |
| 12:15 PM – 1:15 PM | George Fourie – Getting The Market's Lion Share Through Google | Jordon DePalma – Parents as Coaches in the 3 -6 Year Old Classes |
| 1:15 PM – 2:00 PM | Lunch – Provided | |
| 2:00 PM – 3:00 PM | Robin DePalma – Student Value = Training Value | |
| 3:15 PM – 4:15 PM | Paul Veldman – Understanding your Business Funnels | Stephen Stewart – Building Your Dream TEAM |
| 4:30 PM – 5:30 PM | Owner's Only Round Table | |
| 7:30 PM | Mixer in the Bar Area | |

| Sunday | | |
|---------------------|---|---|
| 8:30 am – 9:30 am | General Assembly | |
| 9:45 am – 10:45 am | George Fourie – What You and Your TEAM Should BE and CAN BE Doing to Maximise Your Social Media Presence & Marketing | |
| 11:00 am – 12:00 PM | Danielle Drew – Scripts for all Areas and Why They are Important for the TEAM and the School | Jordon DePalma – No Down Time |
| 12:15 PM – 1:15 PM | Rod Darling – Maximising the Hidden Assets in your Martial Arts Business | Robin DePalma – Leading Your Students to Greatness |
| 1:15 PM – 2:00 PM | Fred DePalma – 50 Marketing Ideas with a Focus on Internal Marketing | Paul Veldman – Running a Successful Self Defence Seminar |
| 2:00 PM – 3:00 PM | Lunch – Provided | |
| 3:15 PM – 4:15 PM | Fred DePalma – Building Your Pot of Gold! How to Make, Save & Invest the Profits ***Owner's Only*** | Stephen Stewart – It's not What you do, It's HOW you do it and HOW you utilise your TEAM |
| 4:30 PM – 5:30 PM | Mix and Mingle (this time is left open of any additions) | |