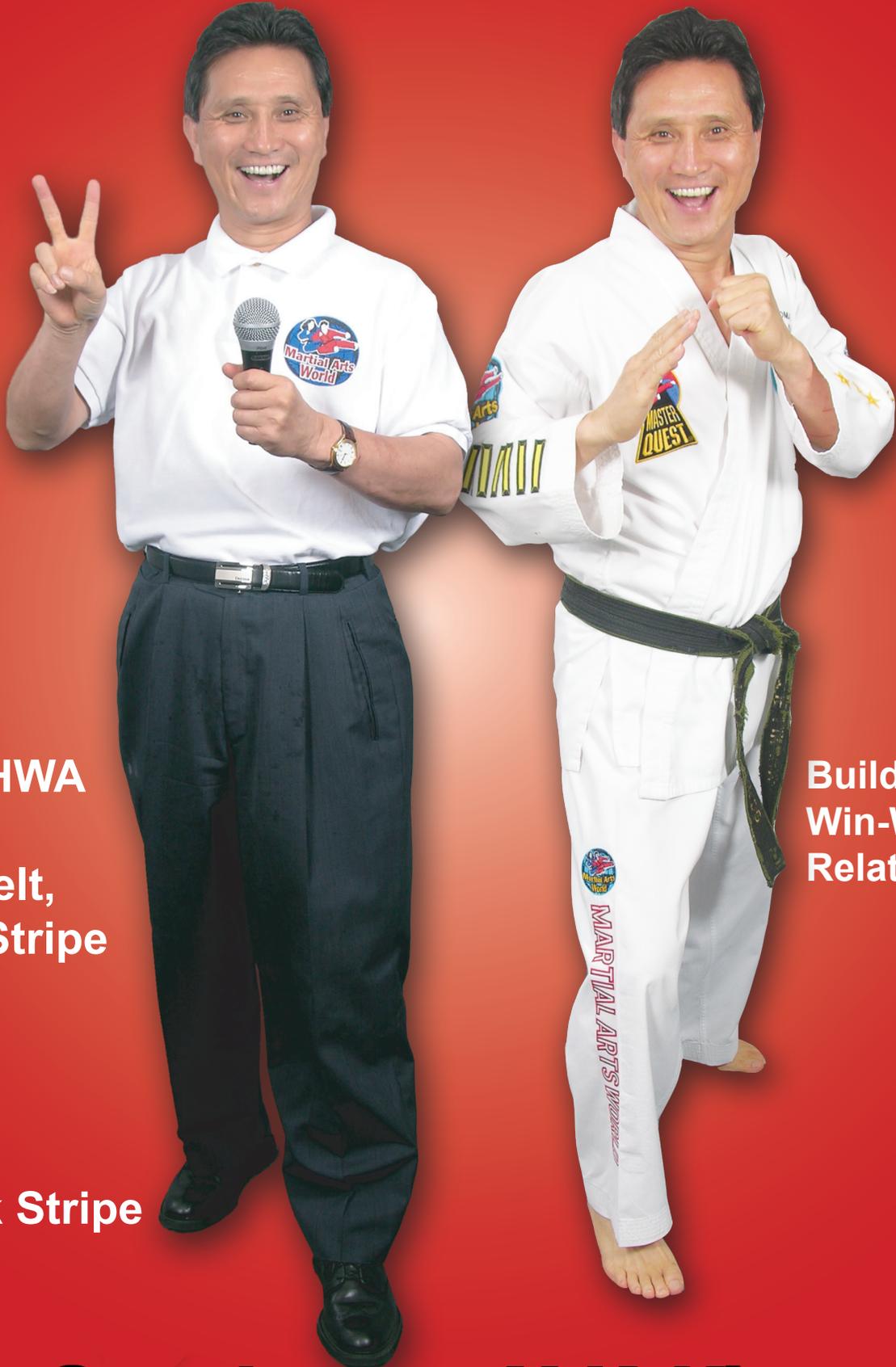




Martial Arts World



PYUNG-HWA

**Brown Belt,
Red Stripe**

Red Belt

**Red Belt,
Black Stripe**

**Build
Win-Win
Relationships**

Grandmaster Y. K. Kim

\$79

PYUNG-HWA

Curriculum

Guide

Brown Belt, Red Stripe

Red Belt

Red Belt, Black Stripe

Build Win / Win Relationships

Attitude is Everything!

Build a Positive Mental Attitude

1. Start a smile campaign with passion.

A positive attitude begins with a smile. A smile campaign starts now and continues with passion.

2. Set positive goals.

Positive goals produce positive thinking.

3. Focus on the positive.

* *Think positively.*

* *Look positively.*

* *Talk positively.*

* *Listen positively.*

* *Act positively.*

4. Exercise daily.

Anyone who wants to change his or her life for the better must change his or her body.

5. Associate with positive people.

The old saying "Monkey see, monkey do" illustrates that you must choose to associate with positive people.

6. Discipline yourself to follow the principles of life.

The principles of life are harmony, truth, and survival of the fittest.

7. Always enjoy educating yourself.

Be positive in seeking knowledge and truth for self-improvement.



*Attitude is everything; positive brings positive in your life.
Keep these seven habits and you will be the most positive person in
the world.*

---Grandmaster Y. K. Kim---

Welcome to the PYUNG-HWA Curriculum, the next step on your journey to black belt.

The PYUNG-HWA Curriculum covers advanced level techniques. The form is faster and uses more combinations; the self-defense teaches grappling techniques that lead to submission holds; and the breaking involves combinations of two techniques .

There are three belt ranks in the PYUNG-HWA curriculum, so this booklet is divided into three sections:

Section 1	Brown Belt, Red Stripe Curriculum	p. 5
Section 2	Red Belt Curriculum	p. 131
Section 3	Red Belt, Black Stripe Curriculum	p. 177

About the Founder Grandmaster Y. K. Kim

Grandmaster Y. K. Kim breathes, eats, and sleeps Martial Arts 25 hours a day and 8 days a week. His total life is dedicated to improving and promoting the Martial Arts.

Y. K. Kim is a living testament that the Martial Arts spirit and American Dream are alive and kicking. Born and raised in Seoul, Korea, and after he finished his military duty in his native country of Korea, he immigrated to America in 1977 with only his Black Belt and a heart full of hope.

He started homeless and without a green card and was able to overcome cultural shock, financial hardship and language barriers to achieve a rare level of success and build one of the strongest and most beneficial Martial Arts organizations in the world.

There is no one like Y. K. Kim. He wants to change the world through the Martial Arts World philosophy.

He has proven his principles in his own life, from humble and sometimes even embarrassing beginnings to becoming a world leader of the Martial Arts.

He recounts one story where he went to a grocery store one day in Queens, New York, to pick up something quick to eat because he was hungry. He scanned the shelves and found a can of food with delicious looking meat chunks on the label. He grabbed the can, paid for it, and rushed back home. Once he got home, he opened the can and inside he found what was on the label, delicious looking meat chunks drowning in gravy. He took his spoon and dug in.

After his stomach stopped gnawing at itself, he was concerned because something wasn't quite right about the meat; it tasted kind of funny, but he couldn't figure out why. Maybe the meat had expired. He put the can down and grabbed his English to Korean dictionary to translate the words on the label. His eyes widened when he discovered what he ate . . . dog food. He actually ate dog food! From that moment he vowed he would devour the dictionary before he would make the same kind of mistake again.

He conquered every obstacle, despite the language barrier, to eventually build a multi-million dollar organization.

Through his blood, sweat, tears, and Martial Arts spirit, he made his American Dream become a reality. Y. K. Kim has shared his American dream through touching thousands of people's hearts and helping them to succeed with his diverse achievements, which include:



Author of *Martial Arts World, Tae Kwon Do World, Success in Martial Arts Business, Health is the Foundation of Success; and Winning is a Choice;*

World's most dynamic speaker on business, leadership, and motivation;

Producer, writer, and star of the action film *Miami Connection*;

Publisher of *Martial Arts World Magazine*;

Celebrated public servant, winning the prestigious **Thomas Jefferson Award** for producing charitable events to raise funds for unfortunate children;

Honored by the proclamation of **Y. K. Kim Day** by the City of Orlando, City of Deland, City of Winter Park, Orange County Commission in Florida, and by the Commonwealth of Virginia for his outstanding community leadership;

Appointed Honorary Deputy Sheriff by Orange County Sheriff's Department for his support of the fight against drugs;

Commissioned Ambassador at Large by the City of Orlando for his extraordinary promotional ability;

Chairman and Founder of Martial Arts World and World Martial Arts Research Foundation.

Grandmaster Y. K. Kim's next goal is to build a 4-year Martial Arts University to provide future leaders.

What the Press says about Grandmaster Y. K. Kim

"Y. K. Kim has shown that the American dream is still a reality. He is a pioneer in the truest sense. What he has accomplished I would call a miracle if I had not seen him do it with sweat, spirit, and a keen intelligence.

"He has lived by the principals about which he writes. His action philosophy is the product of an alert, intelligent mind learning from the most demanding school of all, 'life.' That he has lived and learned in two worlds, East and West, makes his observations all the richer."

Charley Reese,
Nationally Syndicated Columnist



Congratulations and welcome to the PYUNG-HWA team

Dear Future Instructor,

Congratulations on achieving your brown belt, red stripe, and welcome to the PYUNG-HWA team. I'd like to show you my personal appreciation for your commitment and persistence in working toward your goal.

I think you are wondering what PYUNG-HWA means. PYUNG-HWA means peace. We all need to have peace...peace between people, and peace within ourselves. In order to have peace within ourselves, first we have to take care our health, and second, we have to have good relationships with others.

I am sure you have good health because you have been practicing the Martial Arts for over a year now. Next, you need to build good relationships with others.

Not just you, but all of us need to build good relationships with others, even me. Therefore, I would like to ask you a special favor.

With your permission I want to be your best friend!

We all need good friends to make our lives more enjoyable. I would love to be your friend, perhaps eventually even your best friend. As friends we can help each other by sharing our experiences, thoughts, ideas, and feelings in our never-ending quest to be winners.

From now on I hope wherever you go you tell everybody, "Y.K.Kim is my best friend." As a best friend, please, share your thoughts and comments with me. I would love to hear your success story, especially if you helped other people to succeed through Martial Arts.

Martial Arts World:

E-mail: ykkim@martialartsworld.com

Website: www.martialartsworld.com

Your best friend,
Grandmaster Y.K.Kim

Brown Belt, Red Stripe Curriculum

What are the Martial Arts?

The Martial arts are an action philosophy.
They are based on the nature.

The Martial arts are the art of physical fitness, mental fitness, moral fitness, financial fitness, and life fitness for personal and professional improvement for life-long success.

The Martial Arts are physical, mental, moral, financial, and life self-defense.

Through Martial arts training and discipline, you will become healthier, stronger, wiser, richer, happier, a better communicator, and a great leader.

The indomitable spirit of the Martial Arts principles will support you to maximize your life.

The Martial Arts are the way of life.

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Congratulations!

On your achievement and welcome to the Brown Belt, Red Stripe Team. You have completed your study of the intermediate level techniques, and are now ready to learn the advanced level techniques.

Although you may think you have come a long way toward achieving your goals, you must also look at how much farther you have to go. When you compare yourself to the white belts, you deserve to feel proud of all you have learned. However, when you compare yourself to the black belts and the instructors, you can see there is still much to learn. You must develop that rare combination of pride with humility -- proud of what you have learned, but humble in the face of all there is yet to learn.

By moving into the advanced ranks, you will again face a whole new set of challenges and exciting new material to learn. Your new form will be very different and the self-defense techniques are completely different. Your martial arts horizons are about to expand, so pay attention!

What is a Brown Belt, Red Stripe?

The plant begins as a yellow seedling, but soon becomes green as it begins to grow, and then develops the rich colors of flowers, like purple. However, the plant needs energy to continue to grow and flourish. There are three sources of energy: the air, the earth, and the sky, which are symbolized by blue, brown, and red belts.

The brown belt, red stripe introduces you to the concept of drawing energy from the sky. The sky, which includes the sun, is the source of much of the energy on earth. Plants take the sun's energy and, through the process of photosynthesis, make the energy usable. Animals eat the plants and pass on the energy. The brown belt, red stripe reminds you that you are still rooted to the earth, but you can also draw your energy from the sky. As you learn about the internal centers of power, you will also learn to gather energy there through Power Breathing. This advanced level of skill requires that you imagine yourself growing beyond your physical limitations, that your ability depends more on your goals and beliefs than on your body.

Courtesy

Martial Arts Host Manners

It is the job of the host to do everything possible to insure the comfort of his guests. When two friends agree to go somewhere, neither one is hosting the other -- they are just traveling companions, and they can share responsibility in a very flexible way. However, when you invite someone out to a restaurant, invite them into your home, or invite them to a special event, you assume the role of host, and you assume responsibility.

For example, when you invite someone into your home for dinner, it would be rude to ask her to pay for the meal. Generally speaking, the same customs apply when inviting someone out to a restaurant for dinner. When you say, "May I take you out for dinner?" you indicate that you will pay. This is why when a gentleman asks a lady out to dinner, the gentleman always pays -- not because he is a man, but because he invited her.

Preparation

The first responsibility of a host is preparation. If you invite guests to your home, you buy enough food and drinks to meet their needs. You plan some form of entertainment or amusement for them. You clean your home and choose to invite people who will enjoy each other's company.

If you host an event that is not in your home, you make all the proper reservations so that everyone will enjoy a safe, hassle-free event. You arrange the food service, catering, or organize the covered dishes so that there will be enough of everything. You also arrange the set-up and clean-up.

Greeting

The second responsibility of the host is to make everyone feel welcome. All guests should be greeted at the door, and their needs (from parking to taking their coats to offering a drink) should be immediately met. For large events, the host may have to delegate the greeting duties to someone else, but no matter how busy you are as the host, you must prepare some way to make all your guests feel welcome and comfortable as soon as they arrive.

Circulation

The worst thing a host can do is make his guests feel uncomfortable or empty. The guests have come at your invitation, so they expect to see you and spend some time with you. Do not hide from them so that they feel uncomfortable. The best way to begin on the right foot is to greet them personally when they arrive. In addition, do not allow yourself to be monopolized by one guest. Instead, make an effort to spend a little time with everyone. Even in large events, where you have asked someone else to take on the role of greeter, you should move through the crowd, engaging as many people as possible in short conversations, making sure they are comfortable and having a good time, and then excuse yourself to check on others.

