



# **PRE-RALLY HOMEWORK**

**TO GET THE MOST OUT OF  
ROADMAP RALLY, COME PREPARED  
WITH THE NUMBERS OUTLINED IN  
THE FOLLOWING PAGES.**



## DAY 1 NUMBERS YOU NEED

|                                                                                                           |  |
|-----------------------------------------------------------------------------------------------------------|--|
| <b>2024 REVENUE</b>                                                                                       |  |
| <b>2024 PROFIT</b>                                                                                        |  |
| <b>% OF REVENUE IS TUITION</b>                                                                            |  |
| <b># OF WEEKS OPEN</b><br>In Regular Season                                                               |  |
| <b>AVERAGE REVENUE PER SERVICE HOUR</b><br><br>(How much do you get paid on average per child per class?) |  |
| <b>TOTAL NUMBER OF STUDENTS ENROLLED</b>                                                                  |  |
| <b>AVERAGE RETENTION RATE OF 2024</b>                                                                     |  |



## DAY 1 NUMBERS YOU NEED

|                                                                          |  |
|--------------------------------------------------------------------------|--|
| <b>LIST OF TOP 3<br/>REVENUE STREAMS<br/>(BESIDES GROUP<br/>CLASSES)</b> |  |
| <b>REVENUE STREAM 1<br/>REVENUE</b>                                      |  |
| <b>REVENUE STREAM 1<br/>PROFIT</b>                                       |  |
| <b>REVENUE STREAM 2<br/>REVENUE</b>                                      |  |
| <b>REVENUE STREAM 2<br/>PROFIT</b>                                       |  |
| <b>REVENUE STREAM 3<br/>REVENUE</b>                                      |  |
| <b>REVENUE STREAM 3<br/>PROFIT</b>                                       |  |



## DAY 2 NUMBERS YOU NEED

|                                    |  |
|------------------------------------|--|
| # OF INQUIRIES IN<br>2024          |  |
| # OF TRIALS BOOKED<br>IN 2024      |  |
| # OF TRIALS<br>COMPLETED IN 2024   |  |
| # OF NEW<br>ENROLLMENTS IN<br>2024 |  |