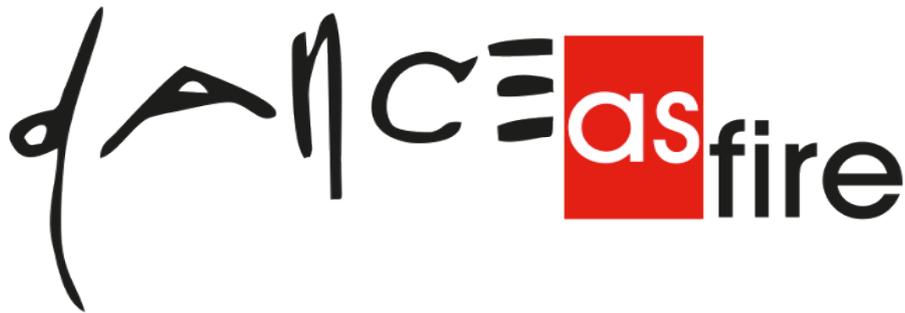


PROPRIETA' PRIVATA



THE TROPHY SYSTEM

The Trophy system is the engine of the Dance AS Fire, and of the student who is motivated to grow in level and to be recognized through an examination that certifies the achievement of the level itself.

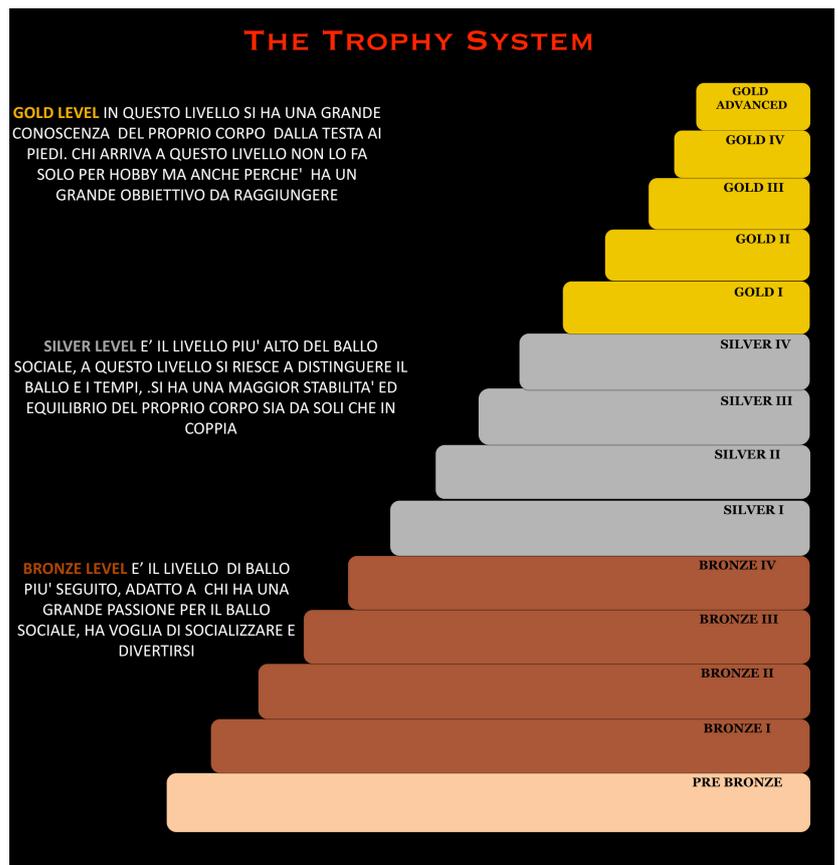
Certainly this system does not oblige the student to carry out the examination, even if we believe it is a reason for focusing on a goal that objectively justifies the purchase of the program.

The Trophy system is a great way for students to achieve their goals and achieve results. Students perform their study programs in front of an examiner who will classify them appropriately and therefore each passing student will receive an achievement certificate depending on the level of program they are demonstrating.

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The minimum number of lessons required for a student to obtain a Trophy within a Danceasfire Franchising Dance School varies according to the number of balls selected by the student and his skills.

Although a specific period of time does not exist for a program, at least 20 more Dance Cores can be requested, it depends on the level the student wants to reach and on the number of balls that the student wants to bring to the test, and on his / her abilities of learning.