Concern

A good host is concerned with the comfort of his guests. The most basic level of concern is for physical comfort -- is the room warm enough or cool enough? are there enough seats to sit comfortably? is there enough food and drink? Beyond physical comfort is mental and emotional comfort -- is the location secure from outside threats? are all the guests treating each other with respect, so that everyone feels secure from inside threats?

Occasionally one guest may physically threaten another guest, but more often one guest will upset other guests by getting too loud or having "too much fun." The host must assume responsibility that one guest's idea of fun is not offensive to another guest. If you know one guest will offend another, you should choose to invite only one of them. Once you have invited both, it becomes your responsibility not to let the one offend the other. The simplest way to handle the situation is to re-direct the behavior of the offending guest to another way of having fun that is not so offensive. In extreme cases, you may have to ask the offensive guest to leave.

Generosity

It is better to give than to receive. A good host is generous. He offers the best he has to his guests.

A selfish host serves the cheap wine to his guests and saves the good wine for himself.
A good host cuts the pie, and offers the larger slice to his guest.

A good host does not need to be rich; but he does need to be rich enough to pay for the event he has offered to his guests. If you cannot afford it, do not invite guests. If you do invite guests, choose an event that you can afford.

Once you have chosen an event you can afford, and invited your guests, be generous. Put their needs before your own. When you choose the role of host, you commit yourself to giving your guests the best possible treatment. Be generous.

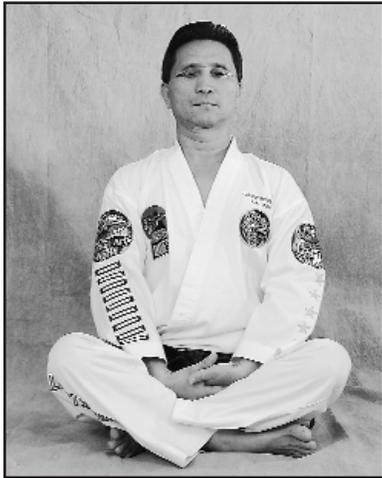
Summary

The host should always remember why he invited the guests to the event. All of the preparations, all the entertainment and activities, all the greeting and conversations should be directed at the purpose of the event. If it is a business event, all activities will support the purpose of the business. If it is a charitable fund raiser, all of the activities will support fund raising for the charity. If it is a birthday party, all of the activities will support the enjoyment of all the guests, but especially the guest of honor.

As long as you remember your purpose, you will be a good host. The more you lift your guests up by meeting their every need, the more respect and gratitude they will have for you in return.

Mental Exercise (Meditation)

There are different parts of our curriculum that emphasize the different aspects of your development. Just as important as the physical exercise of kicks, blocks, and punches, is the mental exercise that develops concentration, focus, and the ability to relax.



Mental Exercise

Relaxation Mental Exercise

Relaxation mental exercise is good for your muscles as well as your major organs, especially the heart, lungs, and brain. Your body will become physically stronger at the same time it releases stress and tension, and disposes of waste products. You can do this mental exercise at the office or at home, in your car, on an airplane, or anywhere, almost any time.

How to do it:

A. Sit down with your back and neck straight. If you are sitting on the floor, cross your legs for comfort (and sit on a small pillow if necessary.) Proper posture will create a healthy body and a clear mind.

B. Place the palm of your right hand against the back of your left hand and extend both arms so that the backs of your wrists touch your thighs.

C. Inhale through the nose for about one second, then exhale through the mouth for about one second, as deeply as possible within the time frame. Repeat this breathing pattern from three to ten times, depending on your aerobic fitness, in order to clean your mind of unnecessary negative thoughts.

D. Start with your left arm. Make a fist. As you inhale through your nose as slowly as possible, tighten your grip and your entire arm up to the shoulder. As you exhale through the mouth as slowly as possible, relax your fist and arm. Say to yourself,

"My arm feels warm and heavy. My arm is loose and relaxed, and I feel great."

E. Next, feel your right arm. Make a fist. As you inhale through your nose as slowly as possible, tighten your grip and your entire arm up to the shoulder. As you exhale through the mouth as slowly as possible, relax your fist and arm. Say to yourself,

"My arm feels warm and heavy. My arm is loose and relaxed, and I feel great."

F. Next, tighten your left leg as you breathe in through your nose as slowly as possible. As you exhale through the mouth, relax your leg. Say to yourself,

"My leg feels warm and heavy. My leg is limber and relaxed, and I feel great."

G. Next tighten your right leg as you breathe in through your nose as slowly as possible. As you exhale through the mouth, relax your leg. Say to yourself,

"My leg feels warm and heavy. My leg is limber and relaxed, and I feel great."

H. Next, tuck your chin to touch your chest, inhale through the nose as slowly as possible and tighten your back muscles and spine. As you exhale through the mouth, relax all over. Say to yourself,

"My back feels warm. It is loose and relaxed, and I feel great."

I. Next, tighten your abdomen and chest muscles as you inhale as slowly as possible. As you exhale through the mouth, relax all over (including your lower abdomen). Say to yourself,

"My abdomen and chest feel warm. My body feels loose and relaxed, and my heart feels great."

J. Next, tighten your entire face, neck, and head, including all your face muscles, as you inhale as slowly as possible. As you exhale through the mouth, relax. Say to yourself,

"My head feels warm. My face and neck feel loose and relaxed. My mind feels great."

K. Next, relax your mind. Your mind is an organ, not a striated muscle. Like your stomach or liver, and unlike your arms or legs, you do not exercise your mind by tensing or relaxing it. You need to move it indirectly. The best way to move the mind indirectly is through vibration . . . specifically humming.

Rock your head gently from side to side and hum in a deep tone as you exhale. Vary the tone slightly, so that the vibrations can relax your brain as they resonate through it.

L. Relax and return to Basic Breathing #3 (or Advanced Breathing #3), as deeply and quietly as possible, imagining that you are breathing all over your body through your skin. Your whole body feels wonderful. Say to yourself,

"I feel wonderful. I feel great. My body is relaxed and peaceful."

Benefits:

Relaxation Meditation will:

-  Build up your muscular strength through dynamic tension.
-  Strengthen and refresh your heart, while the deep, controlled breathing will clean your lungs.
-  Massage the abdominal organs -- the liver, kidneys, spleen, pancreas, intestines, and gall bladder -- by the downward movement of the diaphragm during deep breathing.
-  Empty the lungs and stomach of old, stale air (carbon dioxide).
-  Release a lot of pent-up stress.
-  Open the blood vessels to allow better circulation. The improved circulation will help clean toxins out of your muscles and organs, and deliver fresh oxygen and nutrients.
-  Allow the heart to work with less resistance because the blood flow is less restricted and more efficient.
-  Improve the immune system, make it stronger, and give it more reserve resistance to prevent disease.
-  Relax your mind while the circulation is chemically cleaning and refreshing the brain. This combination chemical/psychological revitalization will improve your mental capabilities.
-  Help you sleep better. This meditation is good for insomnia.
-  Make you stronger, healthier, and happier, both physically and mentally.



Caution:

Do not hold your breath between inhalation and exhalation -- it puts undue pressure on the heart, nervous system, and hormonal regulators.

Relaxation will recharge your energy for healthy living.

-- Y. K. Kim 13

Power Breathing

Power Breathing is a resource of natural health that will make you healthier than you have ever been in your life. It will increase the oxygen supply to your body, increase your blood circulation, strengthen your internal organs, improve your digestion system, build up your immune system, balance your hormones, quiet your nervous system, calm your mind, and increase your energy level.

Power Breathing is the best resource of personal power (*ki*).

Special Applications of Power Breathing

Rhythm Power Breathing

Rhythm Power Breathing is a self-massage. It is an excellent way to release tension and stress, and to strengthen your spine, including your connective disks. It is the best exercise for digestive problems, and can stop diarrhea or constipation almost immediately. It will especially help you release gas that may cause stomach aches. By improving digestion, it will strengthen all of your muscles and organs, including the heart and lungs.

Rhythm Power Breathing is absolutely necessary for anyone who sits for long hours doing office work. It will release your tension and enliven you so that you can work more efficiently.

Preparation:

When Power Breathing, you can practice lying down, seated on the floor or in a chair, or standing. However, Rhythm Power breathing can only be performed effectively in the seated position, either on the floor or in a chair. You may sit however you are comfortable, as long as your back remains straight. If you sit on the floor, cross your legs in what we call *jung ja*. If you are flexible, you can put one leg on top of the other in the half-lotus, or *ban ka bu ja* position. If you are very flexible, you can put both legs on top of each other in the full lotus or *ka bu ja* position.

1. Sit in a comfortable position, either on the floor or in a chair. Place both hands over your lower energy center, or place the palms on the knees.
2. Loosen up your whole body and mind, including your muscles, joints, and mental tension. (This step is even more important than learning how to breathe).
3. Straighten your body, so that you are equal and balanced from left to right, front to back, and top to bottom. Your center of balance should be your lower energy center, but be careful not to tense any part of your body.
4. Slightly close your eyes so that you can barely see. Because your attention will be naturally drawn to things that you see, try not to see anything, so that your mind can go blank without going to sleep.
5. Maintain a pleasant smile. It will loosen up your face muscles and give you peace of mind.

How to do it:

A. Place both hands on your lower abdomen (or on your knees). Inhale through the nose as deeply as possible, pulling the energy all the way to the bottom of your body.

B. Exhale through the mouth as long as possible (practicing either Basic or Intermediate breathing). Keep your head still and rock your lower abdomen and hips left to right and back again. Continue rocking until you have exhaled all the way.

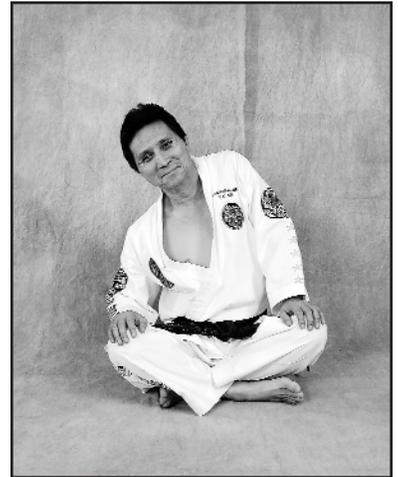
C. Repeat A and B from five to ten times, whenever you feel indigestion, sleepy, stress, or tension.

Benefits:

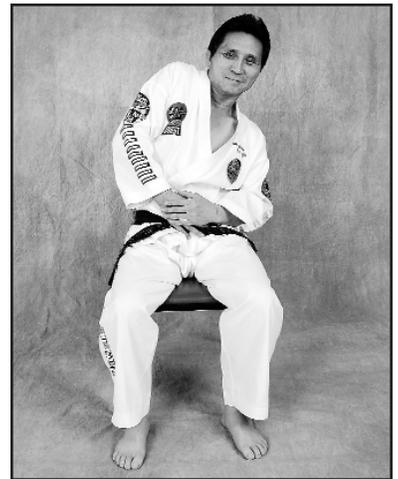
Rhythm Power Breathing will:

- ☞ Release stress and tension.
- ☞ Adjust the spine and strengthen the lower back.
- ☞ Improve digestion.
- ☞ Heal diarrhea, constipation, and stomach aches.
- ☞ Clean out internal organs.
- ☞ Increase blood circulation.
- ☞ Strengthen the heart and lungs.

You can do this self-massage at the office, in the car, on an airplane, at home, in the park, virtually any time, any where. I strongly recommend you do it two or three times a day. Don't worry if your stomach starts to gurgle, that is completely normal. It is also normal to burp during this exercise.



A on the Floor



A in a chair

Bending Power Breathing

Bending Power Breathing is the key to developing deeper and longer breathing for the cleansing breath. It will give you a healthier and happier long life.

Ordinary people use approximately one-third of their lung capacity as they breathe with their chest. Through Power Breathing they can use their full normal lung capacity, and through Bending Power Breathing even extend their lung capacity a little beyond normal. By bending the body, they can compress the internal organs to force even more stale air and stomach gasses out. This will allow them more room to draw fresh air in. It will also allow a deeper cleansing action with the cleansing breath.

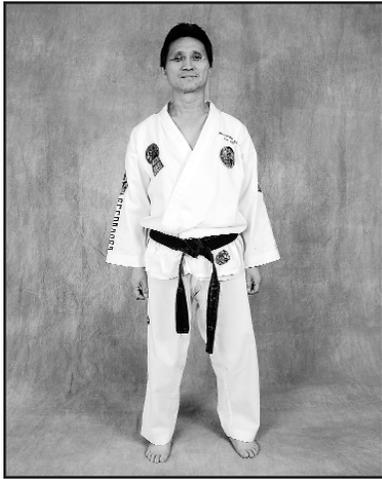
Preparation:

When Power Breathing, you can practice lying down, seated on the floor or in a chair, or standing. However, Bending Power Breathing can not be performed effectively when lying down; you must be either in the seated or standing position, either on the floor or in a chair. You may sit however you are comfortable, as long as your back remains straight.

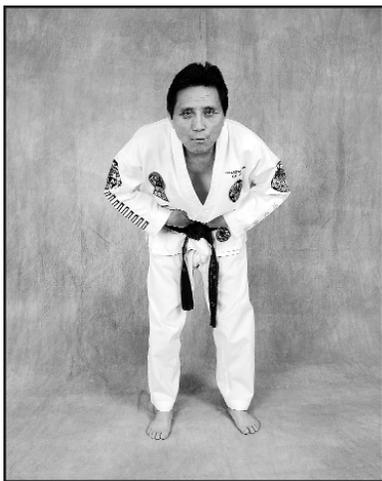
The other preparations are the same as those for Rhythm Power Breathing on page 14.

How to do it:

- A. Inhale through the nose as deeply as possible, drawing the energy all the way down into the feet.
- B. Exhale through a slightly opened mouth while massaging the solar plexus with both hands and bending the abdomen forward.
- C. Straighten your body up and inhale through the nose as deeply as possible, drawing the energy all the way down into the feet.
- D. Exhale through a slightly opened mouth and move your hands down to your lower abdomen. Exhale as long as possible, cleaning out your entire body like a vacuum cleaner, all the way from the bottom of your feet to the top of your head.
- E. Repeat A through D between five and ten times.



