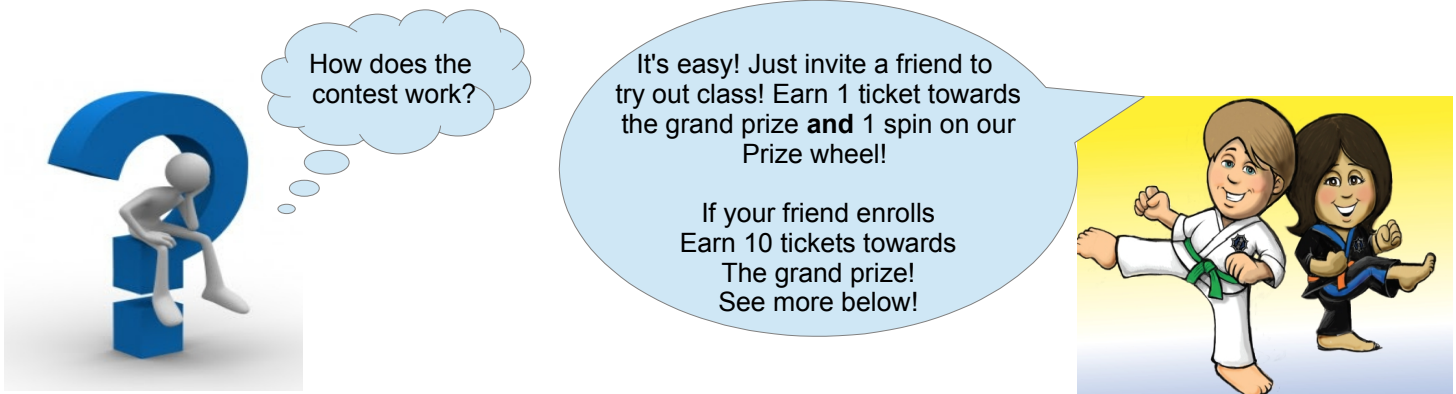




## Refer-A-Friend Contest Instructions:

We are running a **2 month long referral contest** here at The Karate Dojo. The contest begins **September 1<sup>st</sup>** and ends **October 31<sup>st</sup>**. We want to place our advertising money in your pocket! This is a HUGE contest with a chance to win some amazing prizes!!



**Step 1:** Instructors will hand you 3 VIP guest passes, good for 1 month, to give to a friend, family member or neighbor. If you need more passes you can get them at the front desk. *\*Leads must be qualified to count. Meaning they need to be genuinely interested in martial arts and live close enough to attend. Students at other dojo's are welcomed only if they are looking to switch their training here.*

**Step 2:** Follow up with your friends and encourage them to try a class. Tell them you can even attend their first day and take class with them to show them more support! Share your personal experience and martial arts training experiences with them. Show them your excitement and passion!

**Step 3:** Encourage them to visit our website [www.tkdojo.com](http://www.tkdojo.com) or call our staff for more info. We want **You to become our elite sales force!!** Remember mom and dad can invite their friends and help you too.

**Step 4:** Since you are a valued student here, you are able to extend your guest an incredibly special offer! - **"One Month FREE trial in any program, \$100 off the down payment AND \$10 off/month our list prices!"**



For every "lead" that tries a class, You will **spin the prize wheel** in front of class, where you're guaranteed to win a prize. In addition, you will **earn 1 ticket in our raffle** towards our grand prize gift basket!

### On the prize wheel you can win:

- Free bottle of water
- \$5 Dojo Dollars
- \$10 Dojo Dollars
- \$20 Dojo Dollars
- ½ off any private lesson
- \$5 off any shirt/shorts/rash guard in stock
- 10% off your next order



**GRAND PRIZE GIFT BASKET** will be on display at the front desk.

Will include items from Surf Taco – Retro Fitness  
– Starbucks – Artist Jay Alders – Edible Arrangements – The Dojo and much more!