



U.S. Soo Bahk Do Moo Duk Kwan Federation Inc.®

Certified Instructor Newsletter

June 1997

Published in keeping with the Federation's chartered purposes to help Certified Instructors stay abreast of the latest information and to focus Federation members' efforts on improving human relations and pursuing world peace by encouraging the continued study of Grand Master Hwang Kee's Soo Bahk Do Moo Duk Kwan.

ATTENTION INSTRUCTORS:

We're only 6 weeks away from the 19th Annual National Championships! Are you ready? Have you committed? Please distribute the registration forms to your students today!!

HELP WANTED

Stenographers

The Board of Directors is seeking an individual(s) with stenography skills to assist in our upcoming Board meeting July 11 & 12th. This will be on a volunteer basis. In return for services the Federation is offering free Nationals entry fees. It's an opportunity for someone to get more involved, as we are a member driven organization.

The meeting will be held in Springfield, NJ and can be covered by more than one individual in different shifts. It is scheduled to run from 8:00 a.m. until 6:00 p.m. Please contact Sa Bom Phil Duncan at (973) 467-3971.

IMPORTANT!!

Please notify all students *to get to Cherry Hill, NJ from the Philadelphia Airport you use the Walt Whitman Bridge*, (not the Waltham Bridge as printed on the directions in the Nationals packet).

Federation Headquarters has a new area code: 973.

Update your records now.

Class Management, Renewals & Stats ~ Section Two

*Excerpts from World Moo Duk Kwan Instructor Clinic, Cherry Hill, NJ ~ 3/10/97
The following information was compiled by Sa Boms Garaguso & Waters*

CLASS MANAGEMENT

Once you have signed up your new student, you must continue to help them achieve their goals in the classroom. It is in the classroom is where you will be getting them ready to *renew* and eventually reach Cho Dan in Soo Bahk Do Moo Duk Kwan.

Schedules

Avoid having students attend classes whenever they choose. This may lead to drop outs. Students who train when they want are excited at the beginning, but studies show they burn out quickly. Have students train an average of two or three times each week. In addition, have your students give you a practice schedule they will follow at home.

Twice a week at the studio and twice at home is a great way for students to see progress. (The fact you trained seven days a week is an exception rather than a rule.)

Time frames of classes vary. Some dojangs are happy with 2 hour classes while others are comfortable with 45 minutes. Class lengths should depend

on the nature of the class. Adults need longer classes and children perform better with shorter ones.

Lesson Plans

Have a lesson plan. Be prepared. You have told new students your are professional - your actions must reflect your words.

Break our Moo Duk Kwan time requirements and curriculum into monthly or weekly cycles, i.e., the few weeks after testing introduce new Ki-cho and Hyung exercises; follow with Il Soo Sik instruction and application, then cover new Ho Sin Sul. Review the week or two before tests. It can be valuable time for pretests and Kyok Pa practice.

Classes by Rank

Beginners need a lot of attention, so whenever possible hold separate white belt classes. If your situation allows, break down other classes by rank, too. If you don't have many assistants, suggest they help with beginner classes.

continued on page 2.

Feedback

Students need to see progress if they are going to stay with you to Cho Dan. Our ranking system is one outstanding way for students to see their progress ~ feedback is another.

Children need different feedback than adults. Praise the effort of younger students and give brief corrections. **Don't expect children to perform like adults.** Be selective in your corrections and be sure not to over correct.

Adults need less praise but constant feedback in order to improve themselves. They want and need your feedback but don't be too critical!

As Moo Duk Kwan practitioners we're always working on human relations therefore we need to ask ourselves, 'is my style of teaching improving or damaging human relations?'

Tracking Attendance

Attendance cards or sign up sheets are a must. If you do not see your students in class, give them a call. This, too, can help avoid drop outs.

RENEWALS

If 40% of your business is new students and the remaining 60% is signing existing students to longer agreements, then you're on your way to financial success.

Timing

Don't wait until the student's first program has expired to approach them for a renewal. Don't assume they will continue to train because they are currently happy or they like you. Set up a renewal conference after they've passed a belt exam - preferably 7th or 6th gup.

Renewal Conference

This can be done in person or over the phone. Keep these conferences as simple as possible.

A suggestion is to ask them three simple questions:

Past: 'Let's go back to when you first registered. What were your original reasons for signing up?' (This will reconnect them to the excitement they experienced when they signed up.)

Present: 'Have you achieved your goals?' (This helps determine if they have achieved their goals. If they have not achieved their goals then your renewal conference becomes an opinion conference.)

Future: 'Would you like to continue to work on them ~ what are your new goals?'

Since you are following through on original commitments, 60% or more of your students should continue. A positive response to the **future** question assumes that they will continue with your program. At this point you can ask them when would be a good time to register for the next program and make an appointment to complete the paperwork.

Three Year Programs

Offering 3 year programs is a must. If your goal is to get students to Cho Dan, why not get them on a program that will make your job easier? It's time consuming to renew students one year at a time.

Perks of a 3 year program may be:

- 1.) *Reduced tuition.*
- 2.) *Training three days per week.*
- 3.) *Special monthly Club activities - these could be classes or outings.*
- 4.) *Special recognition - put these students' names up in a designated area.*
- 5.) *Being part of a group of people with similar goals and purposes.*

A three year program does not guarantee students will reach Cho Dan at its conclusion.

Renewals are Easy

If you teach great classes and if your students are achieving their goals then they all should continue to Cho Dan. Most will go one year at a time and some will commit to 3 year programs.

Renewals don't cost anything - you don't need to advertise - all you need to do is teach great classes!

