

MARTIAL ARTS SOFTWARE BUYER'S CHECKLIST

A martial arts academy runs on four things general gym software treats as afterthoughts. Miss one and you run that part of your school on a spreadsheet, which is the problem the software was supposed to solve. Tick a box only after the rep shows it working.

A: _____
B: _____
C: _____

THE FOUR REQUIREMENTS

these are the filter; hold every platform to them

REQUIREMENT	A	B	C
1 · RANK AND BELT PROGRESSION native, per student, tied to something real			
Tracks your system: stripes and belts, kyu and dan, geup and poom, or your own	☐	☐	☐
Full progression history on each student's profile	☐	☐	☐
Promotions tie to attendance and curriculum progress the software can see	☐	☐	☐
A real rank feature. An "achievements" field you type into doesn't count.	☐	☐	☐
2 · FAMILY MEMBERSHIPS two kids and a parent, one card			
Multi-member family plans on one account	☐	☐	☐
Sibling discounts apply automatically, with no manual monthly math	☐	☐	☐
3 · MULTI-PROGRAM SCHEDULING gi and no-gi, kids and adults, fundamentals, open mat, fight team			
Each program runs its own schedule, capacity, and coaches	☐	☐	☐
A student enrolled in two programs bills and books without breaking	☐	☐	☐
4 · MINOR COMPLIANCE half your students are kids			
Parent-signed digital waivers and membership agreements	☐	☐	☐
Paperwork stored against each member's profile, findable in seconds	☐	☐	☐
Ticks (out of 11)	—	—	—

THREE QUESTIONS

they cut through vendor marketing faster than any feature comparison

QUESTION AND LIVE TEST	A	B	C
1. Does it track rank natively, or am I still keeping a spreadsheet? Ask them to promote a student and show the history. A workaround means you have a place to type things.	☐	☐	☐
2. Does family billing work without manual monthly math? Have the rep set up a family of four with a sibling discount in front of you. More than two minutes, or the word "manually," fails.	☐	☐	☐
3. What's the true monthly cost after add-ons? Fill in the table below. Make them tell you the number that isn't in the headline.	☐	☐	☐

THE TRUE MONTHLY COST

a \$99 base that becomes \$390 fully loaded is a \$390 platform

LINE	A	B	C
Base plan for your student count	\$	\$	\$
Website	\$	\$	\$
Branded app	\$	\$	\$
Marketing module	\$	\$	\$
Other add-ons shown in the demo	\$	\$	\$
All-in per month	\$	\$	\$

RUN THE TRIAL LIKE A REAL WEEK

before you decide, on your own school

TRIAL TASK	A	B	C
Set up your real programs	☐	☐	☐
Import your students	☐	☐	☐
Run a week of real classes	☐	☐	☐
Run a mock promotion	☐	☐	☐

Fit for your size. Solo and small schools need software you can run between classes, with no back-office admin. Multi-discipline or multi-location schools can justify more reporting depth.

Pick. ☐ A ☐ B ☐ C

Why: _____
