



BOOT CAMP 59

May 18-22, 2017

Kids First Sports Center, Cincinnati

www.metzgerbootcamp.com



THU		WELCOME TO OUR HOME!	
<input type="checkbox"/>	Target Arrival into Greater Cincinnati Airport (CVG)		12:00 - 5:00
<input type="checkbox"/>	Relax at Hotel		5:00 - 7:00
<input type="checkbox"/>	Reception: Light eats, Drinks & BOOT CAMP 'Roadmap' (at the Hotel)		7:00 - 9:00
<input type="checkbox"/>	Early to Bed...we don't call it BOOT CAMP for nothing!		
FRI		THE FOUNDATION—Beliefs, Mindset, Culture, Personal Effectiveness, Leadership	
<input type="checkbox"/>	TM; BOOT CAMP Strategy; Beliefs; Company Values; Mock Level 2	Jeff	8:00* - 10:00
<input type="checkbox"/>	Facility Tour	Jeff	10:00 - 11:30
<input type="checkbox"/>	Org Strategy; Job Descriptions vs. Responsibilities; Delegate or Stagnate!	Jeff	11:45 - 12:30
Lunch Provided by <i>Book Bums</i> 12:30 pm			
<input type="checkbox"/>	Leadership Strategy	Jeff	1:30 - 2:45
<input type="checkbox"/>	"Perpetuating a Culture of Risk, Change & Innovation"	The Amazing KF DLs	3:00 - 4:00
<input type="checkbox"/>	The Effective Executive—Essential Thinking Habits	Jeff	4:00 - 5:00
Meet in Lobby 6:15—Wine & Steak Grill Out, Valley Vineyards (6:45 – 9:15)			
SAT		SYSTEMS	
<input type="checkbox"/>	Aha!..Eureka!..Oh, man, I'm in deep doo-doo!	Jeff	8:00* - 8:20
<input type="checkbox"/>	You Can't Make a <i>Great</i> Company With <i>Good</i> Employees!	Lyndsey, Jen, Megan, Joanie	8:20 - 9:30
<input type="checkbox"/>	Managing by the Numbers—KPI's; Accounting Systems	Jeff & Laura	9:45 - 10:45
<input type="checkbox"/>	Keeping Key People: Compensation Strategy; Incentive Plans; Reviews	Jeff	10:45 - 11:45
<input type="checkbox"/>	<i>In The Trenches Training</i>	Jen	11:45 - 12:00
Lunch (special Cincinnati culinary treat) 12:00 pm			
<input type="checkbox"/>	How Psych 101 Can Help You Run a Better Business	Anne	1:00 - 1:45
<input type="checkbox"/>	Keys to Creating or Repairing Your Culture	Steve	2:00 - 3:15
<input type="checkbox"/>	Staff Training: The Character vs. Skills Components	Steve	3:15 - 4:30
<input type="checkbox"/>	Q&A, Discussion		4:30 - 5:00
Meet in Lobby 6:15—Dinner at the Metzger Lodge (6:45–9:30)			
SUN		MARKETING	
<input type="checkbox"/>	Aha!..Eureka!..Oh, man, I'm in deep doo-doo!	Jeff	8:00* - 8:30
<input type="checkbox"/>	Demographics—How to Establish Your Location's Potential	Jeff	8:30 - 8:45
<input type="checkbox"/>	Down & Dirty, Back of the Napkin Biz Calculations for the Entrepreneur	Jeff	8:45 - 9:30
<input type="checkbox"/>	Selling 2nd, 3rd, 4th Products	Jeff	9:45 - 11:00
<input type="checkbox"/>	Creating Your Marketing Plan	Steve	11:00 - 12:15
Group Photo & Lunch Provided by <i>Book Bums</i> 12:30 pm			
<input type="checkbox"/>	Oh, If We Only Coached Orphans: Thoughts on Dealing With Difficult Clients	Anne	1:30 - 2:30
<input type="checkbox"/>	Pricing—Much More Important Than You Know!	Jeff	2:30 - 3:30
<input type="checkbox"/>	Class Scheduling Concepts Challenged—Batch vs. Shotgun; Age vs Skill.	Jeff	3:45 - 4:30
<input type="checkbox"/>	Relax, Chat and Special BeeHive Treat!		4:30 - 5:15
Dinner at <i>DoubleTree</i> (6:30–9:30)			
MON		ADMINISTRATIVE, TIME MANAGEMENT & MORE	
<input type="checkbox"/>	Aha!..Eureka!..Oh, man, I'm in deep doo-doo!	Jeff	8:00* - 8:30
<input type="checkbox"/>	Office & Enrollment Procedures—Many Ways to Skin a Cat	Rachel, Maggie, Amy	8:30* - 10:00
<input type="checkbox"/>	Retail Discussion	Penny, Maggie	10:15 - 11:00
<input type="checkbox"/>	Misc Systems to Make Your Life Easier	Jeff	11:00 - 12:00
<input type="checkbox"/>	How to 'Sell' an Unpopular Idea; Close.		12:00 - 12:30

Sincere thanks for your trust in us. Make it a great year!

***Morning Transportation: Please assemble in Hotel Lobby at 7:25 am sharp. Thanks!**