STATISTICS

Statistics are vital to management. They indicate your strong and weak areas. Be sure to track the following:

- 1.) *Information calls - keep track of anyone that requests information.*
- 2.) *Appointments made*
- 3.) *1st Intro Lessons given*
- 4.) *2nd Intro Lessons given*
- 5.) *Extensions signed*
- 6.) *Renewals signed*
- 7.) *Advertising costs - All monies spent for advertising. Include print, radio, yellow pages, flyers, etc. Divide the total by the number of info calls you received. This tells you how effective your advertising dollars are.*
- 8.) *Total Gross - dollars taken in by all services and sales at the studio*

How Statistics Help Manage

Follow the 80% Rule. If you get 10 calls a week, 8 should make appointments. If 8 make appointments, 6 should come in. If 6 come in, 4 or 5 should sign up. 2 or 3 of those should renew at the end of their first year.

If you have ten info calls and only made two appointments, you need to improve your phone skills. If eight people made appointments and only three came in, you need to confirm your appointments the night before. If ten people took intro lessons and ten signed up you're doing a great job! 🐉

U.S. Soo Bahk Do
Moo Duk Kwan Federation

Instructors ~
please distribute
registration
information
immediately!

1997
National
Championships

Official

Soo Bahk Do

August 14 - 16

The Hilton Hotel ~ Cherry Hill, New Jersey

Thursday, August 14th:

All Rank T.A.C. Clinics
Judge and Referee Clinic
T.A.C. Preview of all team forms

Friday, August 15th:

Dan Competition
Team Hyung Competition
T.A.C. Demonstration

Saturday, August 16th:

Ko Dan Ja Sequence Sparring
Gup Competition
Grandmaster's Banquet
Children's Celebration
U Dan Jan tournament

New Pal Kwe Division!

Check out page 5 for more details.

For additional information call
Federation Headquarters
(973) 467-3971 or see your instructor



Region 4 Donates \$1,400 to Federation

On April 26th, Sa Boms Steve Diaz and Phil Bartalocci conducted clinics for 120 students at Sa Bom Kendall Jenkins' Port Richey studio in Fl.

The day began at 7:30 a.m. with a Sa Bom Bartalocci's clinic for all Ko Dan Ja and Dan members reviewing Federation sparring combinations, (*found in the back of the instructional guides*), with an emphasis on *Sang Dae*.

Sa Bom Diaz taught a 9:00 a.m. clinic for all practitioners covering the use of the huri in kicking. Sa Bom Bartalocci wished every Soo Bahk Do practitioner could have attended that clinic, "it was incredibly dynamic and educational!".

The clinics were followed by Region 4's Dan Test and the day ended with good food and friends at the evenings's banquet. Thanks to the support and assistance of Sa Boms Art Pryor, Sue Robin and Kendall Jenkins Region 4 was able to raise \$1,400 which was donated to the U.S. Soo Bahk Do Moo Duk Kwan Federation.

This donation is a direct application of the Grand Master's philosophy ~ "we're at our best when helping others."

Soo Bahk!

Correction to 1997 Federation Officials List

We apologize for the oversight, but Sa Bom Fred Messersmith was left off the list of Elected Board Members in the last Instructor Newsletter. He was elected this year to replace Sa Bom Ted Mason and can be reached at: (310) 533-6058. Congratulations!

Gup Newsletter

If your dojang did NOT receive the last issue of the gup newsletter, please contact Federation Headquarters. The most recent issue was distributed in May and should have been received by all certified studios by June 15th.

REGION 2, IT'S UP TO YOU!!

This is the first time in 7 years the Nationals will be held within Region 2 putting the Region in position to make this year's event a benchmark for all future competitions.

With over 45 studios, 50 Sa Boms, 850 Dan members and 4,000 gup members, everyone is anxiously awaiting to see how incredible this nationals turns out! Region 2's Senior Regional Examiner, Sa Bom Frank Bonsignore will be the event host. If anyone would like to get involved, please contact headquarters. Next year Region 5 will be hosting the Nationals in Cincinnati, Ohio.

Foreign Participants Expected in Cherry Hill

This year we're expecting interational practitioners to participate in the Nationals. They will be arriving a few weeks before the event and we'd like as many studios owners as possible to welcome them as guests to your dojangs. Please contact Sa Bom Nim H.C. Hwang for more information.

Reminder for All Sa Boms and Kyo Sa's

If you have been a Sa Bom for more than four years or a Kyo Sa for more than three AND you haven't contacted Headquarters, please do so at (973) 467-3971 for your certification renewal application.

New Jersey Sales Tax

Enclosed you will find the New Jersey State Tax Form that needs to be completed by ALL studios. Please fill yours out and send it to Headquarters at:

P.O. Box 154
Springfield, NJ 07081

As of August 1, you will be charged State Sales Tax on all purchases if this form is not submitted.

Return Judging Registration Cards to HQ

Please have your Dans complete and return the judging preregistration cards to headquarters as soon as possible. The Nationals is quickly approaching and the more we administer before the days of competition, the more smoothly the tournament will function.

Please urge your Dan members to participate. They are the leaders of your dojang and can set the excitement level. Have them rally and encourage the gups to participate.

As every educator will endorse, leading by example is one of the most effective teaching tools available.

You're Invited...

...to the 1997 European Soo Bahk Do Championships. The Swiss Soo Bahk Do Federation is organizing this event. It will be held September 13th in Wald, Switzerland.

The World Moo Duk Kwan is extending invitations to all U.S Soo Bahk Do practitioners. Please refer to the page 6 of the May 1997 issue of the World Moo Duk Kwan newsletter for more information or contact Federation Headquarters.

More Studios Pledge Nationals Participation

The following studios have submitted their commitments:

Ct. Soo Bahk Do	4
<i>Sa Boms C. Minichino, J. Amico</i>	
Kirby's Soo Bahk Do	30
<i>Kyo Sa Jim Kirby</i>	
Worcester Soo Bahk Do	11
<i>Kyo Sa Walter Selens</i>	
Five Towns Karate Ctr.	25
<i>Sa Bom Dan Segarra</i>	
Hassett's Soo Bahk Do MDK	50
<i>Kyo Sa John Hassett</i>	

We're now just over 900 committed participants yet we still haven't heard from over 30 studios in Regions 1 & 2. Please send in your participation commitment today!