A, C Standing



B Standing

Benefits:

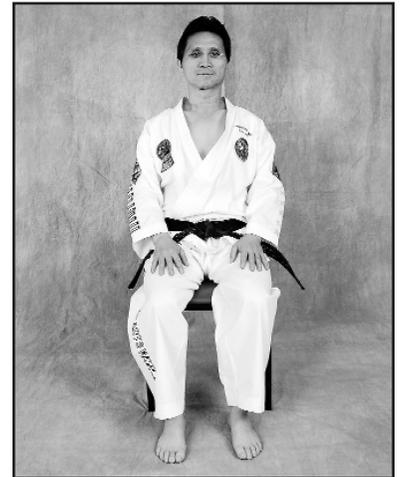
Bending Power Breathing will:

Get all of the stale gasses out of your body's systems.

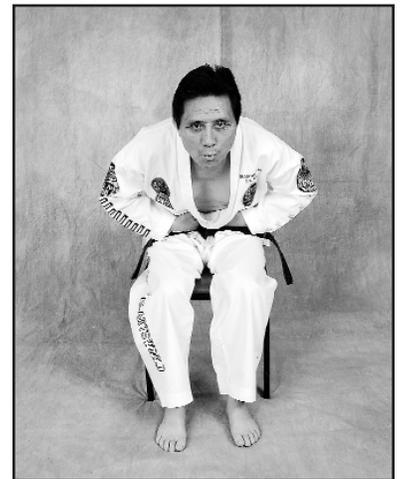
Release tension and stress.

Make the body feel light and refreshed.

You can do this exercise any time, any where that you need to relieve stress and tension. I recommend you do it at least two or three times a day.



A, C Seated



B Seated

Massage Power Breathing

Massage Power Breathing is a laundry system for your internal organs. It will enliven them and increase their function greatly. Your lungs and heart will feel like dancing, and your brain will feel refreshed. If you have any weakness in your internal organs, you will discover them before they have a chance to seriously hurt you.

Preparation:

When Power Breathing, you can practice lying down, seated on the floor or in a chair, or standing. Massage Power Breathing can be practiced any of these ways, but most effectively in the seated or standing position, either on the floor or in a chair. You may sit however you are comfortable, as long as your back remains straight.

The other preparations are the same as those for Rhythm Power Breathing on page 14.

How to do it:

A. Inhale through the nose all the way down deep into your lower abdomen.

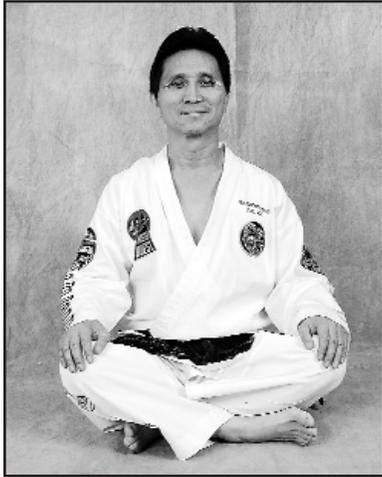
B. Exhale through the mouth while placing your left palm against your lower energy center and your right palm over your left hand. Roll your hands up and down about one inch, alternately applying more pressure with the thumbs on the top, and then more pressure with the pinkies on the bottom.

C. Inhale through the nose all the way down deep into your lower abdomen.

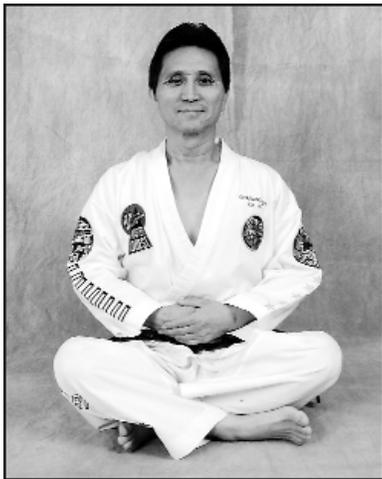
D. Exhale through the mouth while placing your right palm against your lower energy center and your left palm over your right hand. Roll your hands up and down about one inch, alternately applying more pressure with the thumbs on the top, and then more pressure with the pinkies on the bottom.

E. Inhale through the nose all the way down deep into your lower abdomen.

F. Exhale through the mouth and pat yourself down the center of the chest from collar bone to groin with the right hand.



A, C, E, G, I, K



B, D

G. Inhale through the nose all the way down deep into your lower abdomen.

H. Exhale through the mouth and pat yourself down the center of the chest from the collar bone to the groin with the right hand.

I. Inhale through the nose all the way down deep into your lower abdomen.

J. Exhale through the mouth while using all ten finger tips to tap all around your face and head.

K. Inhale through the nose all the way down deep into your lower abdomen.

L. Exhale through the mouth while washing your face and hair with air.

M. Repeat A through L from five to ten times.

Benefits:

Massage Power Breathing will:

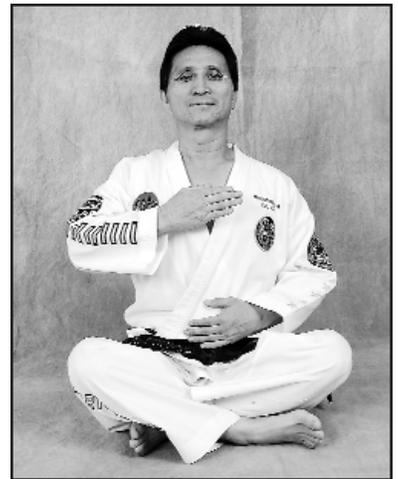
Release stress and tension.

Freshen up the inside of your lungs, stomach, and brain.

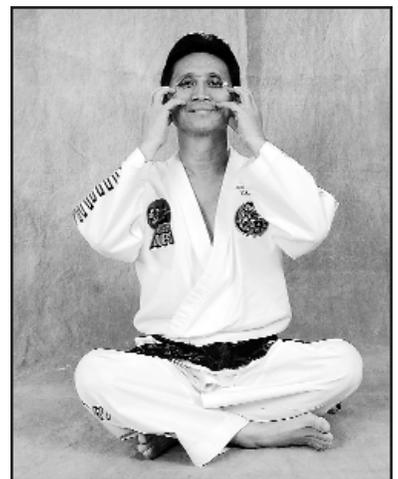
Expel all stale gas from the body.

Aid digestion.

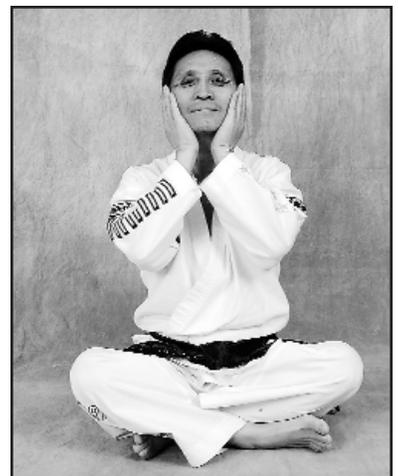
Do not worry if you burp or “break wind” during this exercise; that is a normal reaction to cleaning your digestive system by releasing trapped gasses. I recommend that you do this exercise at least two times a day, any where, any time.



H



J



L

Natural Power Breathing

Power Breathing is not a new technique. It is a great gift from nature for human beings everywhere. Power Breathing occurs naturally in many instances, and can be specially applied in other circumstances.

All human beings breathe Power Breathing from birth. Babies breathe from their abdomen naturally. When a baby cries, if you touch his lower abdomen, you will find it is tightened as hard as a rock. This is natural Power Breathing.

Laughing

We all naturally return to Power Breathing from time to time.

Do you know why a smile makes us happy? Laughing is an excellent health exercise for the body and the mind. Physically, you naturally return to Power Breathing. The next time you laugh, touch your lower abdomen to feel how tight it becomes. Also, your body and mind feel better due to the release of “endorphins”, a natural morphine-like substance that your body produces to cover pain that also works to elevate your mood.

Besides, nobody likes to see an ugly face. A smile makes for happiness. It makes you and others happy. Smiling is one of the great natural forms of Power Breathing for health. Many comedians live longer than their more serious contemporaries.

Yelling

Yelling is a natural form of Power Breathing. I am not talking about yelling at someone out of anger. The anger will make you sick. I mean yelling in a loud voice to spontaneously release a strong emotion. For example, someone who has just accomplished something he is proud of — like reaching the top of a mountain after a long climb — might let out a “Ya-Hoo” kind of yell. It represents a feeling that all of the world is his, and his body feels great. Other examples of spontaneous yells might be cheers for great performances, yells of pain, or martial arts yells. If you feel your lower abdomen during such a yell, you will find that it is tight.

Yelling is a form of Power Breathing because it represents a moment when your body and mind are one. There is a sudden build up of emotion that must be released, and the yell releases the emotion. It shows that we are in harmony with nature.

Yelling develops a good voice. It also is a great exercise for health because it is Power Breathing. Yelling helps create concentration, and is a strong weapon for self-defense.

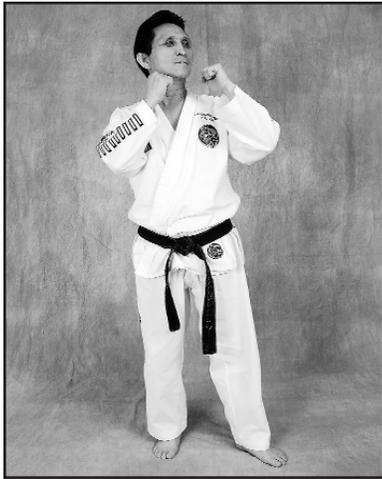
Climbing

Ever wonder why mountain people are so healthy? Climbing is healthy because it is a form of Power Breathing, there is a lot of fresh air, and it clears your mind. When you lift your foot to climb, your thigh comes up as if to touch your abdomen. When you push your foot down, your stomach naturally tightens, causing Power Breathing. (Other natural forms of Power Breathing due to manual labor include lifting — when done properly — and swinging a tool like a pick ax).

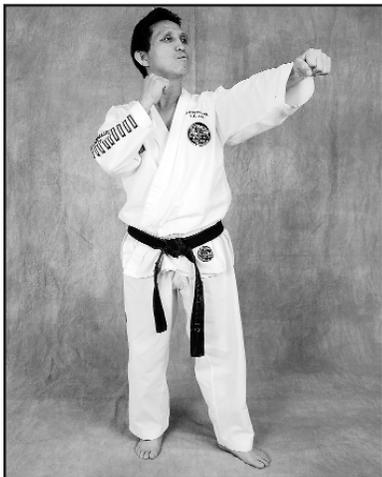
In our modern culture, we do not get the opportunity to climb many mountains. We drive instead of walk, and even tall buildings have elevators. This makes life very easy and comfortable, but it also makes life unhealthy. We need to re-create this natural exercise to maintain our health.

Whenever possible, if you live or work upstairs, walk up and down the stairs instead of taking the elevator. If you work or live above the fifth floor, take the elevator most of the way, and walk two or three flights of stairs. Don't be one of those people who pays good money to a health club so he can use its stair-climber, yet will not walk up a flight of real stairs.

Martial Arts Power Breathing



Punch: inhale through the nose

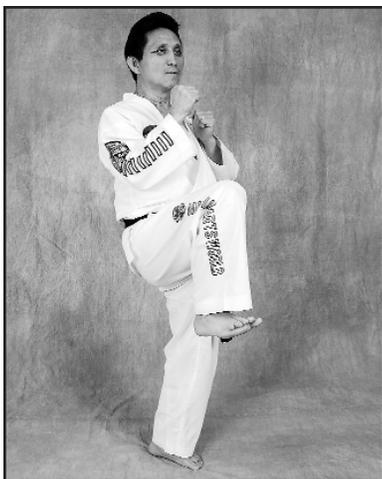


Punch: exhale through the mouth

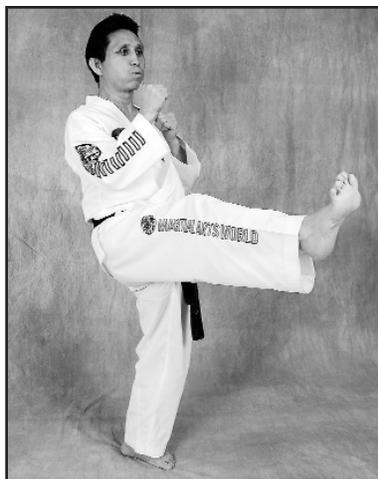
Power Breathing with meditation will clear your mind. It will help you build inner strength so that you can get the maximum benefit from the discipline and training of the martial arts.

Power Breathing when combined with meditation will allow you to focus your power to any part of your body or mind. It is especially good for development of balance, as well as speed, power, and accuracy. It will improve your basics, forms, sparring, self-defense, and especially breaking technique. How?

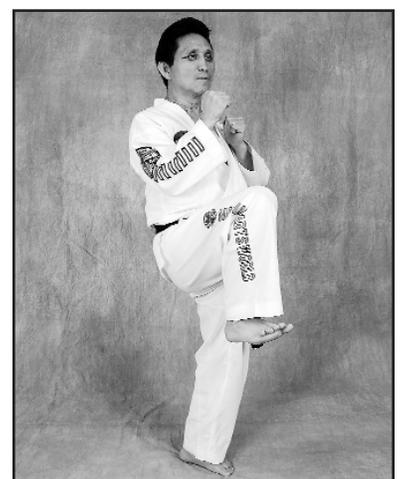
To develop proper technique, practice slowly: inhale, kick or punch slowly and exhale, inhale as your foot or hand returns to ready position. When you go at normal speed, just breathe naturally, trying to exhale on the strike or block. When you practice continuous actions over a long period of time, you will need more oxygen, so you should breathe through your nose and mouth at the same time.



