

Getting on the cover list

Cover isn't a lesser job. It's how a large share of teachers get their next regular slot, and there's a way to be the person who gets called first.

YOGA PROS

Handout 12 • goes with the Learning Hub article of the same name



◆ HANDOUT 12

Inside this handout

A page for getting onto the lists, having your answer ready, and sending the note that makes them call you again.

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◆ HOW TO USE IT

- Print it, or fill it in on a tablet. Paper works better than it should.
- Read the article first if you can. The handout is the practice; the article is the thinking behind it.
- There is no score and nothing to get right. It is a working page, not a test.

◆ WHEN TO USE THIS

- When you're new to an area, or newly qualified
- If you've asked for a slot and been told there isn't one
- Before turning down a last-minute request
- When you want more teaching without starting from scratch

◆ THE PRACTICE

Being easy to book

01 Be on more than one list

Studios, gyms, community venues, the leisure trust, other teachers. Most cover goes to whoever answers.

02 Be one message away

A manager at nine with a nine-thirty gap isn't filling in a contact form. Name, number, yes.

03 Have the standing answer ready

What you teach, what you can cover, notice needed, your rate. Written, so you're not composing it while deciding.

04 Say yes to the awkward ones early

The Sunday morning, the one across town. That's how you get on the list. Be choosier later.

05 Send the note the same day

Three lines. How it went, anything they'd want to know, happy to cover again. This is the whole difference.

◆ YOUR PAGE

Write it *down*

Lists I'm currently on:

What I teach and can cover:

My cover rate:

Last cover I did — note sent?

Two lists I'm joining this month:

Notice I need:

My six questions, saved where:

Who I'd contact first next time:

◆ BEFORE YOU FINISH

☐

On at least two cover lists

☐

Standing answer written and saved

☐

Six questions saved and ready to paste

☐

Said yes to one awkward slot

☐

Sent the same-day note after the last cover

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