Direct From The Technical Advisory Committee

H.C. Hwang
Chairman Technical Advisory Committee

CAN I CHANGE MY INSTRUCTOR?

This question most often arises when tension occurs in the relationship between the student and the Instructor. I have never heard an Instructor say, "I want my students to choose another Instructor," but in our Federation's history there have been situations where a student has asked to change their Instructor. I hope this article will help improve the understanding of the unique relationship which is considered to exist between an Instructor and student in the Soo Bahk Do Moo Duk Kwan.

Soo Bahk Do Moo Duk Kwan is based on "Moo Do" principles. One of those principles involves the Instructor who you first encounter in your Moo Duk Kwan experience. The first introduction of the Moo Duk Kwan to you by an instructor is regarded as your "birth" in the Moo Duk Kwan and as such your instructor is regarded as your parent in the "Moo Do" world.

"Can you change who is your parent in the natural world?"

Once the relationship of student and instructor is bonded, it becomes one of the highest levels of commitment and discipline in our "Moo Do" practice to maintain this relationship through all obstacles. As in any relationship, the one between a student and an Instructor will experience times of stress and disharmony. There will be "good" days and "bad" days. This is natural in life.

Any relationship is easy to maintain during the "good" days, but it takes true application of "Moo Do" discipline to maintain the relationship during the "bad" days. As in life, all things are temporary and ever changing, so too will the "bad" days pass and be replaced with better ones when we apply our discipline and persevere through the trying times in our relationships.

The concept of Um Yang reminds us that it is not only the duty of the student to persevere during these "bad" days, but it is

also the duty of the Instructor to meditate on the source of discord in the relationship and seek to determine the truth about the cause of the disharmony. Just as it may not be easy for the student to persevere and maintain the relationship during the "bad" days, it may not be easy for the Instructor to be objective about all aspects of the origin of the conflict within the relationship.

Kwan Jang Nim reminds us in our membership code of conduct: "Seek truth; work at developing our highest moral character; strive for humility; love our country; sacrifice ourselves for justice; contribute by example, to the acceptance of Soo Bahk Do as the most genuine of martial arts; develop our endurance and value confidence and peace of mind."

Seeking the truth becomes essential, when students and Instructors experience conflict of an intensity which compels a student to ask, "Can I change my instructor?" It is at this time when both the student and the Instructor must seek to objectively evaluate their contribution to the maintenance of the relationship by asking another question,

"Did I contribute my portion to the common goal of our relationship?"

The answer each person discovers may not be easy to accept, but meditation and introspection are required during trying times if we are to improve the future of our relationships.

The concept of "Shim Gong" is not some unachievable ideal, it is the application of our art in our daily life and all our relationships. It is the application of every Key Concept in every action we take and every reaction we experience.

Our Moo Do Shim Gong holds the key to improving our relationships. It teaches us that a relationship should not be treated as something which can be disposed of, but rather as something unique and special

"The concept of "Shim Gong" is not some unachievable ideal, it is the application of our art in our daily life and all our relationships. It is the application of every Key Concept in every action we take and every reaction we experience."

which deserves to be preserved and nurtured through the "good" and "bad days."

Therefore, the practical matter of changing Instructors can be summarized as follows:

1. The person who is your original Instructor, will remain your instructor as long as they are active and available to you in the Soo Bahk Do Moo Duk Kwan.
2. If your Instructor is not available or active, you should seek to locate another Instructor to guide you in your future growth. You should always acknowledge your original Instructor in any presentation of your history.

Students cannot change who is their Instructor any more than a child can change who is their parent. Likewise Instructor's cannot change who is their student any more than a parent can change who is their child. Each must take the "good" with the "bad" and by doing so we may have the opportunity to learn more on the "bad" days than the "good."



NEW 3-4-5 YEAR OLD TINY TOT AND SPECIAL NEEDS DIVISIONS



In the preface of Volume 1, Grandmaster Hwang Kee cites several reasons for writing his book. One of those is, **"To concentrate especially on creativity as expressed in Soo Bahk Do and to show the deep and wide meaning of Soo Bahk Do."** It is in that spirit that the Technical Advisory Committee has added a new **"Imagination"** division for tots and students with special needs. At the 1997 National Championships, each participant will be permitted to demonstrate whatever they do best. A special set of judging rules will be used which will ensure that every participant will be recognized for their demonstration. The award they receive will be related to their application of **Key Concepts** during their performance, rather than for their competitiveness. The judges expectations of the participants in these divisions will be based on their age and natural abilities.

★ ★ ★ ★ **Pal Kwe Division** ★ ★ ★ ★
(Eight Directions)

Tiny tots 3-4-5- years old

In the Pal Kwe Division for Tiny Tots, each participant will perform two different demonstrations and be evaluated on their combined performance. The judges will be seated on each corner of the ring as normally positioned to judge sparring matches with a center referee controlling the action. **First**, participants will be paired with an appropriate partner and seated at the ring's edge. Then one student will be called into the ring to perform the **Mu Sang** (imagination) portion of their demonstration. The student will be allowed to do whatever they are most skilled at from the Soo Bahk Do basics or hyungs for up to 30 seconds. **Second**, the other participant will be called into the ring to perform the **Mu Sang** (imagination) portion of their demonstration for up to 30 seconds. **Third**, both participants will be called into the ring at the same time for a **Ja Yu Deh Ryun** (sparring) match lasting a maximum of 60 seconds. Finally, using special evaluation rules established by the Chairman of the T.A.C., the referee will call for the judges decision and each judge will display one of three colored cards indicating their evaluation of the participant's best application of one of three Key Concepts during their demonstration. Each judge may award the student one of the following:

Blue Card indicates a superior demonstration of Chung shin tong II = Concentration

Red Card indicates a superior demonstration of Yong Gi = Courage

Yellow Card indicates a superior demonstration of In Neh = Endurance

The majority of any color awarded to a participant will determine the award which the student shall receive; however, should there be a tie, the center referee shall make the final decision. For example, if the five judges raise a combination of 1 red, 2 yellow and 2 blue cards, the center referee shall decide the area of superior performance. Every participant will receive a medal with a colored ribbon indicating their award.

