**SCRIPT**

FOR MINIBOSS BRITISH SUMMER BUSINESS ACADEMY

**GREETING. ACQUAINTANCE**

Good afternoon, Svetlana.

I am Kate Smith, manager of the Admissions Committee of the MINIBOSS British Summer Business Academy.

* You left us a request for detailed information to enrol your child at the MINIBOSS British Summer Business Academy, right?
* Are you comfortable talking now?

“Yes,” - continue the conversation?

“No, I'm busy right now, call back”.

* Well, will you be comfortable tomorrow - before lunch or after?

Fine! At 2:00 pm. I'll call you back.

**RESEARCH OF THE NEEDS (WHO ARE YOU?)**

• Svetlana, I’ll clarify the information about your child in order to understand what kind he is and what kind of course, which option he should offer, and then we will make a choice together in you, okay ?!

• So, Svetlana, what city do you live in?

Vilnius? Great!

• What do you already know about MINIBOSS and British Summer Business Academy?

• Have you seen our website or not yet?

Good. I'll tell you more now. Let's first find out who our student is.

• Svetlana, tell me, please, what is the name and how old is your child?

Great, a few children. So, Vlad is 10 years old, Masha is 6 and Yura is 3 years old.

• **WE ACCEPT CHILDREN FROM 6 to 14 YEARS** **OLD**, therefore, you are interested in information for the training of Vlad and Masha, right?

Well, so far only Vlad.

• What subjects does he like in the school?

Good. Mathematics and physical education.

• What does he dislike?

Languages, of course.

• What other studios does he visit?

Judo is good.

• How is he with friends? Does he like to be friend or is communication difficult for him?

This is normal. Many at this age can be a little closed, because this is the beginning of a transitional age, here you need a careful and careful approach.

• How is Masha? Has she already gone to school? Or is she still in the Kinder garden?

Ok. Good girl.

• What kind of lessons does she like?

Oh, Masha, we’re the creator! Drawing is a very useful activity. We have 12 innovative development schools and one of them is LEONARDO ART SCHOOL - just for the development of creativity through drawing.

• What other talents do you notice from her?

Sociable? Friendly. It's good. Born leader)

• The penultimate question: what do you personally do, Svetlana: are you housewife, or are you already a working specialist or entrepreneur? In which field of activity?

Oh, Interior Designer, great job!

• What does your spouse do: specialist - by whom, where? Businessman?

Good. Businessman.

It’s important for us to know this too, Svetlana, in order to understand what kind of knowledge a child already receives from your family, and what we should give here at a business academy.

**RESEARCH OF THE NEEDS (WHAT DO YOU WANT?)**

• And the last question: Svetlana, you are a large family, you are a specialist in interior design, your husband is an IT entrepreneur, how do you, as a family, see the future of your children - Vlad and Masha, specifically, so that you would like your children have in life?

And what exactly do you expect from MINIBOSS?

Happy, healthy, successful. Ok. Right.

These are the same values ​​for raising children in the global network of business schools MINIBOSS.

• MINIBOSS is not just courses, this is a global system of children's business education for young leaders of the world.

**FOR 20 YEARS, WE RAISED MORE THAN 5000 GRADUATES - AND THIS IS ALREADY SUCCESSFUL ENTREPRENEURS AND HAPPY DEVELOPED PEOPLE**. By the way, you can read their success stories on our main website www.miniboss-school.com

It’s good if our values ​​coincide.

**BRIEF PRESENTATION**

• So, now a little about MINIBOSS BUSINESS SCHOOL and Summer Business Academy.

The International Education Network MINIBOSS BUSINESS SCHOOL is:

• THE WORLD’S ONLY global network of business schools for children and adolescents,

• World-class program of children's business education (8 courses!)

• Unique gaming technique. There are no analogues in the world!

• Theory and practice - the integrated development of the child, his talents and abilities, so that each student is GUARANTEED successful and happy!

• The UK International Diploma!

• Easy admission to the best world universities!

• Family values,

• General strengthening of family survival through strong offspring!

• A strong healthy community for children!

• New friends - a global community of young leaders!

