



CHRIS THOMAS

Dance Studio Consultant



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QUALIFICATIONS SUMMARY

I coach/consult in all aspects of the business. Here are some of the more important aspects:

- Systems
- Marketing/Advertising
- Studio and Staff Goal Setting
- Establish and manage the front end/back end
- Bookeeping (posting, TIs, history journal, etc.)
- Interviewing (screening)
- Specializing (program director)
- Conversions (C1-C3)
- Re-Extension (R6-R14)
- Cash-ups
- Chart Explanation (medalist system)
- How to sell the difference
- Teaching Department
- Bronze/Silver/Gold
- Showcases
- Technical teaching
- How to keep a chart
- Renewals (CPRs, 4pt-Renewal)
- IPD (intermediate program director)
- 6-point dance presentation (R11)
- Lesson visits

A few more additional points I consult on:

- TC (training class)
- Staff training
- Supervising
- Monday business meetings
- Business meetings - from Tuesday through Friday
- Dance sessions
- Verifying interviews
- Standing appointments
- Group classes
- General status of all members (booked, on procedure, on payment schedule, group and party attendance)
- Guest program (Guest Director, "The Fun Club")
- Parties (Social Director, student attendance, progress performances)
- Awards Ball/Showcases
- Studio Festivals/Tournaments

EMPLOYMENT OVERVIEW

Arthur Murray International - Jacksonville, Florida - 1985-1989

Two Independent studios - Jacksonville, Florida - 1989-1995

Founder of A Social Affair Dance Studios - Jacksonville, Florida - 1995-present

Professional Competitor - United States - 1998-2008

Pro-Am Competitor - United States - 1997 - present

CERTIFICATIONS & TRAINING

Certified Bronze, Silver and Gold (Arthur Murray International)

Anthony Robbins University - Graduate of UPW (Unleash the Power Within), Life & Wealth Mastery,

Leadership Mastery and Date With Destiny Leadership