★ ★ ★ ★ **Pal Kwe Division** ★ ★ ★ ★
(Eight Directions)

Students with special needs

In the Pal Kwe Division for students with special needs, each participant will perform a single demonstration and be evaluated on their performance.

Participants will be called into the ring one at a time to perform the **Mu Sang** (imagination) portion of their demonstration. The student will be allowed to do whatever they are most skilled at from the Soo Bahk Do basics or hyungs for up to 60 seconds.

The judging and award rules are the same as those for the Pal Kwe Tiny Tots Division.

******* ALL PARTICIPANTS MUST BE FEDERATION MEMBERS *******

U.S. Soo Bahk Do Moo Duk Kwan Federation

June 1997 Certified Studio List

Region 1 ~ ME, NH, VT, RI, MA, CT

Bay State Soo Bahk Do
Middletown, MA 01949
Sa Bom James Harwood, (508) 777-8376

Cape Cod Soo Bahk Do
Dennisport, MA 02639
Mr. Thomas Huettener, ()

Worcester Soo Bahk Do
Holden, MA 01520
Kyo Sa Walter Selens, (508) 829-4677

Connecticut Soo Bahk Do
Stratford, CT 06497
Sa Bom Catherine Minichino, (203) 378-7039

Kirby's Soo Bahk Do
Danbury, CT 06811
Kyo Sa James Kirby, (203) 730-0304

Norwalk Karate
Norwalk, CT 06851
Ms. Shelley Lindstrom, (203) 866-1381

Olmedo Soo Bahk Do
Greenwich, CT 06830
Mr. Roberto Olmedo, (203) 459-9779

Region 2 ~ NY, NJ, PA, MD, DE, DC

The Academy
Oswego, NY 13126
Kyo Sa Derek Luch, (315) 343-5187

Amaral Karate Academy
Ellenville, NY 12428
Kyo Sa Cort Lee Stinehour, (914) 647-2421

Barans Soo Bahk Do
Fishkill, NY 12524
Sa Bom Alex Baran, (914) 896-2245

Five Towns Karate Center
Lawrence, NY 11559
Master Dan Segarra, (516) 239-6608

Frampton's Karate
New Windsor, NY 12553
Sa Bom Ed Frampton, (914) 565-4729

Hudson Valley Soo Bahk Do
Poughkeepsie, NY 12603
Kyo Sa Peter Antonelli, (914) 298-2506

Hwang Soo Bahk Do LI
Williston Park, NY 11596
Sa Bom Charles Water, (516) 742-1770

Karate Mountain
Marlboro, NY 12542
Kyo Sa Keith Duncan, (914) 236-1250

Kingston Soo Bahk Do
Kingston, NY 12401
Sa Bom Keith Bennett, (914) 331-0009

Kwon's Karate
Manhasset, NY 11030
Sa Bom H.Y. Kwon, (516) 629-8500

Moo Duk Kwan Academy
Liberty, NY 12754
Kyo Sa Joseph Poppo, (914) 292-1800

Mountainside Karate Studio
Stamford, NY 12167
Kyo Sa George Curbelo, (607) 652-2127

Pyong Ahn Institute of Soo Bahk Do
New Rochelle, NY 10805
Sa Bom William Johns, (914) 632-3995

Soo Bahk Do Karate New Paltz
New Paltz, NY 12561
Kyo Sa Tom Reisman, (914) 255-2958

Warwick Karate
Port Jervis, NY 12771
Sa Bom Jere Klein, (914) 986-4744

Westchester Soo Bahk Do
Mt. Kisco, NY 10549
Kyo Sa Neil Davino, (914) 666-0916

Winding River Karate Studio
Binghamton, NY 13905
Sa Bom Frank Schermerhorn, (607) 772-6121

Antero Karate
Hinella, NJ 08083
Kyo Sa Hector Rodriguez, (609) 435-8795

Brnich Karate
Deptford, NJ 08096
Mr. Thomas Brnich, (609) 853-8977

Dinoto's Karate Center
Cherry Hill, NJ 08034
Master Michael Dinoto, (609) 235-0414

Fortunato Karate
Sewell, NJ 08080
Kyo Sa James Fortunato, (609) 404-0402

Garaguso's Karate
Williamstown, NJ 08094
Sa Bom Michael Garaguso, (609) 728-3315

Ginyard Achievement Center
Cherry Hill, NJ 08034
Sa Bom William Ginyard, (609) 429-1388

Hassett's Soo Bahk Do Moo Duk Kwan
Mays Landing, NJ 08330
Kyo Sa John Hassett, (609) 625-7255

Hwang Soo Bahk Do, Bayonne
Bayonne, NJ 07002
Kyo Sa Lou Legregin, (201) 792-7299

Hwang Soo Bahk Do, Flemington
Flemington, NJ 08822
Kyo Sa David Cascais, (908) 806-7271

Hwang Soo Bahk Do, Freehold
Freehold, NJ 07728
Sa Bom John Cuoco, (908) 866-9744

Hwang Soo Bahk Do of Gilette
Gilette, NJ 07933
Sa Bom Linda Morey, (908) 647-4194