Kick: Inhale and lift knee



Kick: Exhale and extend kick

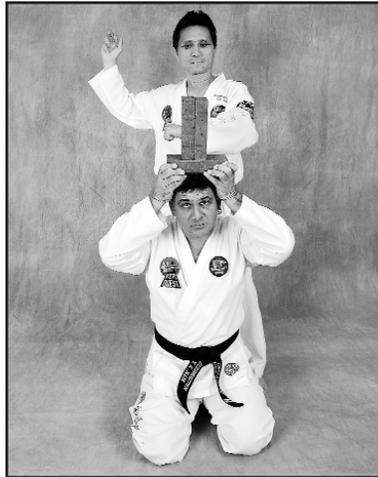


Kick: Inhale and withdraw kick

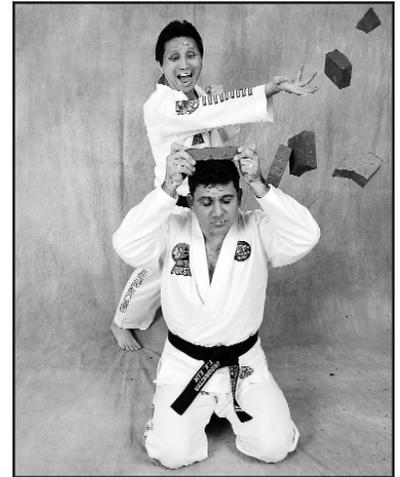
Martial Arts Breaking Technique

When you attempt to break bricks or concrete with a knife-hand strike, you must focus your mind on your knife-hand and move all of your power and *ki* to your hand. With Power Breathing and practice, it will happen. This is mind control of your body, or mind over matter. With practice, you can improve your control.

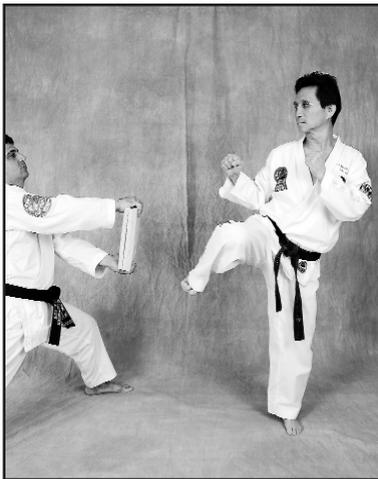
In the martial arts, Power Breathing will give you better results in your training, you will have more fun, and you will not hurt yourself. Martial arts training is a great exercise for body, mind, and spirit.



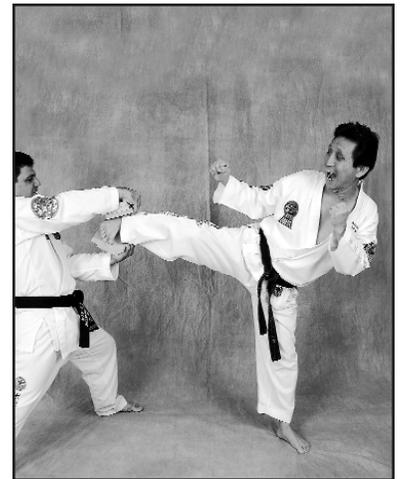
Knife-hand Strike: inhale



Knife-hand Strike: hold breath or exhale and break



Side Kick: Inhale and lift



Side Kick: hold breath or exhale and break

Exercise Power Breathing

Exercise with Power Breathing is real exercise, because the purpose of exercise is health. Health must be developed from the inside out, not the other way around. If you want to be healthy, you need good blood circulation, which will give you good digestion, a strong immune system, and a fresh mind. In order to have good blood circulation, you need strong internal organs. What makes the internal organs strong? Power Breathing. If you practice Power Breathing while exercising, you will get better health benefits and better results from your training.

Running

Running is a great natural exercise as long as you run a distance within your physical limitations. Be sure to wear good, protective footwear to cushion your joints from the unnatural asphalt and concrete surfaces.

Running requires more oxygen than walking or just jogging, so you will almost certainly need to breathe through your mouth. Other than these differences, you can follow the same basic procedures as in walking. You can also intentionally send *ki*, or energy, to your legs through visualization as described in Advanced Breathing (from the JA-YUN Curriculum Guide).

Weight Lifting

Weight lifting is not really a natural exercise, but most of the movements are natural, and, when combined with Power Breathing, it can be very beneficial. Generally speaking, breathe according to your chest cavity. For any action that opens your chest (pulling), breathe in; for any action that closes your chest (pushing), breathe out. Let's look at a common example for bench pressing a free weight barbell:

Grasp the weight with your hands and lift it off of the supports. Inhale and lower the weights to your chest (chest expanding). Exhale as you press the weights (chest contracting.) Repeat for a full set, then return the weights to the supports.

Weight machines are usually designed so that you should exhale when you lift the weight, and inhale as you lower the weights. Let's look at the *lat.* pull down:

Grasp the bar firmly and inhale (chest expanded.) Exhale as you pull the bar down to lift the weights (chest contracted.) Inhale as you lower the weights by allowing the bar to go up (chest expanded.) Repeat for a full set, then release the bar.

Whether using free weights or machines, be sure to move the weights slowly. Quick, explosive motions are dangerous for the joints. Remember: you are lifting to increase your strength (and health), not to demonstrate your strength (except in competitions). Weight lifting, when done properly with energy breathing, can improve your strength and health. When done improperly, it can cripple you.

Calisthenics

Calisthenics are exercises without equipment: jumping jacks, push ups, sit-ups, etc. The effect of calisthenics can be greatly improved with Power Breathing. In fact, combining calisthenics exercises with Power Breathing is the basis for all of our “Power Exercises.” Here are some general guidelines:

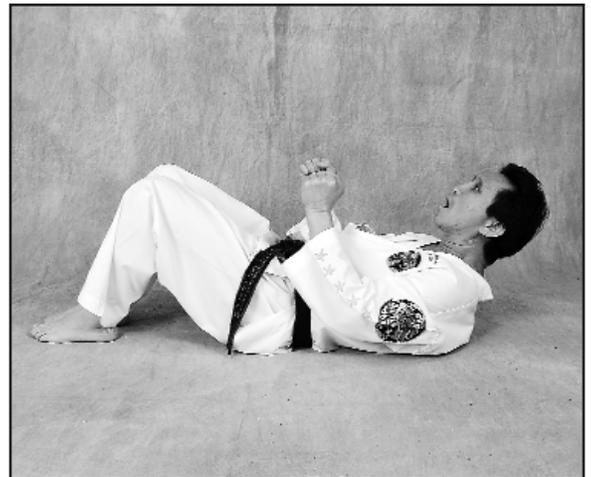
When moving slowly, breathe in when the action causes the chest or abdomen to open, and breathe out when the action causes the chest or abdomen to close, or the waist to bend. If your chest does not open or close, breathe in for pulling motions, breathe out for pushing motions.

When moving at normal speed, breathe normally. When performing hard exercise, breathe through the mouth and nose combined to get more oxygen.

You have to breathe wherever you go. All day, all night, all the time, you never stop breathing as long as you are alive. If you breathe properly, you will be healthy. If you breathe improperly, you will get sick and suffer unnecessarily during your life. Always breathe Power Breathing, and make yourself healthy.



Sit-up: inhale when flat



Sit-up: exhale when bent

Power Exercises

Power Exercises are a complete body exercise program using Power Breathing. Power Exercises were designed to loosen up, adjust, and strengthen your entire body: all the joints from the fingers to the toes, all the muscles from the face to the feet, and all the internal organs in the body. Power Breathing was also specially designed to release stress and tension, improve digestion, increase the supply of oxygen, increase the blood circulation, open all clogged veins and arteries, and build a strong immune system. It will help to relieve lower back pain, upper back and neck pain, minor headaches, stomach aches, asthma, high blood pressure, and arthritis. Together, they will prevent you from getting many diseases and injuries, and help you heal the ones you already have. You will be able to sleep deeply and peacefully and wake up feeling great, with lots of energy. You will be healthier, stronger, more confident, more positive, more enthusiastic, and you will feel more lively both physically and mentally every day of your life.

Light Energy Exercises

What are Light Energy Exercises? Are they the same as regular energy exercises except that they contain fewer calories? Well, sort of. They burn fewer calories, because they were not designed as a full exercise session that might make you sweaty.

Light Energy Exercises are a quick few exercises to give you energy at a time or in a place where you can't do a full exercise session. They will wake you up, give you more energy, relax tight or tense muscles, and clear your mind.

Your body is designed to move. At least once a day you need a full exercise session to release tension and clean some of the toxins out of your muscles. In addition, during the day you may need some light exercises to counteract bad posture, stress, or lack of movement. Whenever you feel a minor headache coming on, or your muscles tightening up, or a negative attitude developing, do some light energy exercises.

Especially if you must work in an awkward position, you need to let the muscles relax and go to back to their rightful place. Choose a few of the appropriate Power Exercises that will relax and refresh the right muscles. Do not worry about the other people around you or what they may say or think.

Light Energy Exercises are much better for you than aspirin, cigarettes, and the other solutions that they probably use for the same discomforts.

Office Energy Exercises

*Office exercises will save your health
and strengthen your company.*

Most modern sicknesses are caused by stress. Most of the stress in our lives comes from our office environment.

Why? It is obvious:

We do very little physical work (maybe our fingers work) and a lot of brain work. This is definitely not a good balance.

We sit with bad posture all day long typing, writing, drawing, and talking on the phone.

We have a bad relationship with our boss or co-workers.

As bosses, we have problems with employees, financial pressures, deadlines, production, marketing, etc.,

Whether you are the employer or the employee, you end up eating stress and storing tension. You can develop a very nasty attitude, depression, confusion, and overall weakness, which will allow you to get sick. You hurt your company because you are less productive; you make your family worry; and most important of all, you destroy yourself. You become part of the \$800 billion health care problem in the U.S. You may be the one out of every five Americans who gets cancer.

Just remember: without your health, nothing in the world matters. Your health is your top priority. Without it you cannot take care of your family. So what do you do? Do you quit your job or close down your business? No. Really, you don't have to worry at all. Just continue to do your job well and find a healthy way to release that stress. I will show you an easy and convenient way, and it will be up to you whether or not you do it. If you want to make yourself sick, lose your job or company, hurt your family, and destroy yourself, do not follow my advice. If you want to be healthy and strong, able to support your beloved family, and happy at work without worrying about lay-offs, just follow my advice.

First, during work you can do internal exercises. No one will notice anything different, even in a crowded office. Do Basic Breathing #3 (from the White Belt Curriculum Guide) or Intermediate Breathing #3 (from the MU-DO Curriculum Guide), or toe exercises. Take at least five to ten minutes four times a day, or whenever you feel uncomfortable. If you do them properly, you will feel the difference right away. After ten days, you will notice a difference in your whole day, not just the time after you practice your breathing, and after one hundred days they will become a healthy habit that comes as naturally as . . . well . . . breathing. You will be more energetic. You will have a fresh mind. You will enjoy your work more, and build up a better relationship with your boss and co-workers.

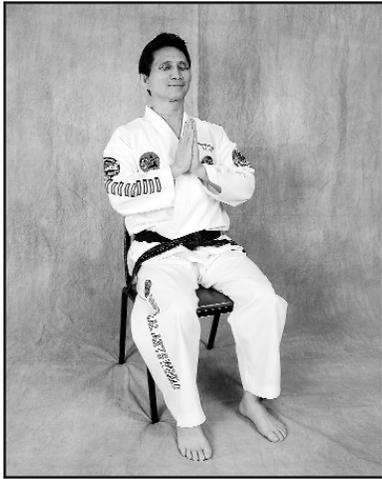
Second, while you are working and need more energy, take three to five minutes to do Relaxation Meditation. After that, shake your body by practicing Rhythm Power Breathing to recharge yourself.

Third, if you need more energy for yourself while doing work, you can do some light exercises at your desk without really taking a break. Your health is more important than anything else, and these quick exercises will allow you to keep working without a break when necessary. If you have the self-confidence to do them without worrying what others think, I admire you. When people notice you have a better attitude and more energy, they will naturally begin to ask how, or just figure it out for themselves and copy your movements. Don't be ashamed to share something good with others. Don't be afraid to become a leader.

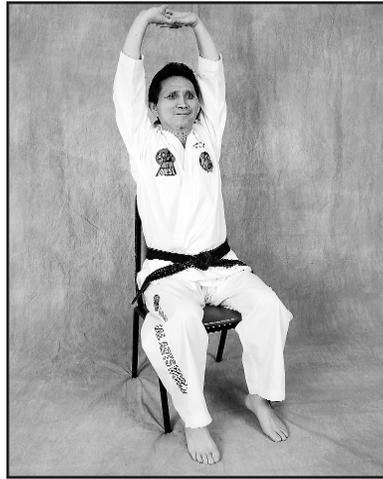
Try these very simple exercises that will take three to five minutes:

1. Finger Chain Breathing

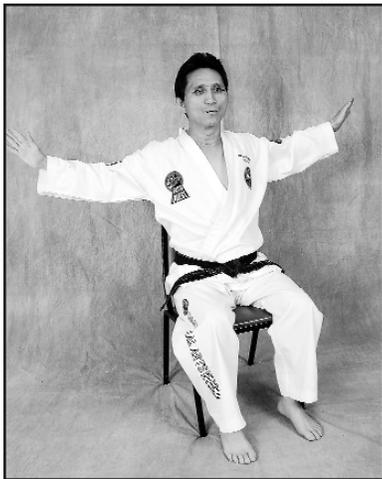
How to do it:



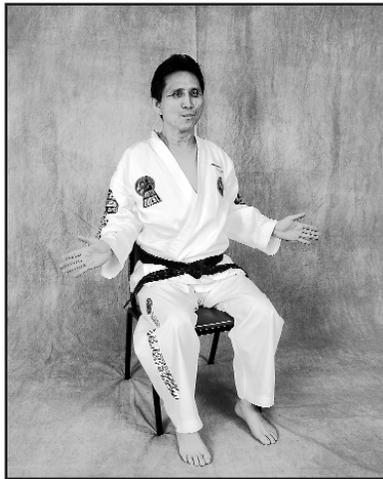
1.A., B.



1.C.



1.D.



1.E.

A. Sit comfortably in your chair but keep your body erect so that you can breathe into your lower abdomen. The best posture is to move your back away from the back support of your chair, but, if that is not comfortable, at least sit up straight.

