

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