Hwang Soo Bahk Do, Kearny
Kearny, NJ 07032
Kyo Sa Denise Mullin, (201) 998-8190

Hwang Soo Bahk Do
Springfield, NJ 07081
Sa Bom Nim H.C. Hwang, (201) 467-3939

Losasso Karate
Williamstown, NJ 08094
Kyo Sa Jim Losasso, (609) 728-4847

Myer's Tang Soo Do Mind Body Fitness
Magnolia, NJ 08049
Kyo Sa Ed Myer, (609) 768-8197

Princeton Soo Bahk Do
Plainsboro, NJ 08536
Kyo Sa Chris Eubanks, (609) 275-8417

Seo's Karate
Hoboken, NJ 07030
Sa Bom Yeon Seo, (201) 217-8282

Cap's Academy of Soo Bahk Do
Clark's Summit, PA 18411
Master Al Caponigro, (717) 961-5425

Hamlin Karate
Hamlin, PA 18427
Sa Bom Matthew Homisak, (717) 689-7775

Highland Soo Bahk Do
Honesdale, PA 18431
Kyo Sa Larry Reynolds, (717) 253-4171

Scranton YMCA Soo Bahk Do
Scranton, PA 18505
Sa Bom Mary Ann Walsh, (717) 343-7033

Vatan's Soo Bahk Do
Gaithersburg, MD 20879
Kyo Sa Mohamed Vatan, (301) 330-8549

Region 3 ~ VA, WV, NC, TN, KY, SC

Fisher's Tang Soo Do
Fredericksburg, VA 22401
Sa Bom Alvin Fisher, (301) 932-0386

Hampton Roads Soo Bahk Do
Chesapeake, VA 23320
Sa Bom James Donnelly, (757) 482-9259

Spotsylvania Soo Bahk Do
Fredericksburg, VA 22407
Kyo Sa Sharon Elder, (540) 786-5009

Virginia Soo Bahk Do
Woodbridge, VA 22192
Kyo Sa Robert Schmitt, (703) 491-6996

Unified Martial Arts VA Tech
Blacksburg, VA 24063
Mr. Joseph Scholz, (540) 961-3764

Soo Bahk Do of Cary
Cary, NC 27511
Sa Bom Daniel Bannard, (919) 461-8400

Oak Ridge Soo Bahk Do
Oak Ridge, TN 37830
Kyo Sa David Broughton, (615) 482-1351

Long Run Soo Bahk Do
Louisville, KY 40245
Kyo Sa George Harkness, (502) 241-1085

Brown's School of Soo Bahk Do
Aynor, SC 29511
Sa Bom Gary Brown, (803) 756-2787

Brown's Soo Bahk Do
Loris, SC 29569
Sa Bom Gary Brown, (803) 236-3636

Region 4 ~ FL, GA, AL, MS, LA, PR, VI

Brandon Classic Karate
Valrico, FL 33594
Kyo Sa George Papabeis, (813) 684-7805

East Winds Karate
Cocoa, FL 32927
Sa Bom Doris Phillips, (407) 632-6827

Family Karate Center
Plantation, FL 33324
Kyo Sa Allen Abdul, (954) 424-2600

Felipe Soo Bahk Do
Leisure City, FL 33030
Mr. Felix Felipe, (305) 247-4152

Heritage Soo Bahk Do
Merritt Island, FL 32953
Mr. Ronald Heist, (407) 454-9942

Jenkins Korean Soo Bahk Do
Port Richey, FL 34673
Sa Bom Kendall Jenkins, (813) 862-8102

L. Jones Soo Bahk Do
Atlantic Beach, FL 32333
Master Larry Jones, (904) 724-0944

N. Marion School of Karate
Anthony, FL 32617
Sa Bom Lisa Donnelly, (352) 629-0440

Phoenix Rising Soo Bahk Do
Homestead, FL 33030
Kyo Sa Gerald Ausflug, (305) 247-7507

Pine Soo Bahk Do
Plantation, FL 33317
Kyo Sa Steve Puleo, (954) 583-3448

Pine Ridge Soo Bahk Do
Coral Springs, FL 33065
Sa Bom Art Pryor, (954) 340-4408

Sacred Heart Moo Duk Kwan
Dade City, FL 33525
Kyo Sa Meredith, (352) 567-1585

South Dade Soo Bahk Do
Leisure City, FL 33033
Master Charles Miley, (305) 246-1185

Seven Stars Soo Bahk Do
North Port, FL 34287
Ms. Bonnie Zambo, (941) 423-7407

Atlanta Soo Bahk Do
Atlanta, GA 30328
Sa Bom Phil Bartolacci, (404)252-1257

Louisville Soo Bahk Do
Louisville, GA 30434
Master William Snider, (912) 625-3320

Victory Soo Bahk Do
Louisville, GA 30434
Master Jimmy Adams, (912) 727-2876

Waco Soo Bahk Do
Davisboro, GA 31018
Kyo Sa David Cobb, (912) 348-5722

Diaz Soo Bahk Do
Mobile, AL 36618
Sa Bom Steve Diaz, (334) 645-2642

Gulf Coast Soo Bahk Do
Ocean Springs, MS 39564
Kyo Sa David Kingman, (601) 875-7576

Gonzales Karate Club
Sorrento, LA 70778
Kyo Sa Don Hutchinson, (504) 673-9660

Region 5 ~ MI, IL, IN, OH

Korean Soo Bahk Do Academy
Flint, MI 48503
Sa Bom Wilton Bennett, (810) 744-2057

Lake Superior Soo Bahk Do Academy
Marquette, MI 49855
Ms. Joyce Tredeau, (906) 226-4723

Lincoln Park Soo Bahk Do
Lincoln Park, MI 48146
Mr. Michael Hurst, (313) 281-9043