B. Place your palms in front of your chest as if praying.

C. Interlock your fingers into a finger chain and extend your hands up over your head with your palms up as you inhale.

D. Release your fingers and bring your extended arms down each side as you begin to exhale.

E. When your hands reach waist level, begin to inhale and bring your hands forward into position B.

F. Repeat B through E three more times.

2. Seated Shoulder

Exercise:

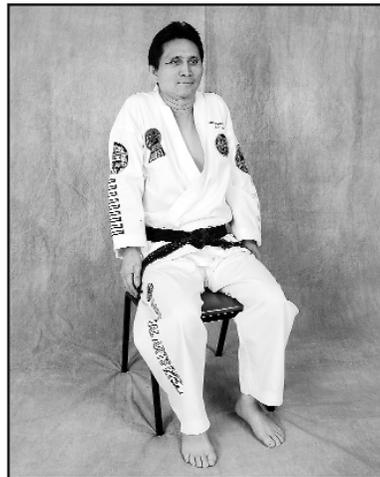
How to do it:

A. Sit comfortably in your chair but keep your body erect so that you can breathe into your lower abdomen. The best posture is to move your back away from the back support of your chair, but if that is not comfortable at least sit up straight.

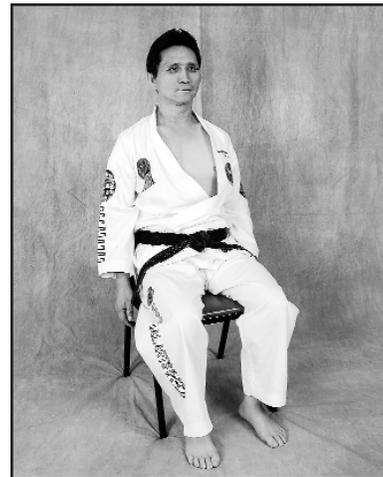
B. Shrug your shoulders all the way up to your ears, then let them relax (8 repetitions).

C. Alternately roll your shoulders back and up, then front and down; first roll the left shoulder forward, then the right (4 ea.)

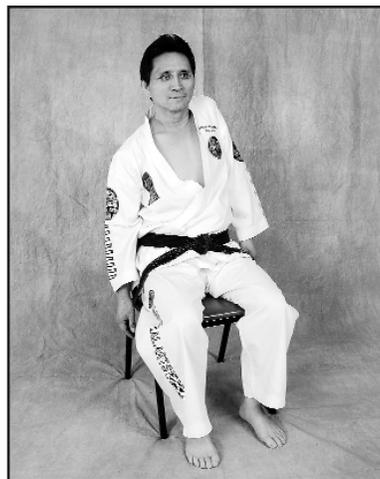
D. Alternately roll your shoulders front and up, then back and down; first roll the left shoulder backward, then the right (4 ea.)



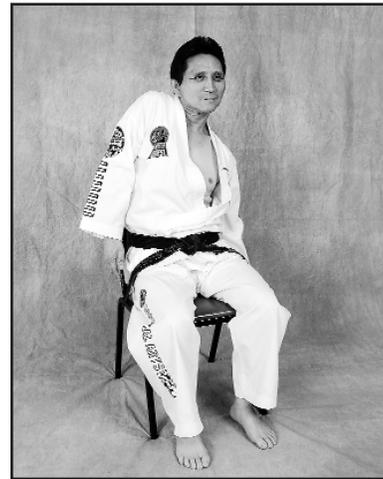
2.B. (up)



2.B. (down)

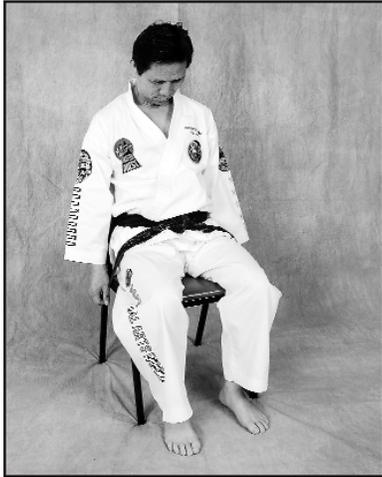


2.C. & D.

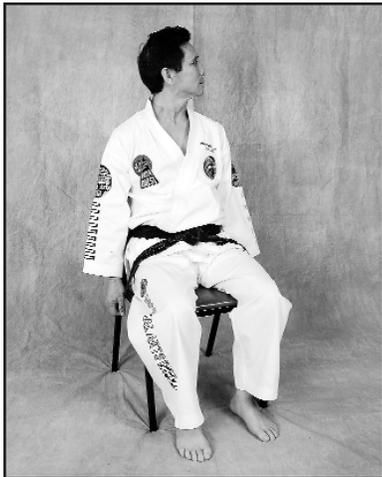


2.C. & D.

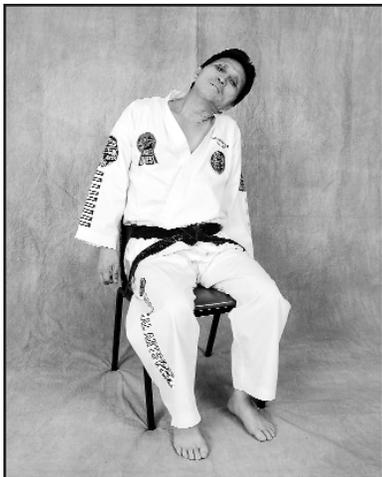
Do not tighten the muscles during B; it will stop the circulation and increase the blood pressure.



3.B.



3.C.



3.E.

3. Seated Neck Exercise

How to do it:

A. Sit comfortably in your chair but keep your body erect so that you can breathe into your lower abdomen. The best posture is to move your back away from the back support of your chair, but if that is not comfortable, at least sit up straight.

B. Inhale without moving. Exhale and slowly bend the head forward. Inhale as you bring head back up.

C. Exhale and slowly turn the neck to look left. Inhale and turn the head to face front.

D. Exhale and slowly turn the neck to look right. Inhale and turn the head to face front.

E. Exhale and slowly lean the head to the left shoulder. Inhale and bring head back up.

F. Exhale and slowly lean the head to right shoulder. Inhale and bring head back up.

Neck exercises should be done very slowly.

4. Seated Face Exercises

How to do it:

A. Sit comfortably in your chair but keep your body erect so that you can breathe into your lower abdomen. The best posture is to move your back away from the back support of your chair, but if that is not comfortable at least sit up straight.

B. Tighten all your different face muscles by:

- 1) Chewing and moving your tongue over each gum, inside and outside the teeth, top and bottom,
- 2) Blinking,
- 3) Moving your nose and ears, separately and together in random sequence.

C. While making faces, rub your palms together to build up some heat in your hands.

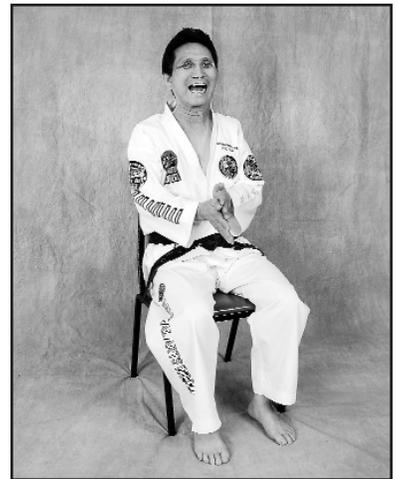
D. Stop making faces and rub the *trapezius* muscles and the back of your neck with your hands.

E. Continue to move your hands to grasp your ears between your thumb and index finger, pull lightly and massage them.

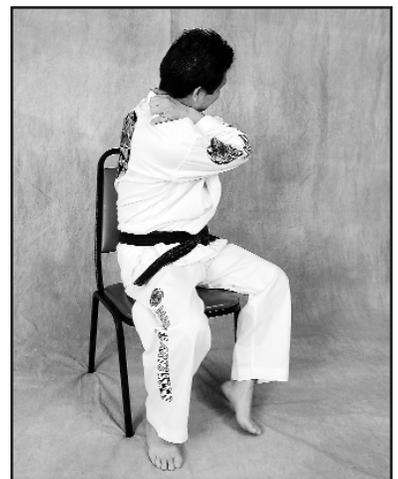
F. Rub your palms together again to build up heat, press the heel of your palms to your eyes, nose and cheeks.

G. Wash your face with air, while breathing in and out through the mouth very quickly.

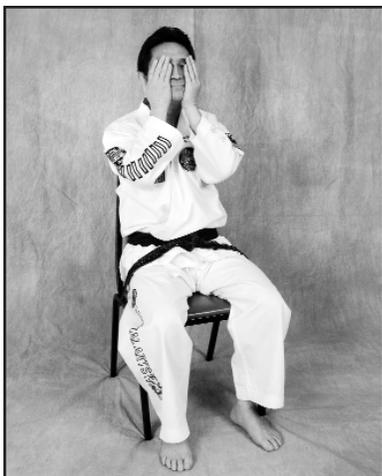
H. Continue to rub and wash your scalp while breathing in and out through the mouth very quickly.



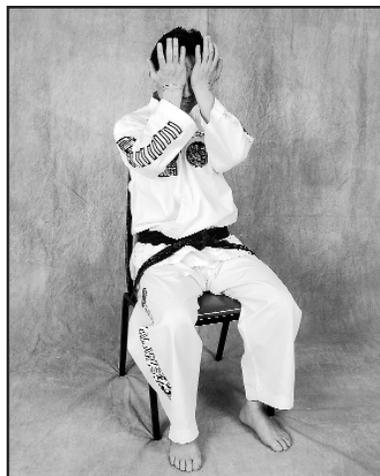
4.B. & C.



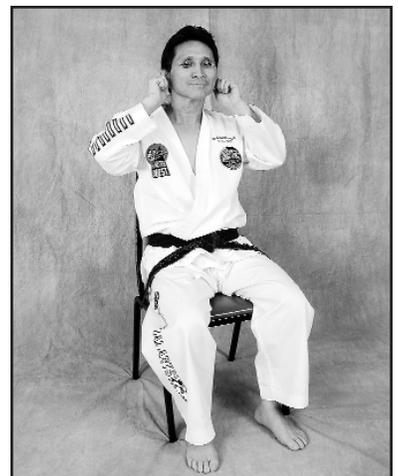
4.D.



4.G. & H.



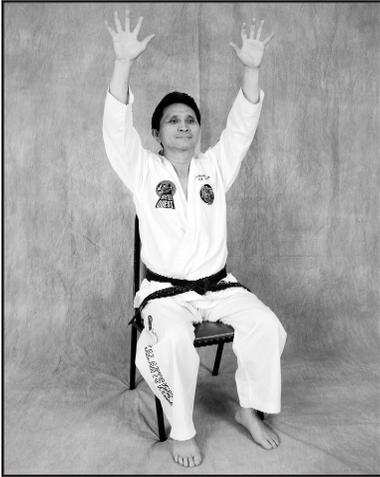
4.F.



4.E.

5. Seated Pull Down Exercise and Loosen Up

How to do it:



5. B. (reach)

A. Sit comfortably in your chair but keep your body erect so that you can breathe into your lower abdomen. The best posture is to move your back away from the back support of your chair, but if that is not comfortable at least sit up straight.

B. Reach above your head as if grabbing a wide trapeze. Pull both hands straight down while keeping your shoulders as far back as possible. You should feel the muscles get tight across your upper back and shoulder (8 repetitions).

C. Loosen up the muscles you just tightened by placing your right hand on your left upper arm and pulling the arm across the chest. Use your left hand to pull your right upper arm across the chest. Relax and shake your shoulders a little.



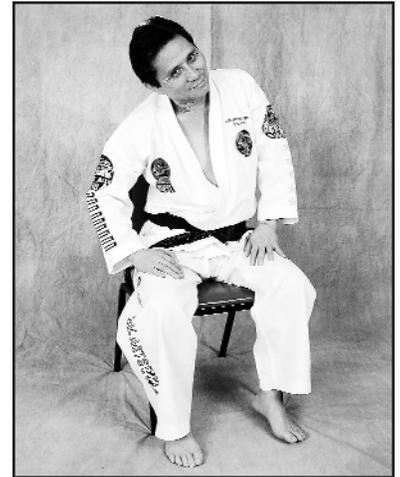
5.B. (pull)

People with bad or weak shoulders should not pull back too far; it is possible to pull a weak shoulder out of socket in this exercise.

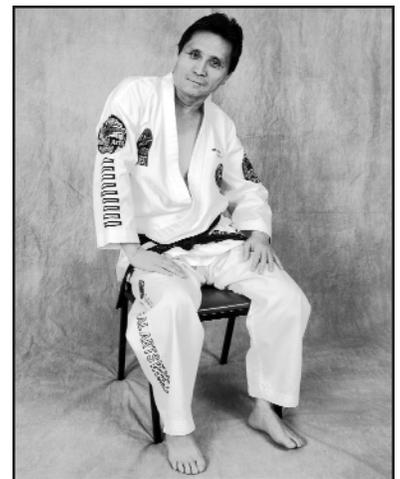
6. Rhythm Power Breathing

How to do it:

- A.** Sit comfortably in your chair but keep your body erect so that you can breathe into your lower abdomen. The best posture is to move your back away from the back support of your chair, but if that is not comfortable at least sit up straight.
- B.** Place both hands on your lower abdomen (or on your knees, or on the chair). Inhale through the nose as deeply as possible, pulling the energy all the way to the bottom of your body.
- C.** Exhale through the mouth as long as possible (practicing either Basic or Intermediate Breathing). Keep your head still and rock your lower abdomen left to right. Continue rocking until you have exhaled all the way.
- D.** Repeat A and B once again, and whenever you feel indigestion, sleepy, stress, or tension.

