



GMA NEWS

November

Upcoming Events

Nov 3 rd	Parent/child hand target seminar 9:00-11:30
Nov 3 rd	BJJ tournament prep class (1:00-2:00) and privates (12-1; 2-3:00)
Nov 10 th	Indiana BJJ championships in Bedford
Nov 10 th	TKD black belt ceremony in Louisville 1:00 pm
Nov 16 th	USHF HKD testing 7:00 pm (no regular class)
Nov 17 th	Larry Hartsell benefit seminar featuring Jason Winkle, B-ton 10:00-3:00
Nov 17 th	Holiday Sale at GMA 8:00 am-11:00 am
Nov 21-23	No class—Happy Thanksgiving
Dec 1 st	Michigan Open BJJ tournament
Dec 1 st	Demo team practice
Dec 8th	Tentative USHF black belt testing and ceremony.
Dec 27 th	Winter Weapons daycamp 9:00-3:00
Dec 29 th	Jason Winkle seminar

Following dates are tentative:

Nov 30th TTCA testing, 5:30

Dec 9th Master Chen Tai Chi seminar, Indianapolis

***other events/dates will be added in Dec, including stickfighting, black belt, and bb prep classes*

Winter Camps

Dec 27 th	Weapons camp 9:00-3:00
Dec 29 th	Winkle seminar may be our MMA style camp

Congrats to...

- **TKD Black Belt Testing.** Congrats to our newest dan promotions in TKD. Mr. Marc Shotts earned his second degree. We had a record number get their 1st dans: Mr. Collyn Dodge, Mr. Drew Wilson, Mr. Nevin Markitan, Mr. Cameron Adamson, Miss Darian Crites, Mr. Noah Lambert Adams, and Mr. Shaun Watts. Ariel Stuard, Miss Shelby Moler, and Mr. Caleb Shotts all passed their forms requirement and simply have to complete their breaking requirements to finish their promotions.
- **LD Graduates.** We mustn't forget the lil guys reaching milestones as well. Congrats to Kassie Hogan and Ethan Jones for graduating the lil dragon program. It is also worth noting that Mr. Noah Wilson and Mr. Noah Lambert-Adams (list above) are the first lil dragon graduates to make it through the TKD ranks to black belt....a journey that has taken a long time to complete, so we have a new perspective on the long term
- **Extreme Grappling Open competitors.** GMA had one of our best showings as a part of Team Caique and small ax jiu-jitsu. Those who medaled in the competition include Mr. Sledd (Masters no gi-3rd), Brandon Sieg (masters gi-3rd), David Yoshida (masters gi-1st, masters no gi-2nd, adult gi-2nd, adult no gi-1st), Dan Wiggins (adult gi-1st, adult no gi-2nd), Lain Stocke (gi-3rd, no gi-2nd), Bill Ward (masters no gi-2nd, adult no gi-2nd).
- **Team Caique at EGO.** In the overall team competition at EGO, Team Caique took 1st in the gi division and 3rd in the no gi division.

Special Thanks for Fall Foliage and Beyond

- Thanks to all the demo team and parade marchers for making a great fall foliage.
- Special thanks to all the parents who put together the float...especially Kevin Folwer and sons for providing the trailer, and Kathy Roach for manning the booth during the parade.
- Special thanks to all the parents committee and all the parents who helped organize, decorate, or worked the school Halloween party!
- Thanks to everyone who supported our parents committee fundraiser.

Our school wouldn't be able to be the place that it is without the support of our students and parents. These recent events really demonstrate just how caring of a group we have, and we appreciate everyone's willingness to contribute in order to make GMA a family.



Winter Camps Set

This year we will be doing another winter weapons camp during the holiday season. In addition, we have the special treat of having Sifu Jason Winkle come for a seminar. Mr. Sledd is also looking forward to being involved in our special week of training. Rather than having the kids sitting around stuffing themselves with candy, we take the vacation time to offer something special. Don't forget you can also make it a X-mas present. Camp price includes lunch and all the weapons needed for the seminar. Sign up at the front desk.

Winter Weapons camp, Dec 27th. This year's theme will be cane. A time to focus and train techniques and drills not covered in regular classes and get a comprehensive introduction to a very under-estimated weapon (and one of Mr Sieg's favorite) Camp will be Dec 27th from 9:00-3:00.

MMA style camp with Jason Winkle on Dec. 29th. We are excited to be bringing in Jason Winkle for a day of training. This is tentatively set to be our typical ground and pound camp. We are still working out details on what Dr. Winkle will be doing...but it will be good. Mr. Sledd may also have some special training opportunities over that special week of training. Details should be finalized in the next few weeks.