Russ Hanke Soo Bahk Do College
Wyandotte, MI 48192
Sa Bom Russ Hanke, (313) 282-2212

Wayne-Westland Tang Soo Do
Canton, MI 48188
Kyo Sa Pat Preville, (313) 721-7044

West Michigan Moo Duk Kwan
Rockford, MI 49341
Mr. Jeff Weemes, (616) 866-8577

Academy of Martial Arts Manteno
Manteno, IL 60950
Kyo Sa Jason J. Yeates, (815) 468-8455

Lemner's Soo Bahk Do
Bradley, IL 60915
Sa Bom Steve Lemner, (815) 935-0719

Two Rivers Soo Bahk Do
Carrollton, IL 62016
Sa Bom David Beiermann, (618) 463-9828

Lee Korean Soo Bahk Do
Mahomet, IL 61853
Kyo Sa John Lee, (217) 586-4131

Universal Soo Bahk Do Praxieum
Alton, IL 62002
Sa Bom George Manns, (618) 465-5904

Brookville, Soo Bahk Do
Laurel, IN 47024
Kyo Sa Bradley Ruf, (317) 698-2272

Cho's Karate
Columbus, OH 43235
Kyo Sa Monty Fulk, (614) 792-1113

Cho's Moo Duk Kwan Center
Gahanna, OH 43230
Kyo Sa Rick Jones, (614) 476-1985

U.S. Soo Bahk Do Moo Duk Kwan Federation ~ June 1997 Certified Studio List, page 2

Region 5 ~ MI, IL, IN, OH (cont'd)

Countryside Soo Bahk Do YMCA
Lebanon, OH 45036
Mr. James Smith, (513) 494-2957

Dayton Martial Arts Center
Dayton, OH 45417
Master Howard Long (937) 268-8130

Hwang's Korean Karate
Cincinnati, OH 45242
Kyo Sa David McClure, (513) 574-7300

Korean Karate Center
Lakewood, OH 44107
Sa Bom Marlene Kachevas, (216) 521-9067

The Moo Duk Kwan Center
Lakewood, OH 44107
Sa Bom Lisa Kozak, (216) 221-2667

Tipp City Soo Bahk Do Center
Tipp City, OH 45371
Kyo Sa Tracey Phillips, (513) 845-9188

US Chapter Moo Duk Kwan
Piqua, OH 45358
Kyo Sa W. Mikolajewski, (513) 773-9668

Region 6 ~ MO, KS, OK, AR, TX

Oklahoma Soo Bahk Do
Bartlesville, OK 74003
Sa Bom Rick Bailey, (918) 251-8877

Ponca City Soo Bahk Do
Ponca City, OK 74602
Sa Bom Craig Wittmer, (405) 762-3672

Pryor Soo Bahk Do
Vinita, OK 74301
Kyo Sa Bill Hockman, (918) 256-5793

Sapulpa Soo Bahk Do
Broken Arrow, OK 74011
Kyo So Mark Teague, (918) 224-4341

Vinita Soo Bahk Do
Vinita, OK 74301
Kyo Sa Bill Hockman, (918) 256-5793

Arkansas Moo Duk Kwan
El Dorado, AR 71730
Kyo Sa James Bennett, (501) 863-8753

AFF Soo Bahk Do
Haltom City, TX 76117
Master Mike Tanner, (817) 838-9360

Butz Soo Bahk Do
Midland, TX 79706
Kyo Sa Charles Butz, (913) 684-5816

Dallas Soo Bahk Do
Dallas, TX 75231
Kyo Sa Sterling Cannon, (214) 692-5570

Gladewater Soo Bahk Do Karate
Gladewater, TX 75647
Kyo Sa J.C. Cox, (903) 845-1503

Irving Soo Bahk Do
Grand Prairie, TX 75052
Sa Bom Brian Wilbourn, (214) 606-0259

KSC Memorial Soo Bahk Do Carthage
Elysian Fields, TX 75642
Sa Bom Gene Riggs, (903) 633-2445

KSC Memorial Soo Bahk Do Henderson
Henderson, TX 75652
Sa Bom Phil Duncan, (903) 657-1127

KSC Memorial Soo Bahk Do Jacksonville
Rusk, TX 75766
Kyo Sa Bernice Halbert, (903) 586-0961

KSC Memorial Soo Bahk Do, Marshall
Marshall, TX
Sa Bom Gene Riggs, (903) 935-0835

East Texas Soo Bahk Moo Duk Kwan
Longview, TX 75604
Sa Bom Kris Poole, (903) 297-2501

Lackland School of Soo Bahk Do
San Antonio, TX 78250
Kyo Sa Hiram Turner, (210) 670-6163

Mesquite Soo Bahk Do
Dallas, TX 75238
Sa Bom Cash Cooper, (214) 506-1133

Milberger's Soo Bahk Do Karate
Houston, TX 77070
Kyo Sa Bill Milberger, (281) 894-5555

Soo Bahk Do Moo Duk Kwan Houst
Stafford, TX 77477
Kyo Sa Ron Williams, (281) 983-9901

Region 7 ~ WI, ND, SD, NE, IA, MN

Courage Center Soo Bahk Do
Blaine, MN 55434
Mr. Joe Weinbeck, (612) 786-8315

Highland Park Soo Bahk Do
Minneapolis, MN 55419
Kyo Sa Jack Kelly, (612) 822-5450

Linwood Soo Bahk Do
Saint Paul, MN 55116
Mr. Michael Kelly, (612) 699-4485

Minnesota Karate Junction
Falcon Heights, MN 55113
Sa Bom Karl Bradford, (612) 641-1280

Minnesota Tang Soo Do Association
Roseville, MN 55113
Sa Bom Larry Seiberlich, (612) 489-7925

North Hennepin Soo Bahk Do
Blaine, MN 55434
Kyo Sa Steve Peterson, (612) 784-6144