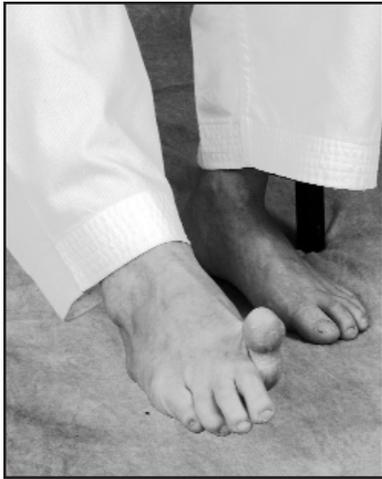


6. C. (left)

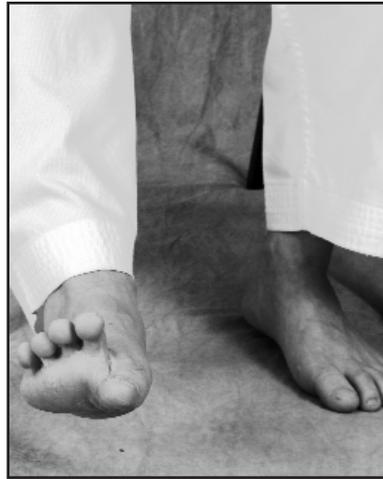


6. C. (right)

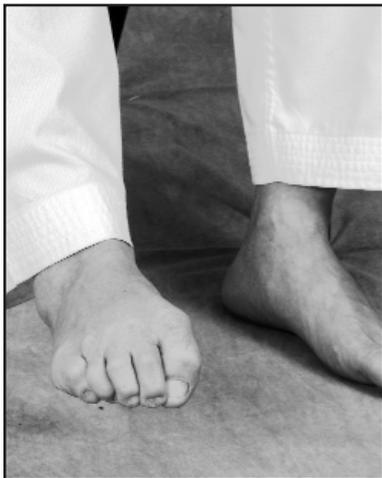
7. Seated Toe Exercises



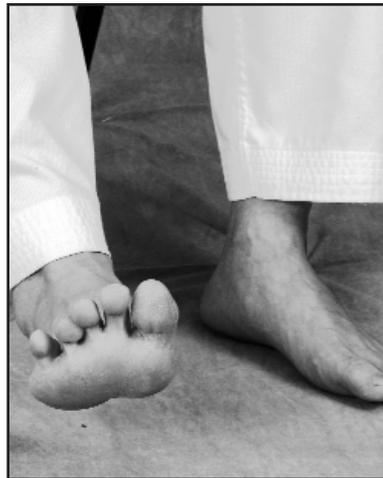
7.B. (up)



7.B. (down)



7.C. (curl)



7.C. (extend)



7.D. (point)



7.D. (flex)

How to do it:

A. Sit comfortably in your chair but keep your body erect so that you can breathe into your lower abdomen. The best posture is to move your back away from the back support of your chair, but if that is not comfortable at least sit up straight.

B. You may take your shoes off or leave them on, but in either case rub your big toe against your second toe up and down eight times.

C. Tightly curl all your toes against the sole, then extend them as far as possible toward the instep eight times.

D. Point your toes and straighten your ankle, then flex your ankle as far as possible eight times.

E. Inhale and tighten your whole leg, from your toes to your hip, and then exhale and relax two times.

8. Seated Adjust the Spine

How to do it:

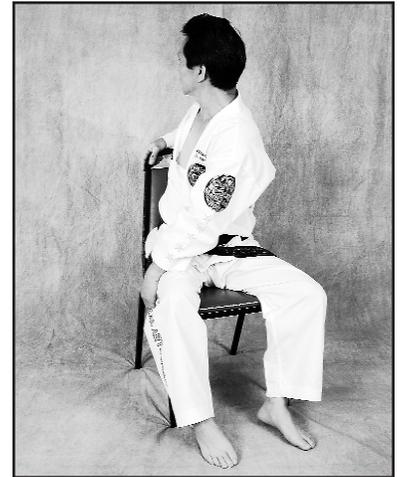
A. Sit comfortably in your chair but keep your body erect so that you can breathe into your lower abdomen. The best posture is to move your back away from the back support of your chair, but if that is not comfortable at least sit up straight.

B. Inhale and cross your right leg over your left. Look over your right shoulder, exhale, and turn as far as possible to the right, grasping the arm and back of the chair for support.

C. Inhale and face the front.

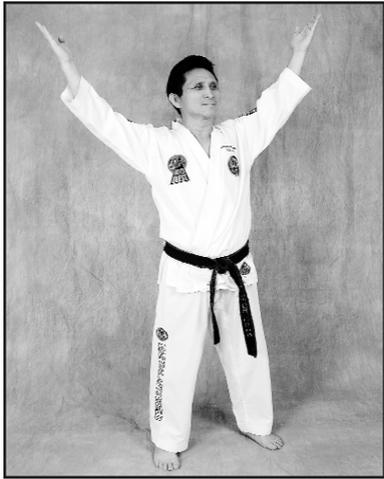
D. Look over your left shoulder, exhale, and turn as far as possible to the left, grasping the arm and back of the chair for support.

E. Inhale and return to the front.

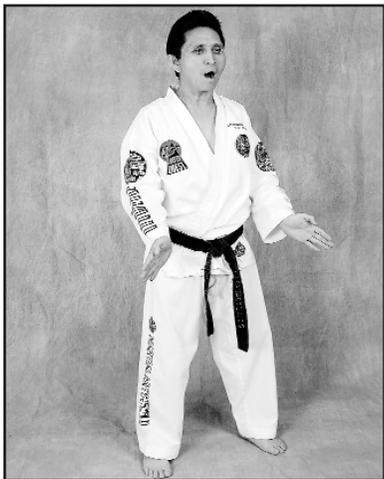


8.B.

9. Standing Breathing Exercise



9.C.



9.D.

How to do it:

A. Stand up at your desk with your feet approximately shoulder width apart and your knees slightly bent.

B. Open your hands, cross your arms in front of you and slowly circle your arms up and over your head as you inhale through your nose into your lower abdomen.

C. Continue the circles outward and backward as you continue to inhale and expand the chest.

D. Tighten your lower abdomen and slowly exhale through your slightly opened mouth as your hands move downward and inward, while pulling in your stomach to push out all the remaining carbon dioxide and stale gas.

E. When your hands come together at the bottom, slowly inhale through your nose again, but this time keep your hands at waist height and open them outward and backward in a half circle.

F. When you have circled outward as far as is comfortable, slowly exhale through the mouth and bring your hands inward, while pulling in your stomach to push out all the remaining carbon dioxide and stale gas.

G. Repeat B through F.

For more details on the benefits of any of these exercises, see the similar Standing Power Exercises In your White Belt Curriculum Guide, and the Seated Power Exercises in the MU-DO Curriculum Guide.

Finish up with Basic Breathing #3, and relax. You can do these exercises in a few minutes that you might spend daydreaming. They will release a lot of tension from sitting, plus they will relax your spine, back, and legs, and massage your internal organs. They will clear your mind and give you a new burst of energy. You can add or substitute any of the Power Breathing or Power Exercises that you find work particularly well for you. You will feel great.

Fourth, if you work continually on the phone or otherwise talking with people, you will not be able to change your breathing

pattern or perform Power Exercises without taking a break. When you get really tight and need to take a break before you bite off the corner of your desk, do it. Take a five to ten minute exercise break instead of a coffee or cigarette break. It will be much healthier for your body and mind, and much better for your company as your work time will be more productive. Find some spot in the hallway, in the parking lot, or anywhere and do a short version of Standing Power Exercises (from the White Belt Curriculum Guide). Another solution for people who use the phone all the time is to get a headset — it will save your neck and help your posture.

Finish with a Concentration Meditation (from the White Belt Curriculum Guide). You will return energized and relaxed. You will have released all your stress and tension. It will be good for you personally, good for your family, and good for your company. Invest a few minutes in your health before a problem starts. When it comes to sickness, prevention is much better than cure.

The first day you may feel a little awkward or self-conscious, depending on whether or not you can find a quiet place to begin your exercises or not. Once you begin, though, I know you will feel the difference, and continue to do it. Soon you will be telling others how to relax and get energy. You will become the office expert. With a little sharing, you will make your whole office environment healthier and happier.

Airplane Energy Exercises

Enjoy your airplane trip and get in shape.

I've heard many times from traveling businessmen (and even vacationers) that after a long airplane trip they feel tired and bored, or that they feel like they are getting old, even though they are only middle aged.

I've seen people on airplanes showing signs of discomfort after sitting for four or six hours — some after only two or three hours. I love long airplane trips. No matter how far the trip, I feel like I am on vacation, even when I work on the plane. Before the trip I always prepare books, pens, notebooks, and whatever work I have to do.

While on the plane, I do three things to make my trips pleasant:

1. Airplane Energy Exercises (including meditation, and Power Breathing),
2. Work or study (read and write), and
3. Sleep.

If you sit for a long time without doing anything, of course you will be tired and bored. If you are tired, do some Power Breathing to relax, and then fall asleep. At least this way you will arrive refreshed and ready to go. If you are bored, read, write, or do some work. Try to learn something new. If you are tense, do your Power Exercises and meditate. Time is golden, and cannot be replaced once it is lost.

Whenever I am in an airplane I usually see people work, read, talk, or sleep, but I never see anyone exercise. Airplanes are not a good place to jog or do high impact aerobics, but there are some simple exercises you can do to help you enjoy your trip and get in shape.

Exercises for short trips (one to three hours)

1. Seated Finger Chain Breathing
2. Seated Shoulder Exercise
3. Seated Neck Exercise
4. Seated Face Exercises
5. Seated Pull Down Exercise
6. Rhythm Power Breathing
7. Seated Toe Exercises
8. Concentration Meditation

You will feel energetic and you can clear your mind for fresh ideas and thoughts to improve yourself. You will have a great mini-vacation on the airplane.

Exercises for long trips (over three hours)

1. Seated Finger Chain Breathing
2. Finger and Wrist Exercises in your seat
3. Shoulder Exercises in your seat
4. Neck Exercises in your seat
5. Face Exercises in your seat
6. Chest Exercises in your seat
7. Pull Down Exercise in your seat
8. Rhythm Power Breathing
9. Bending Power Breathing
10. Deep Breathing
11. Concentration Meditation

Stand up and walk around the airplane.

This Power Exercises routine will relieve all your stress and tension. You will feel much more energetic — like you are flying. You will be able to work, sleep, or do whatever you want. If you are on a very long trip and get stiff or tense again, you can choose a few exercises and refresh yourself, or

1. Practice Power Breathing (Basic, Intermediate, or Advanced — whichever you know), or
2. Meditate (Relaxation Meditation or Power Meditation).

Wherever you go, you can always take your Power Exercises, Power Breathing, and Meditation with you. Many people say they have no time to exercise, and then they tell you that airplane trips are boring. Utilize your time. You can buy and sell the world, but you cannot buy your health. Once you lose it, it cannot be replaced. Invest your time in your health, so that you can have a future.

Do not even think about other people who might look at you or what they might think or say. As long as you do not directly bother them, your health is more important than their narrow mindedness. Airplane Energy Exercises are better than aspirin, and much better than being tired, bored, or depressed. You will have more energy, and a more positive, worthwhile airplane trip.

I hope when you read this section you do not just say, “That makes sense,” and do nothing about it. I believe you will do it whenever you take a trip. Some day I hope all of the airline companies will take Y. K. Kim’s advice and supply directions for Airplane Energy Exercises whenever there is a long trip. It will make the flight healthier and happier, with more smiles per mile.

You can also use these exercises on a train, a bus, a ship, or in a car whenever you have to travel long distances.

Driving Energy Exercises

Exercise creates energy for healthy living.

Long drives make you sleepy. Watching the white lines pass by in such a consistent rhythm can even hypnotize you. Your body is still, so you do not get good circulation. This is not a healthy situation. How can you make the best of it, especially if you travel a lot in your job?

First of all, remember that the automobile is the most deadly weapon in America. Cars kill more people than guns, knives, and explosives all put together. If you catch yourself falling asleep, PULL OFF THE ROAD and take a short nap. It is better to be 10 or 20 minutes late than to not show up at all. This is a life or death decision. If you really feel you can't spare the 10 minutes, stop the car, get out, and do some quick Power Exercises to get the blood circulating again.

Second, plan to keep your mind occupied during long drives. You obviously can't read while driving, but it is no great trick to listen to educational, motivational, or inspirational tapes and still pay attention to the road. Your local library probably has a large section of cassette tapes including books on tape, motivation and self improvement, foreign language, comedy, and even good music. With a little planning, a long drive can be a restful and enjoyable experience.

Even short drives are a good opportunity to practice Power Breathing. It will refresh and relax you, and improve your internal health. If you can remember to practice Power Breathing (obviously with your eyes open) whenever you drive, it will soon become second nature. Your health will improve without taking even one second out of your busy schedule. Remember that your worst enemy is you, but your best friend is also you. You can destroy yourself or improve yourself by the simple choices you make. Make the good choice.

Here are some exercises you can do while driving. Do not attempt to do anything but drive in high traffic situations. Only do exercises on open, uncrowded roads that do not demand your full attention, or at stop lights, or on the side of the road when you pull over.

For short drives (10 to 30 minutes):

1. Do Basic Breathing #2 or #3 (from the White Belt Curriculum Guide), or Intermediate Breathing #2 or #3 (from the MU-DO Curriculum Guide), with your eyes wide open and on the road.
2. Do Rhythm Power Breathing with your eyes wide open and on the road.
3. Do the Seated Shoulder Exercise while keeping both hands on the steering wheel.

You will release tension and stress and get in shape while you are driving. You will feel very energetic.

For longer drives (more that 30 minutes):

1. Do Rhythm Power Breathing.
2. Do Seated Shoulder Exercise with both hands on the steering wheel.
3. Do Seated Neck Exercise in your seat as long as you keep your eyes on the road (do not turn sideways).
4. Do Seated Face Exercise, except do not rub your hands together or massage yourself; keep your hands on the wheel.
5. Do Power Breathing while keeping your eyes wide open and on the road.
6. Stop the car at a rest stop, convenience store, or on the side of the road and do five to ten minutes of your favorite standing Power Exercises, especially those that loosen the shoulders and neck.

In our busy culture, you need to utilize your time wisely. Do not waste time during short drives: do Power Breathing and drive yourself to better health. Get the most out of long drives by making them enjoyable and educational, rather than boring. The automobile has taken away our natural exercise of walking, but it need not take away our health. Plan to get the most out of this time we spend on a regular basis.

Whenever I drive alone, I release all my stress and tension and generate lots of energy and ideas by:

1. Power Breathing.
2. Driving Energy Exercise.
3. Yelling loudly (it makes me feel fresh).
4. Laughing loudly (it makes me feel happy).
5. Rehearsing speeches.
6. Reflecting on myself and concentrating on new ideas.
7. Listening to motivational, educational, and inspirational tapes.

Whenever I am driving alone I feel like I am on a mini-vacation. When I take a long drive of more than three hours I stop the car and get out to do some light Power Exercises. I really don't care when other people look at me, as long as I know I am not bothering them. I hope you can adopt the same attitude.

Once you realize how to use your time this way, you can no longer say "I do not have time to exercise." You have plenty of time to exercise while you are doing other things, and that will give you more time to enjoy your life.

Walking Energy Exercise

Exercise enlivens your daily life.