GMA Wishes a Happy Birthday to:



Justin Roberts	11-3	Greg Law	11-19
Jack Crawford	11-3	Kristian Poorman	11-19
Julia Crawford	11-4	Chandler Drake	11-23
William Wells	11-5	Liam Kidwell	11-23
Mr. Seth Wilson	11-13	Jeff Knudson	11-25
Zach Baker	11-13	Tara Jones	11-26
Hannah Skaggs	11-15		

Training Anniversaries:

Special Congrats to those who started with us a year or multiple years ago.

Jared Holt (TKD, 5 years)	Austin Brummett (TKD 3 yrs)	Nevin Markitan (TKD 3 yr)
Caleb Allen (TKD 3 yrs)	Taylor Dodge (TKD/LD, 2 yrs)	Adam Hamilton (TKD 1 yr)

Quotes of the Week

This month we will be emphasizing the power of positive thinking and how to apply it in martial arts and in life.

Holiday Sale Set for Nov 17th

Get a jump on your holiday shopping with our annual holiday sale. Use the gift giving season to get them some necessities that they need anyway- like new sparring gear or uniforms, some extra training gear that will help them practice at home, or splurge on some fun seasonal items for their room that will help reinforce that they are part of a positive, powerful martial arts lifestyle. Our annual holiday sale will be Nov 17th from 8:00 to 11:00. This gives you a chance to come to school and shop without the kids, so it can be a true surprise for them. There will be special sales for that day as well.

Holiday Class Cancellations



No classes on Wed, Nov 21st, Thanksgiving (22th) or Friday Nov 23rd. Classes will resume as normal the following Monday. Have a happy Bird-day!



Special Recognition to Our Families

In addition to Thanksgiving, November happens to be family appreciation month, so we at GMA would like to do both—a special thanks and appreciation to our families. Of course, we like to think of all of GMA as a family, and we have several pairs of siblings in the classes, but we would like to point out those families that actually need our family discount or those families with more than one generation involved....Perhaps someone else in your family is ready to try it out?

- Marc Shotts (TKD, HKD), Caleb Shotts (TKD, HKD, BJJ) and Raven Shotts (TKD, HKD)
- Bobby Brouse (TKD, HKD), Shae Brouse (TKD, HKD, tai chi, stick) Trae Brouse (TKD), and Sharona Brouse (Tai chi). Plus 3rd generation to both the Brouse's and Shott's: Woody and Sharon Shotts (Tai Chi)
- Kevin, Austin, and Bailey Fowler (TKD)
- Mike Dodge (HKD, BJJ), Trena Dodge (Tai Chi), Collyn Dodge and Taylor Dodge (TKD)
- Jessie Stuard (TKD), Ariel Stuard (TKD), Tony Stuard (HKD)
- Greg, Adam, Jared Hamilton (HKD, TKD, Stick) and Alex Hamilton (TKD, stick)
- Brett Hopkins (HKD), Charlie and Alexis (TKD) and Faith Hopkins (LD)
- Drew, Seth, Noah, and Gabe Wilson (TKD)
- Jack, Noah Crawford (LD) and Julia Crawford (TKD)
- Dana Elliot (LD) and Walter Elliot (BJJ)
- Tyler and Lain Stocke (BJJ)
- Mr. Sieg and Haley (TKD)
- Corbin and Linda Graham (TKD)
- Larry Hayes (HKD) and Lyndia Hayes (TKD)
- Erica Honnaker (TKD), Sarah and Ruth Ann Honnaker
- Mike Ksenak (HKD) and Grant Ksenak (TKD)
- Sarah McGuire (HKD, Tai chi), Thomas McGuire (TKD) and Karissa Pope (LD)
- Tori and Nick Dillon, Travis Litton (TKD) and Noah Dillon (LD)
- Brenner and Morgan Williams and Mandi Kestler (TKD) and Frankie Williams (Tai chi)
- John, Christopher, and Patrick Mosby (TKD)
- Jia Jones (TKD), Tara Jones and Vee Titus (Tai Chi)

The Difference Between Being a Student and a Customer

Perhaps the biggest challenge of running a commercial martial arts school is keeping the balance when having “customers” who are also “students.” Many a school has been accused of “selling out” when those lines are blurred. We often think of those schools as the ones who let their students test (regardless of skill) as long as their tuition is up to date, so as not to alienate a paying client. But sometimes it isn't quite so cut and dry. I assure you that at GMA we try to have excellent customer service without harming the integrity our arts, and we have to remind ourselves which “hat” we are wearing—service business or instructor. It occurred to us it might also be worthwhile to discuss it with you, so you are also more aware of which side of the fence you are sitting.

Perhaps the most common issue in this regard is in the case of testing. When I grew up in the arts (and many share similar stories,) if you asked if you were testing for rank, that basically proved you were not ready—that you were too impatient, too caught in rank rather than the process—and were basically trying to dictate to the higher rank when you test.