Prairie Training Center
Appleton, MN 56208
Kyo Sa Brian Koehn,

Sauk Centre Soo Bahk Do Karate
Sauk Centre, MN 56378
Kyo Sa B. Westbrook, (612) 352-3376

Southeastern Minnesota Soo Bahk Do
Rushford, MN 55971
Sa Bom Bryan Van Gorp, (507) 864-7061

St. Cloud Soo Bahk Do
St. Cloud, MN 56301
Sa Bom Bill Nelson, (612) 259-8736

Stillwater Soo Bahk Do
Stillwater, MN 55082
Kyo Sa Dan Ellenbecker, (612) 430-2076

Iowa Soo Bahk Do
Waterloo, IA 50701
Kyo Sa Steven Decker, (319) 236-5052

Region 8 ~ CO, NM, AZ, UT, ID, WY, MT

Flatirons Soo Bahk Do
Boulder, CO 80301
Kyo Sa Rob Feeley, (970) 444-6526

Moo Duk Kwan of Crested Butte
Crested Butte, CO 81224
Kyo Sa Andy Tyzzer, (303) 349-6753

Rocky Mountain Martial Arts
Aspen, CO 81612
Sa Bom Jeff Moonitz, (970) 925-8099

Rocky Mountain Martial Arts
Basalt, CO 81612
Sa Bom Jeffrey Griggs, (970) 927-3468

Soo Bahk Do Institute
Parker, AZ 85344
Kyo Sa Rick Paterson, (520) 667-2330

Sawtooth Martial Arts
Hailey, ID 83333
Sa Bom Oliver Whitcomb, (208) 788-7668

Kalispell Martial Arts Soo Bahk Do
Whitefish, MT 59937
Kyo Sa Ginny Wilcox, (406) 862-8288

Montana Soo Bahk Do
Whitefish, MT 59937
Kyo Sa Greg Bryan, (406) 862-5957

Region 9 ~ CA, NE, HI

Ah Po's Tang Soo Do
Sacramento, CA 95864
Sa Bom Andy Ah Po, (916) 487-0544

Aliso Vieao Soo Bahk Do
Aliso Vieao, CA 92656
Kyo Sa Danny Lockhart, (714) 454-9252

Davis Soo Bahk Do
Davis, CA 95616
Kyo Sa Kathleen Holder, (916) 442-8031

Desert Soo Bahk Do
Palm Springs, CA 92262
Kyo Sa Theresa Nutley, (619) 322-9064

Fallbrook Y.M.C.A.
Vista, CA 92083
Master Gus Poletti, (619) 723-8838

Francis Tang Soo Do
Lemon Grove, CA 91945
Sa Bom Lloyd Francis, (619) 697-1184

Francis Tang Soo Do
San Diego, CA 92105
Sa Bom Lloyd Francis, (619) 280-1191

Gardena Soo Bahk Do
Gardena, CA 90247
Sa Bom Michael Reyes, (310) 516-6766

Guerra's Soo Bahk Do Karate
Murrieta, CA 92563
Kyo Sa John Guerra, (909) 677-1261

Jang's Soo Bahk Do
Santa Barbara, CA 93101
Sa Bom D.K. Jang, (805) 962-6456

Kenyon's Soo Bahk Do
San Diego, CA 92109
Sa Bom Daymon Kenyon, (619) 483-3330

Kenyon's Soo Bahk Do, Carmel
Cardiff, CA 92007
Kyo Sa Mike Wiener, (619) 487-2250

Kenyon's Soo Bahk Do, El Cajon
San Diego, CA 92117
Mr. Mike McKenna, (619) 401-9900

Kenyon's Soo Bahk Do, Kearny-Mesa
San Diego, CA 92111
Sa Bom Daymon Kenyon, (619) 492-1188

Kenyon Soo Bahk Do, La Costa
Carlsbad, CA 92009
Sa Bom Daymon Kenyon, (619) 632-8019

Kenyon's Soo Bahk Do, La Jolla
San Diego, CA 92117
Mr. William Borja, (619)

Kenyon's Soo Bahk Do, Solana Beach
Solana Beach, CA 92075
Sa Bom Daymon Kenyon, (619) 792-7775

Lakewood Soo Bahk Do
Lakewood, CA 90712
Sa Bom George Dolby, (213) 423-8481

Lomita Park Soo Bahk Do
Harbor City, CA 90710
Kyo Sa Joshua Duncan, (310) 530-1886

Moore's Soo Bahk Do Moo Duk Kwan
Lake Elsinore, CA 92530
Mr. Bruce Moore, (909) 244-4249

Oceanside Tang Soo Do Institute
Carlsbad, CA 92008
Sa Bom Ted Mason, (760) 729-2828

Palm Springs Soo Bahk Do
Palm Springs, CA 92262
Sa Bom Ken McNeel, (619) 320-1823

Redwood Coast Soo Bahk Do
Eureka, CA 95503
Sa Bom Ken McNeel, (619) 320-1823

Sierra Soo Bahk Do
Sonora, CA 95370
Kyo Sa Steve Grant, (209) 532-1263

South Bay Moo Duk Kwan
Torrance, CA 90501
Sa Bom Fred Messersmith, (310) 533-6058

Thai's Soo Bahk Do
San Diego, CA 92126
Kyo Sa Thomas Thai, (619) 561-4798

Visalia Soo Bahk Do
Exeter, CA 93221
Kyo Sa Nancy Frank, (209) 592-6297

West Coast Soo Bahk Do
Corona, CA 91719
Sa Bom Steve Ross, (909) 280-9655

Yuba Sutter Soo Bahk Do
Yuba City, CA 95933
Sa Bom Steve Propst, (916) 755-3010

Maui Soo Bahk Do Moo Duk Kwan
Makawao, HI 96768
Kyo Sa Rich Wilcox, (808) 871-6996

