

ADDING A SECOND STRIKING PROGRAM

Running boxing and kickboxing under one roof is a real operational lift, and a manageable one if your setup is right. This is the owner-side list: billing, attendance, the schedule, pay, gear, and what you tell members.

School: _____

Adding: _____

First class: ____/____/____

1 · MEMBERSHIPS AND PUNCH CARDS overlapping members will buy the second program; some won't

- ☐ Pricing model picked: ☐ Add-on to existing memberships ☐ Higher tier with both programs ☐ Standalone membership
- ☐ Each program has its own tag in your software, so members, classes, and reports can be filtered by program.
- ☐ Separate punch cards (or class packs) for each program, so a boxing pack can't be burned in kickboxing.
- ☐ A member can hold both memberships at once, and a family's add-on lands on one invoice.

2 · ATTENDANCE REPORTING you'll want to know if the new program is pulling its weight

- ☐ Attendance reports separate by program, week over week.
- ☐ You can see who from the first program is also training in the second.
- ☐ A review date is on the calendar for the first look at the numbers: ____/____/____

3 · SCHEDULE DECONFLICTION no two coaches fighting over the same heavy bags at 6:30 PM

DAY / TIME	PROGRAM	COACH	SPACE AND GEAR IT NEEDS	CLASH?
				☐
				☐
				☐
				☐

4 · INSTRUCTOR PAY settle it in writing before the first class

COACH	PAY MODEL	RATE OR SPLIT
	☐ Salary ☐ Flat per class ☐ Revenue share ☐ Other	
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Also decide: who pays for a coach who teaches in both programs, and whether private lessons in the new art go through the gym.

5 · EQUIPMENT OVERLAP count what both programs can share before you buy anything

ITEM	HAVE	SHARED?	BUY	NOTES
Heavy bags		☐		
Focus mitts		☐		
Loaner gloves		☐		
Hand wraps		☐		
Round timer		☐		
Thai pads, shin guards (kickboxing)		☐		

6 · TELL YOUR MEMBERS current members first; they're your warmest audience

- ☐ Email and SMS to current members before anything goes public.
- ☐ The class description names the ruleset you coach, since "kickboxing" means different things at different gyms.
- ☐ Beginner-tagged classes are marked on the schedule, and there's a free trial class for the new program.
- ☐ You can explain the sparring progression in one sentence when a parent or a nervous adult asks.

The launch plan. For the staffing and scheduling math on a new striking program, read [why you should add a kickboxing program](#).

Ready? Every box ticked and no clash left in the schedule grid.

☐ Ready to launch ☐ Not yet: _____