Walking and jogging are very popular exercises and they are good for your health because they increase the circulation and allow you to breathe fresh air while relaxing your mind. Where you walk or jog is very important, though. If at all possible, choose a time and location that will allow you to see trees and flowers, and breathe the fresh oxygen that these plants produce. If these choices are not possible, walking or jogging in the city is better than not walking or jogging at all. Just wear good shoes (modern technology has gone a long way to help us walk and run on asphalt.)

I personally walk every day. It is my vacation time. It clears my mind, and allows me to come up with some of my best ideas. It helps relieve tension and stress, builds stamina, and gives me energy. I have solved many of my business and personal problems with ideas that I had during a walk. I also practice Tae Kwon Do during my walks. It gives me a positive attitude and builds my confidence. I really don't care if somebody watches me or not. It is good for me, and it would be good for them if they would try it, too. I hope you, too, can make some time to walk every day. You will be healthier, happier, and more confident in yourself.

If you cannot schedule a separate time for walking, you can practice Power Breathing when shopping, walking to or from work, or going anywhere else. Walking is a great exercise, but we do not walk enough because of our modern technology. We drive cars, ride buses, take escalators and elevators. Not many people use their legs and feet.

If you drive somewhere, don't drive around in circles trying to find the absolute closest parking space. Intentionally park a little farther away, and get a little more exercise. It will be good for you, good for your family, and good for your company. The legs and feet were designed to walk, and when they don't, the health of the rest of the body begins to suffer. If your legs lose their strength, your whole body gets weak and subject to disease.

Walking and jogging are great natural exercises. Power Breathing and doing Power Exercises while walking or jogging will dramatically increase the benefits of both.

How to do it:

A. Inhale and open your chest, as you take two or three steps (maybe more, depending on your lung capacity.) If you are walking comfortably, breathe through the nose; if you are walking very fast you will need to breathe through your mouth. You may do Basic Breathing or Intermediate Breathing, depending on your development.

B. Exhale for the same number of steps as your inhale. Bend forward only slightly to get more air out of your lungs.

C. Repeat and continue throughout the length of your walk. You may also add many arm exercises from Standing Power Breathing or Aerobic Self-Defense while you are walking, or you can stop and do a short session of Aerobic Self-Defense, and then continue your walk.

Benefits:

Walking will:

Increase your circulation.

Freshen your mind.

Increase your energy level.

Reduce your weight.

I sincerely hope that when you read this section you do not just shake your head and agree with me, but put your belief into action. You can get the health benefits for yourself, and you can share the knowledge with people close to you so they can become more healthy, too.

Once again, I have to emphasize that you cannot worry what other people are thinking, or even if they say dumb things to you. As long as you do not bother anyone else, get as much benefit as you can out of your walk. If you really believe health is the most important thing in your life, do not let a little shyness get in your way.

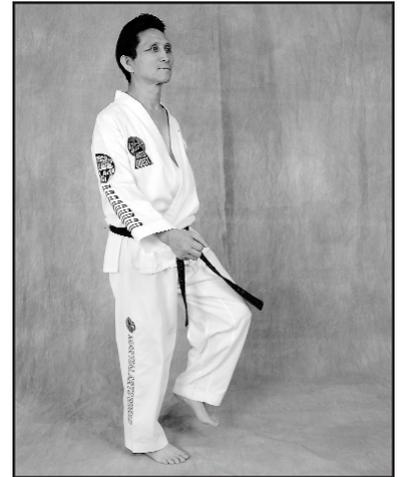
Y. K. Kim's Walking Method

Park far away.

Use the stairs instead of the elevator.

Power Breathe while walking.

Do upper body exercises while walking.



Morning Energy Exercises

Most successful leaders in the world do some form of morning exercises.

Most successful, respected, and energetic leaders in the world have one thing in common: they wake up before sunrise and do some morning exercises. Before the sun comes up you can have the most clean air (and *ki* energy) because all the dust is down on the ground.

First thing in the morning when you wake up, make yourself positive, energetic, and smile. How?

1. Go to bed before midnight, wake up before sunrise (there are many exceptions, depending on your work schedule).
2. Before you go to bed, do Night Relaxation Exercises (later in this section).
3. When you wake up, the first thing you should do is say to yourself with a big smile,

“I feel good this morning. I will have a wonderful day.”

Repeat it three to five times, until you believe it. If anybody else is in your room, say,

“Good morning, _____. I feel good this morning,”

also with a big smile. Then you will have a positive attitude for the rest of the day. (It’s easy to imagine what kind of day you will have if you tell yourself, *“What a lousy day. I feel terrible. I don’t want to get up.”*) You create your own world. Create a good one.

When you wake up, drink one third of a cup of pure water and begin your morning exercises before you do anything else. After your exercises you can drink more to begin flushing out your system.

If you ever watch a wild animal wake up, it will usually stretch it’s muscles. Most of us have the same tendency, because it is a natural transition for the muscle from the resting state to the ready state.

Whenever you wake up, while you are still lying on your back, stretch your body:

- A. Put your fingers into a finger chain,
- B. Extend your hands horizontally over your head,
- C. Inhale, point your toes, and stretch your whole body,
- D. Exhale, release your fingers, and relax.
- E. Repeat steps A through D a few times.

The most important thing is your mind, because your mind controls your body, and your body and mind have to work together. While you are stretching, you must say to yourself positive things like,

“I feel good.

I feel wonderful this morning.

I feel strong.

I will have a great day today.”

The first time you do it, it may feel strange. Continue to practice, and after ten days it will seem like normal, and after one hundred days it will be your healthy morning habit.

Occasionally, you will find it difficult to get out of bed. Sometimes your body wants more sleep, but you have to wake up to go to work, to school, or to honor a commitment you made. Maybe you stayed up too late working, playing (even drinking), or maybe you just feel lazy.

Have you ever noticed that if you get out of bed quickly and start the day energetically, you set the pace and have energy all day? Or have you noticed that when you sleep an extra five minutes, stumble and grumble out of bed, you set the pace and are tired all day?

The following Power Exercises will help you get your motor running so you can accomplish whatever goals you have set for the day. The most important thing to decide is how much time you will make to exercise. If you do a heavy workout later in the day, just do a short exercise session in the morning. If you do not have a vigorous workout planned later in the day, do a full exercise session first thing in the morning.

If you are only doing a short session:

Light Morning Power Exercises (approximately five minutes) (from the White Belt

Curriculum Guide).

1. Deep Breathing
2. Finger and Wrist Exercises
3. Shoulder Exercises
4. Neck Exercises
5. Face Exercises
6. Chest and Back Exercises
7. Knee and Thigh Exercise
8. Ankle and Shoulder Exercise
9. Pull Down Exercise and Loosen Up
10. Abdomen and Back Exercises
11. Push-Up Stretch
12. Meditation

If you have 10 to 20 minutes:

Do a full session of Standing Power Exercises.

If you have 15 to 30 minutes:

Walk one to two miles with Power Breathing and upper body Power Exercises. Finish with meditation.

If you have 20 to 40 minutes:

Run one to three miles, then do a full session of Power Exercises and Meditation.

If you have 30 to 60 minutes:

Do Aerobic Self-Defense or Tae Kwon Do training and Meditation.

Following your exercises, get rid of all the junk in your system by using the toilet. Then brush your teeth, shave (if appropriate), and shower. You can get an extra internal cleaning during your shower by massaging your muscles as you wash. Don't just spread soap over the skin, but squeeze each muscle to wash the stale blood out and move fresh blood in. After cleaning your whole body with warm water, rinse with cold water. You can rinse again with warm water, and again with cold water, one, two, or three times — whatever you feel is right.

Have a great breakfast of natural, nutritional food. You will have a great day with a positive attitude and energetic feeling every day.

Whenever you travel, please take your walking shoes and a warm-up suit with you so you can exercise during your trip.

By making a conscious effort you can change your outlook every morning to a positive and healthy one. If you share your experience with others, we can begin to make our collective dream come true: a healthier and happier world. I hope some day soon all neighbors in all towns, all cities, all states, all nations, all over the world, will get up before sunrise and come out doors and exercise together for better health every day. We can build health and smiles around us, and build a healthier America and a healthy world.

Night Relaxation Exercises

Deep, peaceful sleep is one of the best tools for relaxation and the release of stress; it will help you generate energy.

Deep and peaceful sleep will release your tension and stress and recharge your body and mind. You will be more positive and energetic.

Before you go to bed, clean your body and brush your teeth.

In order to have deep and peaceful sleep, you need:

1. A sturdy, supportive bed,
2. A good pillow, depending on your sleeping position,
3. Cool (but not cold) temperature,
4. Quiet,
5. Before you go to bed, do some exercise and meditation.

Here are some specific exercises you can do from the Seated Power Exercises: (in the MU-DO Curriculum Guide);

- A. Foot Massage
- B. Single Leg Stretch
- C. Butterfly
- D. Open Leg Stretch
- E. Double Leg Stretch
- F. Seated Adjust the Spine
- G. Rhythm Power Breathing
- H. Finger Chain Breathing
- F. Bending Power Breathing

Finish with Reflective Meditation and Concentration Meditation, to review today and plan tomorrow.

You will have deep and peaceful dreams and the next morning when you wake up you will feel like you can fly. You will be fresh and positive, confident and energetic in what you will do today.

Once you go to bed, you can do Relaxation Meditation, Reflective Meditation, Concentration Meditation, and Power Breathing. Your mind will be relaxed, and you

will be able to sleep like a baby. You can become your own alarm clock, and wake up with lots of energy.

The whole idea of insomnia strikes me as nonsense. I wish I could have insomnia every night so that I could do more work. If you cannot sleep tonight, do some work. Read a book and learn something. If you are tired all day tomorrow, you will be able to sleep tomorrow night. No more insomnia.

Actually, I know I'm exaggerating, and it's not that simple. Insomnia usually means you are worried about something (although it can mean you took too much caffeine late in the day). If your mind is overworked but your body is not really tired, you will not sleep comfortably. You need to make your body as tired as your mind so that you are balanced and able to sleep.

The best exercises to do in the middle of the night are Power Exercises with Power Breathing. You can do them right in your bedroom and they will calm your mind (and take it off of whatever you are worried about). The improved circulation will restore your system to balance, and let you sleep.

When you finish your power exercises, lie down on the bed and do Relaxation Meditation and Concentration Meditation. You should be relaxed and fall asleep quiet easily.

Another thing to do is read a book while doing deep breathing exercises. The breathing will relax your body and mind, and the reading will take your mind off of your worries and tire your eyes. You will drift off soon enough.

The best prevention for insomnia is to work out hard during the day. People who do physical labor or who practice an extremely active sport or martial art like Tae Kwon Do rarely have trouble sleeping. Intense exercise is the best medicine for insomnia.

Whatever you do, do not take sleeping pills or potions. I see television advertisements for insomnia medicine almost all the time. We could save a lot of money that we spend on these medicines and get in better shape at the same time by practicing Power Exercises, Power Breathing, or martial arts.

I hope you have deep sleep and peaceful dreams starting today. You will be able to relax and recharge your energy.

Advanced Basics

Most of the Advanced Basics are the same techniques you learned in the MU-DO curriculum. Excellence in the martial arts is not so much a matter of how much you learn, but how well you do what you have learned. We will continue to practice basics and advanced basics throughout all levels of the curriculum. Even master instructors still practice their basics, trying to perfect them. At the PYUNG-HWA level, try to focus on the snap at the end of each technique. You still focus the power of your entire body into each technique, starting from the floor, through your stance, increasing power through the hips, and then focused into a very small area with the snap of the specific technique.

Stances

Open Stances

Closed Stances

Advanced Basics (Horse Riding Stance)

Double Low Block

Double Inside Block

Double High Block

Double Knife-hand Block to the Side

Double Knife-hand Strike to the Neck

Double Spear Finger Strike

Double Palm Strike

Stepping Kicks (Fighting Stance)

Stepping Leg Raise

Stepping Outside Swing Kick

Stepping Inside Swing Kick

Stepping Pick Ax Kick

Stepping Knee Kick

Stepping Pushing Kick

Stepping Front Kick

Stepping Roundhouse Kick

Stepping Side Kick

Turning Back Kicks (Fighting Stance)

Back Side Kick

Back Swing Kick

Back Moon Kick

Jumping Kicks (Fighting Stance)

Jumping Back Side Kick

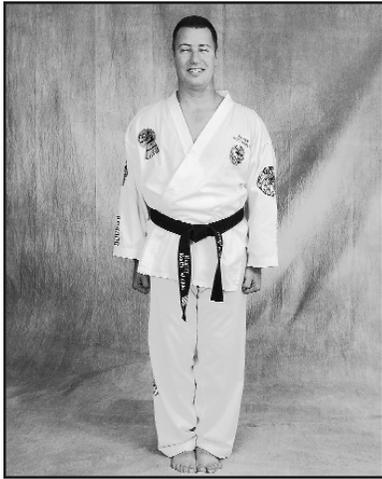
Jumping Back Swing Kick

Jumping Back Hook Kick

Jumping Front Kick

Stances

Stances are the foundation of your technique. Brown Belt, Red Stripe stances focus more on how to change the purpose of your stance by foot position. This exercise not only gives you a better understanding of your stances, it improves your balance. As a result of learning these stances, you will probably improve the quality of your basic stances, as well.



Regular Attention Stance

Open Stance

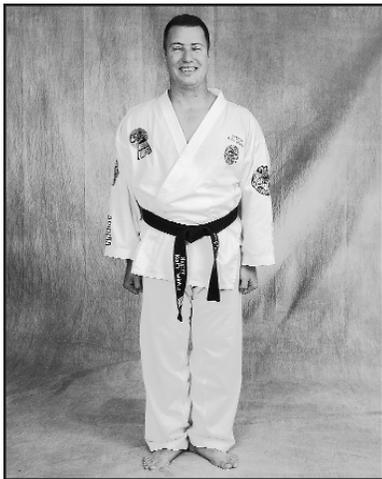
An Open Stance is any basic stance with the toes opened outward. For example, in an Open Attention Stance, the toes, instead of pointing straight ahead and touching each other, point outward forming a “V”.

Open Attention Stance

Although Open Attention Stance is not the proper stance for attention in Martial Arts World, it is better for standing at attention for an extended period of time. People will occasionally pass out if standing at true attention stance for long periods of time (hours). By standing in Open Attention Stance, you can stand longer, safer.