Region 10 ~ WA, OR, AS

Camas Fitness & Self Defense
Camas, WA 98607
Sa Bom Bob Shipley, (360) 834-7250

Channel Town Soo Bahk Do
LaConner, WA 98257
Kyo Sa Curt McCauley, (360) 466-2221

Diaz Academy of Soo Bahk Do
Burlington, WA 98233
Kyo Sa Enrique Diaz, (360) 755-1432

Diaz Soo Bahk Do
Kent, WA 98031
Kyo Sa Mary Diaz, (360) 639-1035

Fairchild Soo Bahk Do
Spokane, WA 99205
Kyo Sa Barry Blackerby, (509) 247-2791

Northwest Soo Bahk Do
Seattle, WA 98118
Kyo Sa Jason Coleman, (206) 722-9480

Puget Sound Karate
Everett, WA 98208
Kyo Sa Alan Jones, (206) 787-7864

Skagit Valley Soo Bahk Do Karate
Mt. Vernon, WA 98273
Kyo Sa Adam Heller, (360) 336-5247

Valley Karate
East Wenatchee, WA 98802
Kyo Sa Shelley Gandy, (509) 884-8680

Whidbey Island Karate
Greenbank, WA 98253
Mr. Richard O'Donovan, (360) 678-3209

THE GREENSHEET®

IDEAS TO HELP YOUR STUDIO GROW

In This Issue: HOW YOUR YOUNGER STUDENTS (CHILDREN) CAN BRING YOU MORE STUDENTS, PLUS A STUDENT/PARENT BEHAVIORAL INCENTIVE PROGRAM!

BUDDY WEEK

Buddy Week is a simple activity that will help you register new students through the current existing students you now have. This helps to build our Moo Duk Kwan family, and strengthens our sisterhood and brotherhood within the dojang.

One of the principal reasons we study Soo Bahk Do is to achieve a higher degree to physical, mental and spiritual health and to attain greater longevity. This is based on the concepts of Weh Gung, Neh Gung and Shim Gung. These ideas of health and longevity should also be an important goal for your do jang as well. Financial health will give you the ability to teach and share our Art for years to come. Conversely, financial chaos will stop you from being an effective instructor and an effective leader. "Buddy Week" is a week where students can bring in friends or family members and train with them for no financial commitment. A do baik is not necessary. Do not to a Buddy Day. A full week is necessary to meet student scheduling needs. In class the student and their friend line up next to each other and train together. Have an assistant instructor (cho gyo) take the buddies off to the side after warm ups. Then give them a very basic, fun introduction to Soo Bahk Do and its important philosophies. After this session is completed the host students are excused from class and can teach their Buddy any technique they want. Upon completion all come back into the line up for the warm down.

Welcome the Buddies in the beginning of the class. This can be done before or after opening ceremony. Make sure to thank them or coming right after closing ceremony. If the Buddies are interested in lessons make time to speak with their parents. In each instance you might want to

offer a special, low cost introductory lessons package. Of you use agreements, let them commit for a year with a right to cancel at the end of the "special" you've given them. That way you don't have to go back to do the paper work. Our first Buddy Week produced three new students by the third day. Good luck!

INCENTIVE PROGRAM

You know you have excellent students, don't you? You probably have not noticed that you have excellent parents as well. Most of the parents are very involved in the child's upbringing. If you seek ways to involve these parents in your program and make them a part of the educational process, you will see your studio grow faster than it is growing now.

One way to make this concept work is to have an incentive program in place. Parents unfamiliar with the benefits of Soo Bahk Do might not see the intangible (moo sang) benefits related to our training. They will be watching their children on the floor seeing them doing different ki cho exercises (you sang) but might not relate how Soo Bahk Do can help them raise their child in a healthier physical, mental and spiritual fashion. I suggest using a Weekly Progress Report. This is a one page document that has space for the student's name and days of the week across the top and categories of behavior down the side. Ours uses Chores, Homework, Respect, Discipline and Listening. Under each day is a "Yes" or "No" box. The parents fill this out every week and the child turns it in at the beginning of class. Besides these categories, leave some blanks for the parents to fill in. (If you'd like a sample of my Progress Report please write me at 8210 Wiles Rd. Coral Springs, FL 33067). If the child has done well (all yeses) they get two chances to win a prize at your next

pizza party, over nighter or other event. If the report has some yeses and some noes, one chance. If all noes, no chances. When the student hands it in you review it in front of the class, make comments on the behavior and award the chances. You can use lottery tickets available at your local office supply store. Or, take a dollar bill and have the printer replace the president's face with your logo or name, and print them in green. We call them "Karate Bucks". You can call yours whatever you choose. These "bucks" become the chances to win prizes. Children save these bucks, just as they would save real money. When you do hold a pizza party or other event, have the children put their names on the back of their tickets and hold a drawing. Use a number of good prizes such as kicking targets, super soakers, or one of Kwan Jang Nim's publications. These tickets or bucks can also be used to reward other good behavior, such as an excellent report card.

At Buddy Week offer five of these chances for each friend or relative your students bring in. You will find these chances to be a strong motivator in your school.

Be certain to introduce all your parents to the Weekly Progress Report. Some parents love them and use them regularly. Others do not. I suggest you make them optional to the parents.

Both these techniques help to build strong studios, which helps to build a stronger Federation and a stronger Moo Duk Kwan.

This publication is written by Sa Bom Art Pryor for the benefit of the studio owners of the U.S. Soo Bahk Do Moo Duk Kwan Federation, Inc.. It may be reprinted without permission for Federation members only. The quality of the ideas expressed has not been determined by the U.S. Soo Bahk Do Moo Duk Kwan Federation, Inc. © Copyright 1997 Art Pryor