I can remember the first time as an instructor when I had a moogoo come up and TELL ME they were ready to test for their white belt. As the “old school” in me made flush, wanting to explode, I took a deep breath, dropped down to his level and explained that while I was glad he was excited and confident about testing, I would decide when to do the test. I guess it is worth noting that it isn't much different with adults either. I had a DPU student after a semester of stickfighting write “I deserve better than a C and you know it.” Really? Gee, as the instructor and the person who had done stickfighting before, I'll reserve the right to make that call for myself.

Now, admittedly, testing does have a customer service element also—in the sense of notice. Trying to balance schedules and the like, it is only courteous to give students adequate notice about the possibility of them testing so they can plan accordingly. We certainly try to give you that courtesy the best we can. So in that regard, we understand why people maybe need to ask ahead of time, etc. Often, it is in the “way” you ask. Rather than “why I am not testing?” (accusative), or “Johnnie should be on the testing list!” (presumptive and arrogant), you could ask, “I was hoping to be on the testing list, can you explain what I need to do to make sure I make it?” (no assumptions and being proactive). Now, you might be thinking that is just semantics, but I assure in Asian culture it implies a whole lot more about respect, sentiment and attitude. If you don't know the difference, then quite simply you are an ugly



American pretending to do Asian martial arts. (I will be the first to admit that I am not the prettiest myself, and I learned the hard way by making many mistakes with GM Choi, but I am a less ugly and a better person for it.)

As most of you know, just because you make the testing short list doesn't mean you will get to test. As I say in class, we are certainly always rooting for you...we want all of our students to succeed, but we don't get too upset about temporary setbacks. There are times when a student has a setback and can't test, for example. Most of the time our parents are quite understanding and respectful about our positions on testing. There have been a few times when a parent feels like their child is ready and strongly disagrees with our opinion. While parents are entitled to their opinion, they pay us for ours. To be blunt, if you think you know better then good luck teaching and testing them yourself. Don't bother comparing your child to someone who is or isn't also testing. Again, you are suggesting you know more about the martial arts than our professional staff. More importantly, martial arts are an individual journey and the other child doesn't concern you.

Similarly, you might not agree with all of our teaching tactics, but there is usually a good reason and a rationale for what we are doing. If you trust us with your martial arts progress, then you have to accept those tactics. Selective participation is not an option. Now, we certainly do welcome feedback and ideas and I promise I will honestly listen to your concerns, but just because you express them doesn't mean they automatically get to over-ride our rationale.

The real irony that most parents simply don't get is that if they raise too much of a fuss over a test or class, it pretty much forces our hand in the exact opposite direction. Unless it is apparent that we made a mistake, it would otherwise create the appearance that we are bowing under pressure to the parent, which is not a precedent we are likely to set. The teacher/student relationship (or worse yet, someone who isn't even a student) doesn't work like that. I can recall one parent who said, either my child is testing or we are quitting. Rumor has it they ended up joining another school that was more accommodating. When someone says, "I should be in black belt club", it basically means you will be waiting that much longer.

The preceding explanations might seem like we are trying to lay all the blame on the students, but that is not the case. We realize we are not perfect, and that we will make mistakes. We won't use that for an excuse when we do make them however, and as customers you deserve that we own up to it and fix the situation whenever possible. That doesn't necessarily mean that when you feel wronged on anything you automatically are entitled to an apology or remedy. But generally speaking, here are some rights as customers that we certainly try to uphold. If we do make a mistake, you deserve to have us fix it if possible. If we say we are going to do something, you should be able to count on us to do it/honor it, etc., and you have a right to call us on it if we don't. If you have any questions you deserve quick responses. If it is anything dealing with administrative stuff or anything more or less behind the desk or in the pro shop (that isn't also contingent upon what is happening on the training floor) then you deserve fast and correct service with follow up and communication. As it relates to the training floor, you have my pledge that we will try to get the most out of you or your child. We will do everything we can to get the student ready to test, but that isn't a guarantee. The only we can do that is if we say that performance doesn't matter after all.

Admittedly balancing the two hats of business and instructor can become complicated. There are sometimes when customer service and the student/teacher are almost at odds. While we try to take our duty as a business seriously, we are first and foremost martial arts instructors. Sometimes what is best for the student is not best for the "business," at least not initially. I will make an analogy to my personal trainer days: instead of pushing my clients to go harder on the bike, I am sure they would have "liked me" better if I told them it was ok to sit on their couch and eat chips all day, but I wouldn't be doing what they paid me for, and ultimately, would be doing them a disservice if I took the easy way out (and let them take the easy way out). Similarly, our job is to produce better martial artists and better people, in a way that maybe you cannot put a price on. And while we certainly do appreciate the fact that you do support us financially, we hope you can understand that we don't take kindly to having our ability to do that job be jeopardized by people who see themselves as customers first and students only second. --BLS