

# Intro Steps

## 1. Review Analysis Form

- a. Draw the connection
- b. Build the picture

## 2. Recognition of Authority

Everything in life is earned with respect.

- a. Home
- b. School
- c. Community

## 3. Earn Uniform

## 4. Stand Proud Like A Black Belt

Bow and answer up towards instructor or parent.

- a. Answer up (show confidence)
- b. Bow (show courtesy)
- c. Shake hand (Respect)

## 5. Safe Defense (parent involvement)

Create a personal victory

- a. High Block (Protect yourself)
- b. Kick (Stranger Awareness)
- c. Wrist Grab (bully)
- d. Board Break
- e. ASK, "What's Your Favorite Technique we've trained on?" Why....?

## 6. Sit Like A Black Belt

- a. Focus - Read / Look at ATA magazine or color book

## 7. Show Profile

## 8. Close

- a. Ask the triple CCC which works best for you
- b. Ask for SIA after signed

## 9. Tackle

- a. Objections
  - i. That's okay or I Understand...
  - ii. That's why...
  - iii. Besides...
- b. Financial Concerns
  - i. Creative Financing (make a call)
  - ii. Trial
- c. Commitment
  - i. Pay in full \_\_\_\_ months down opt out option