It is also important to underline that the attendance of students to weekly group lessons and practical sessions can change the overall amount of hours.

Although a program shows a high degree of proficiency, we are aware of the fact that our program must be flexible to meet students' needs and desires.

In the test, the student can reach 3 levels:

- Trophy Basic (student who has 4 dances checked);
- Trophy Special (6 dances);
- Trophy with Lode (10 dances);

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The dances that can be verified are divided into:- National dances



(polka, mazurka, bright waltz, tango, slow waltz);

- Dances international (see slow, tango, Viennese waltz, slow fox, quick step, cha-cha, samba, rumba, paso doble, jive);

- Caribbean dances (salsa, merengue, bachata);

- Argentine specialties (Argentine tango, tango vals, milonga);

- Rhythm (Swing, cha-cha, rumba, bolero, mambo);

- Smooth (Fox trot, slow waltz, tango, V. Viennese);

- Special dances (West coast swing, lindy hop, Hustle, two step, three step, Shuffle, country swing, polka swing, polka triple).

REQUIREMENTS FOR THE EXAMINATION

The candidate performs the school figures alone, without the support of a partner.

There is only one scholastic figure for each step. It represents the basic figure taught, without variations.

SCHOOL FIGURES

Examiners can request to see each school figure for the level of performance.

School figures are not required for other dances.

FREE STYLE

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In the Free Style exam, the candidate dances with a partner.

The student is verified on the driving ability and correspondence in the school figures and in the variations, if they are included in his program.

The examination is based on movement, footwork, style, etc. The visiting Certified Examiner decrees a score for all the balls in the Free Style exam and also reviews the school figures.



Further details may be required in the test of the school figures if the ability is not immediately evident, otherwise short tests may be sufficient.

The examiner chooses the balls to be evaluated.

We recommend, however, that all balls be tested by the Guest Certified Examiner and that the tighter details can be given during the Free Style demonstration to show the appropriate style, as well as the time and interpretation of the dance.

The purpose of an exam is to assure us of the student's ability to perform dance figures with skill, as well as his degree of memorization of the structure. (Of course, some level of storage is needed).

SUGGESTED PROCEDURE FOR THE FREE STYLE TEST AT THE FINAL EXAM

1. Moment of warm up.

A. teachers and candidates are presented with the Certified Examiner.

All teachers and candidates dance for a few minutes before the judgment begins.

2. Each teacher should accompany the candidate to the Examiner and introduce him to him, BEFORE he starts dancing.

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3. The Certified Examiner should not make any oral criticism to the candidate, but should simply note any improvements on the appropriate examination form. Important that the examiner does not make negative expressions.

4. The tone of the exam is set by the attitude of the Certified Examiner and should be firm, but also friendly and encouraging. The teacher should be very respectful towards the Certified Examiner.

5. The examiner should sign the test forms after the scores have been completed, so they can be authenticated.

EXAMINATION PROCEDURE FOR THE LEVEL PASSAGE

1. Each school must have a Local Examiner, manager, or can be a member of staff selected by the Franchisee based on his dance skills, knowledge of the program, as well as a sincere interest in defending high standards.

The Manager or Franchisee may, if qualified, wish to be themselves Local Examiners.

2. Tasks of the Local Examiner:

a. Be responsible for all tests for school level and data;

b. Actively participate in all the examinations for the level changes within the school;

c. Conduct the Final Examination on School Figures;

d. Assist the Certified Examiner in the Free Style Examination;

e. Provide all the Charts, the tests done previously and the list of steps necessary to use the Certified Examiner.

CERTIFIED EXAMINER

1. The DANCEASFIRE Certified Examiner is chosen by the DAF management and must comply with the rules set by DANCEASFIRE.

A list of all Certified Examiners is reviewed and published once a year;

2. All Free Style Final Exams must be conducted by the Certified Examiner

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(who is not an employee of the Franchisee of the local school);

3. The Certified Examiner must have full jurisdiction over the judgment and score of the Final Exam.

The Examiner can double-check the candidate's knowledge of the School Figures, if he wishes.

If the Certified Examiner does not agree on the assessment given by the Local Examiner, he can make the changes he deems appropriate;

4. The Certified Examiner must take all the time necessary to judge the candidates, in order to be able to make an in-depth and complete assessment.