**METHODOLOGY (MINIBOSS know-how)**

MINIBOSS BUSINESS SCHOOL created a unique GAME teaching technique in which the child goes through:

THEORY + PRACTICE + CREATION OF ITS STARTUPS + WORLD CHAMPIONSHIPS and so on.

For example, your Vlad is now 10, and Masha is 6, but already at the end of this year, or at the Summer Business Academy in the INTENSIVE format, they will already do their 1st businesses!

**WORLD PROGRAM**

The academic program MINIBOSS BUSINESS SCHOOL includes 8 unique one-year courses, each of which develops a certain type of intelligence.

We work both online and offline.

For 8 courses, the student receives an International Diploma of the Uk and a GUARANTEE OF SUCCESS!

**BRITISH SUMMER BUSINESS ACADEMY**

Every summer we carry out SHORT INTENSIVE PROGRAMS.

The British Summer Business Academy is an INTENSIVE COURSE, where in 4, 3 or 2 months a student can go through a one-year program of theory and practice and from September of the year go to the 2nd year Course, and subsequently receive an International Diploma!

**PRICING**

If you want to studyin your local language, that is, 3 main packages at the MINIBOSS British Summer Business Academy

1. ONLY THEORY – from 150 euros / month (on a 4-month program),

2. THEORY and PRACTICE (creation of a startup) - from 300 euros / month,

3. THEORY, PRACTICE and CHAMPIONSHIPS (full certification program) – from 350 euros / month (International Certificate of the UK)!

**BRITISH GROUPS**

If you want a child to take the same course online in British groups at our branches in the UK or AUSTRALIA and develop his English with native speakers and a scientific degree, then pay attention in the price list - prices will be higher from 500 euros / month for first package.

You choose packages according to your capabilities and goals.

British Summer Business Academy is recommended if the child is more than 6 years old in order to have time to develop all the skills necessary for an outstanding person.

Training takes place in a fun way!

Online training.

Therefore, as you see, this training of 100% will be useful for both Vlad and Masha.

**SALE (THREE YES)**

• Svetlana, please tell me:

- Do you understand that to raise in your children SUCCESS SKILLS of a regular school is not enough?

- Do you want each of your children to bloom and be successful and happy in life from their self-realization?

- Is it important for you to find for your children a healthy community with healthy values ​​that will give him real friends for life?

- You want to join our global community of progressive parents who, just like you, educate children in MINIBOSS the most important!

So, OUR DOORS ARE OPEN!

**SALE (CONTRACT)**

 • Tell me, please, Svetlana, is it convenient for your children to study on a 4, 3 or 2-month program?

• Which package do you want to choose - modest, medium or optimal?

• What language do you want to study in – English, Russian, French …?

• Do you and your child already have a clear request for education or do you need to conduct an INTERVIEW with a CHILD? As you wish?

Good.

For tomorrow, there is time for an interview at 14.00, 15.00, 17.00. When is fine for you?

Based on the results of the interview, we are already enrol in classes.

**RITUAL OF JOY AND COMPLETION**

IF YOU ARE ALREADY DECIDED, and say CLEAR YES, then I will send you:

1. Link to familiarization with the offer agreement;

2. An application for your joining the contract, which you need to fill out, sign and send back to me;

3. An invoice for payment, and you will send me a confirmation of payment;

4. After payment I will send you a PERSONAL GIFT - participation in the Parent Coach Program “FAMILY DNA” from the founder of MINIBOSS BUSINESS SCHOOL Olga Azarova.

5. I can also send links to videos about MINIBOSS so that you know even more about your child’s business school.

That's all!

After that, we will add you to our parent chats of the business school and provide instructions on how to connect to the learning process.

Well, congratulations to Svetlana!

We have passed the stage of a thorough acquaintance!

Nice to meet you!

It is nice that we have common values ​​and an understanding of the importance of innovation in education.

When we start teaching children, and this is a serious process of in-depth training - a full course of 8 years, then you will become a friend of MINIBOSS forever!

Ok, thanks for the conversation!

I will send you docs.

Be in touch!

Have a nice day!