SPECIAL NOTE:

IT IS NECESSARY TO OBTAIN THE PERMIT OF THE FRANCHISOR TO CONTACT A CERTIFIED EXAMINER THAT ARRIVES FROM ANOTHER SCHOOL FOR THE FINAL EXAM.

GUIDE TO PLANNING THE TROPHY BALL

1. TIME MANAGEMENT

to. Take on the commitment from the teachers regarding the number of students who will participate, at least two or three months in advance;

b. Set the date and time of your Trophy Ball at least two or three months in advance;

c. Notify external examiners at least two or three months in advance of the event date.



contacting the Examiner;

Remember that permission must be obtained from the Franchisor before

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- d. Set a deadline for the Final Exam on School Figures before printing the program;
- is. Provide staff members with scheduling;
- f. Check your supply of Trophies, Diplomas and medals at least two months in advance.

2. CURING PUBLIC RELATIONS

- to. Advertising: Hang posters / posters and communications inside the school;
- b. Mail or letters: Send invitations to all students, asking them to bring guests;
- c. Talk about it during interviews, at the end of lessons or in groups.



3. FIX THE ORGANIZATIONAL PHASES

A. The reservation of the ballroom should be made at least 4/8 weeks in advance in case you plan to do the event out of the office.

Booking many hotels requires an advance of approximately 4/6 months. In some cities they have to be done even a year in advance;

B. If you want to have live music, book the orchestra 6/8 weeks in advance and remind them of their presence also the day before the event. If there is no orchestra availability, ask for a good DJ for the evening;

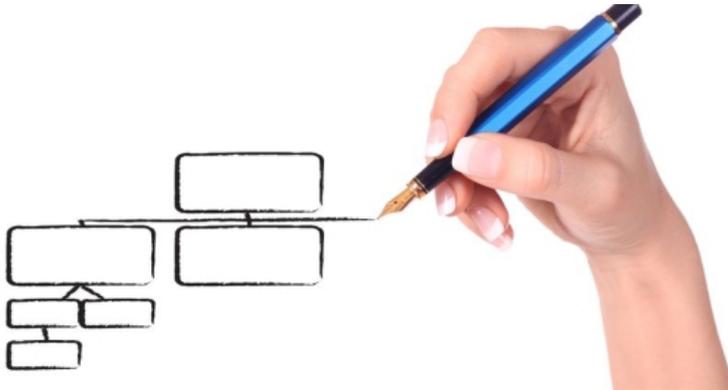
C. Arrange chairs and tables at least two weeks before the event.

If necessary, ask for the collaboration of a lighting officer;

A. D. If you need them you can rent costumes for the occasion;

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B make sure you have a microphone, take care of it at least two weeks before; Assign a ballroom decorator.



If not provided by the hotel, take care to book refreshments at least two weeks in advance;

B. Assign a teacher who is responsible for assigning tables and chairs;

C. Print the program of the event at least two weeks in advance.

4. PROGRAM

to. Exhibition: choose a dance for each group of students brought to the Trophy ball;

b. Music: During the evening, propose a dance evening with or without orchestra in order to have an audience to celebrate the students;

c. Seats: Reserve special seats for long-term students and guests;

d. Theme: Choose a theme, decorate the room with appropriate decorations;

is. Exhibition: Display an attractive area in the ballroom with Trophy Ball trophies and diplomas;

f. Speech: Organize the Examiner's speech.

g. Make sure that all members of the School have a happy mood and that they work to bring the energy level of the students to a high level.

5. GENERAL INFORMATION

to. Music must be loud enough to be heard by everyone: viewers must hear the rhythm;

b. Make sure to offer updated and quality music;

c. Make sure that the tempo is fast enough to offer good animation and slow enough to allow for good execution of steps and stylistic variations;



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- d. The Franchisee or the Manager should preview all the performances and their music, to check their speed, style, etc.
- is. Assign someone to check the correct operation of the audio system;

- f. Plan a schedule that marks the times and do everything possible to follow it, especially in the evening;

- g. Do not allow the staff to drink alcohol during the event;

- h. Make sure that the presentations between the students and the Examiner take place throughout the course of the evening.
Your staff members must also be trained in this aspect;

- the. School employees are not allowed to dance together during the evening, except for any scheduled performances.
We are here for the benefit of the students:
- j. The layout of the ballroom and the arrangement of tables and chairs must favor the comfort of the students and the examiner.