Instruction:

From Attention Stance, open your toes outward until the feet form the shape of a “V.”



Open Attention Stance

Closed Stance

A Closed Stance is any basic stance with the toes turned inward. For example, in a Closed Jhoon-bi Stance, the toes, instead of pointing straight ahead, point slightly inward. Generally, the closed foot position turns the knee slightly inward and helps protect the groin area.

Because the toes and heels are already touching in regular Attention Stance, it is not possible to stand in Closed Attention Stance.

Closed *Jhoon-bi* Stance

Closed Jhoon-bi Stance is not the proper way to do *Jhoon-bi* Stance in Martial Arts World, but it may be a proper stance in a different martial art. You sometimes see this stance in Okinowan Karate Styles. It can be a proper stance in different situations in Martial Arts World, but it will always be referred to as Closed *Jhoon-bi* Stance to differentiate it from *Jhoon-bi* Stance.

Instruction:

From regular Jhoon-bi Stance, close your toes inward toward the center at least 30 degrees.

Open *Jhoon-bi* Stance

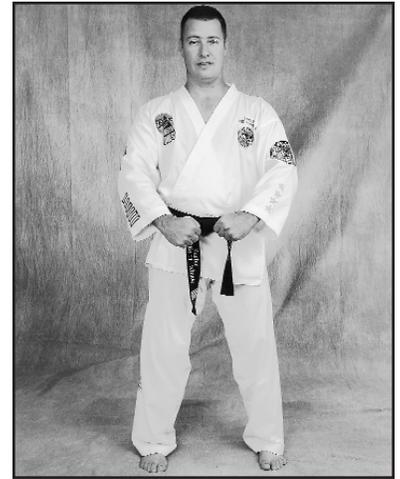
Once again, Open Jhoon-bi Stance is not a proper stance for Martial Arts World, but it may be a proper stance in a different martial art.

Instruction:

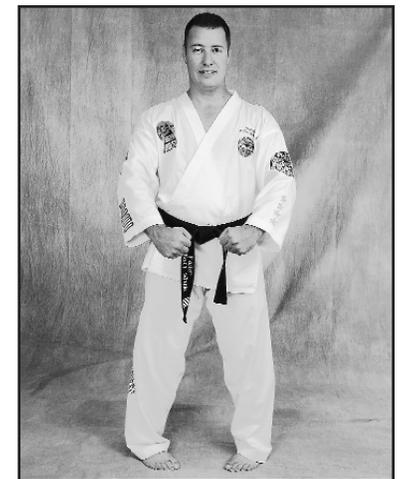
From regular Jhoon-bi Stance, open your toes outward to about a 45 degree angle.

Exercise:

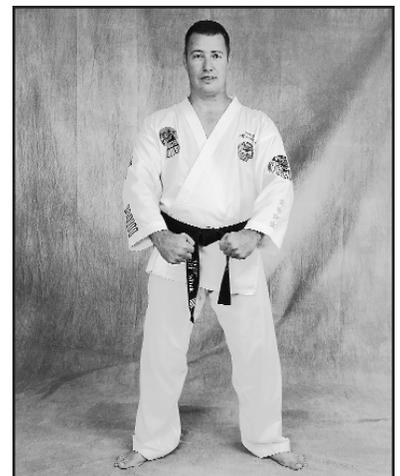
Feel the difference in balance and focus of energy between *Jhoon-bi* Stance, Closed *Jhoon-bi* Stance and Open *Jhoon-bi* Stance shifting from one to the other several times.



Regular *Jhoon-bi* Stance



Closed *Jhoon-bi* Stance



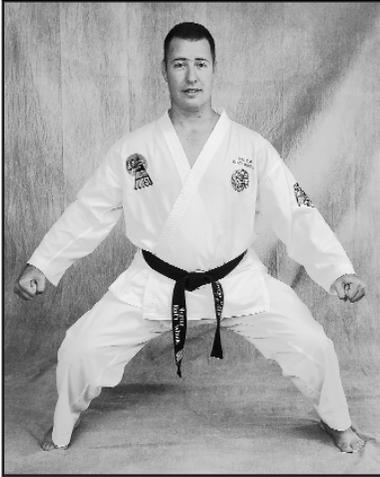
Open *Jhoon-bi* Stance

Open Horse Riding Stance

The Open Horse Riding Stance is not a proper horse riding stance for Martial Arts World, but is a proper stance in other martial arts. You have probably seen this stance in Sumo Wrestling because it lowers the center of gravity and allows better traction for pushing your partner.

Instruction:

From a regular horse riding stance, open your toes outward to approximately a 45 degree angle.



Regular Horse Riding Stance

Closed Horse Riding Stance

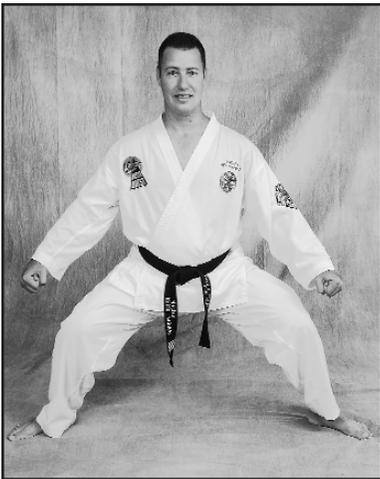
The Closed Horse Riding Stance, once again, is not a proper horse riding stance for Martial Arts World, but it may be a proper stance in another martial art.

Instruction:

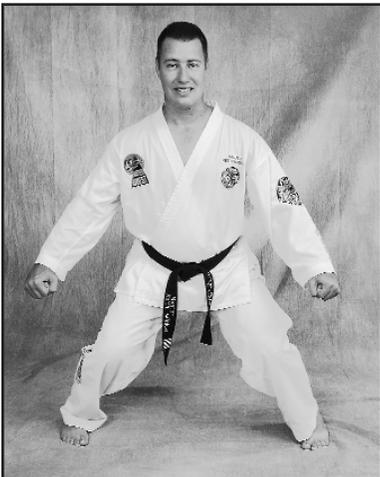
From a regular horse riding stance, close your toes inward approximately 30 degrees.

Exercise:

Feel the difference in balance and focus of energy between Regular Horse Riding Stance, Closed Horse Riding Stance, and Open Horse Riding, Stance shifting from one to the other several times.



Open Horse Riding Stance



Closed Horse Riding Stance

Open Front Stance

The Open Front Stance is not a proper front stance for Martial Arts World, but may be a proper stance in other martial arts. By opening the foot outward, some styles believe it becomes easier to kick with the rear leg.

Instruction:

From a regular front stance, open the toes of your front leg outward to approximately a 45 degree angle.

Closed Front Stance

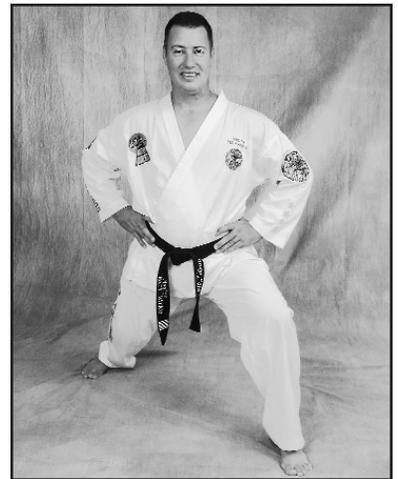
The Closed Front Stance, once again, is not a proper stance for Martial Arts World, but it may be a proper stance in another martial art. Some styles believe that the inward turned foot and slightly inward turned knee help protect the groin area.

Instruction:

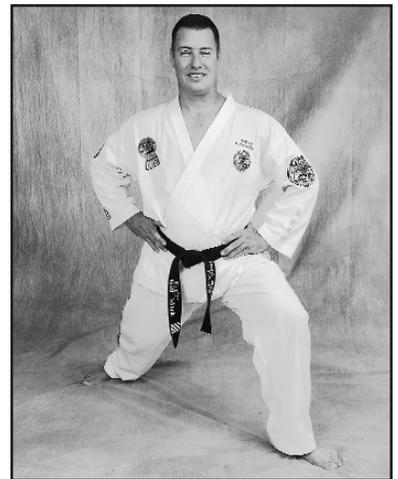
From a regular front stance, close the toes of your front leg inward approximately 45 degrees.

Exercise:

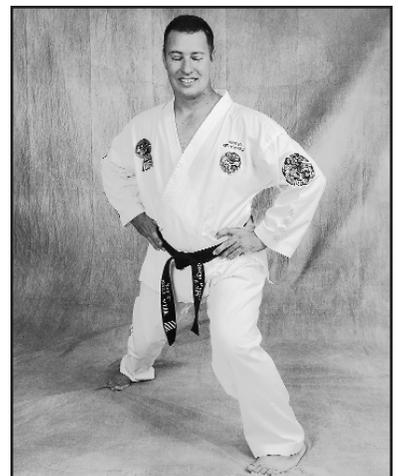
Feel the difference in balance and focus of energy between Regular Front Stance, Closed Front Stance, and Open Front Stance, shifting from one to the other several times.



Regular Front Stance



Open Front Stance



Closed Front Stance

Basics

Hand Techniques:

Basics and Advanced Basics

The Basics and Advanced Basics are performed in the horse riding stance. They are the same techniques you learned in the White Belt, the MU-DO, and the JA-YUN curricula. Continue to practice them, constantly striving to perfect every aspect of each technique, but especially emphasizing the the snap at the end of each technique. You still focus the power of your entire body into each technique, starting from the floor, through your stance, increasing power through the hips, and then focused into a very small area with the snap of the specific technique.

Kicking Techniques:

Stepping Kicks

For the basic kicks you learned as a white belt, you kicked with your back leg. For the stepping kicks in advanced basics, you kicked with your front leg. Continue to practice your basic and stepping kicks, striving to perfect them. Advanced technique can only be achieved with sound basics. As you begin to practice jumping techniques, you will discover minor imperfections in your basics that were not apparent at the lower levels, but become exaggerated as you attempt the advanced techniques. As you discover how to improve your technique, continue to practice your basic and stepping kicks with renewed dedication.

Jumping Kicks

In the JA-YUN curriculum you learned jumping back kicks.

The purpose of a jumping in a back kick is primarily to free your body from the friction of contact with the ground, and secondarily to jump over something. After you learned how to perform the kick, if your fitness level allows, you may try to jump higher and higher to develop a higher level of skill. Students with back, knee, or other joint problems should jump only at the lowest levels or not jump at all if there is a significant risk of injury. Remember: we practice the martial arts to improve our ability and fitness, not to injure ourselves and impair our abilities.

In the PYUNG-HWA curriculum you will learn to jump for different purposes, adding different levels of refinement to your skills. In addition, your breaking technique will be combinations, rather than single techniques, at first combining a hand and foot technique, and ultimately combining two jumping kicks.

Jumping Front Kick

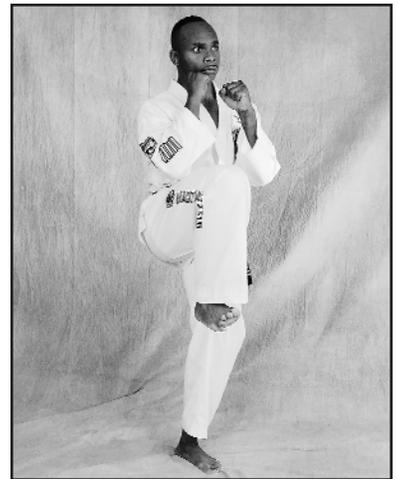
Unlike the jumping back kicks (jumping back side, jumping back swing, jumping back hook) the primary purpose of the jumping front kick is NOT to free you from friction with the ground so that you can turn faster. The purpose of the jumping front kick is to allow you to reach either higher or farther. If you jump upward, you may be able to kick higher than your head level with a jumping front kick. If you jump forward, you will be able to reach a target much farther away by jumping. The jumping front kick is an exciting exhibition technique, but you must be careful to pull your toes back and strike with the ball of the foot.

As with all martial arts techniques, the purpose of learning a jumping front kick is to improve your ability and fitness, not to injure you. If you have back, knee, or other joint problems, do not attempt to jump if there is a significant risk of injury. Consult your instructor for either a different technique or a way to adjust the technique to your individual needs.

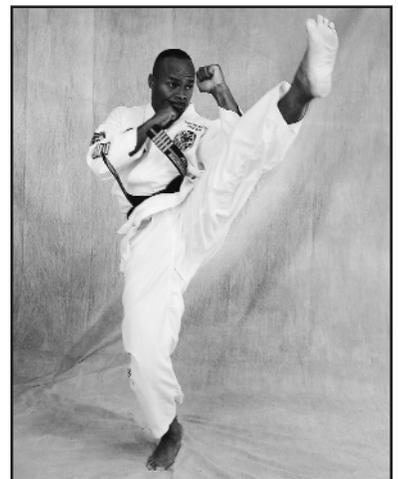
- A. From a left fighting stance, lift the right knee as if doing a knee kick;
- B. Jump and perform a front kick with the left leg, aiming as high as possible (be sure to pull your toes back);
- C. Snap your kicking knee back to the chambered position as you land softly in the same stance.

Notes:

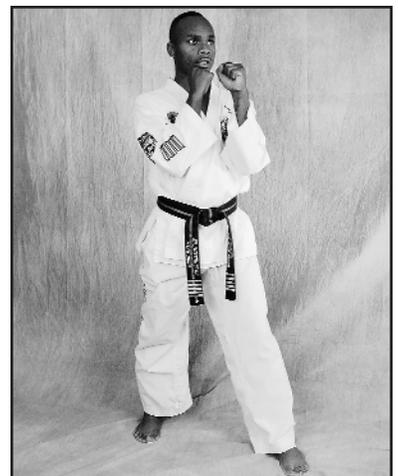
- 1. For greater height, take a running start.
- 2. Use the momentum of the knee kick to raise your body higher during the jump.
- 3. The kicking leg is also the jumping leg, so you must think of planting the kicking leg as the last step in your run.



Jumping Front Kick A.



Jumping Front Kick B.



Jumping Front Kick C.

Poom Se

Poom se is the art and beauty of the Martial Arts. It is a set combination of basic blocks and attacks performed in a specified pattern. The proper way to learn, teach, or practice *poom se* is to first know the name and meaning of the *poom se*, then learn the three components of each movement in this order:

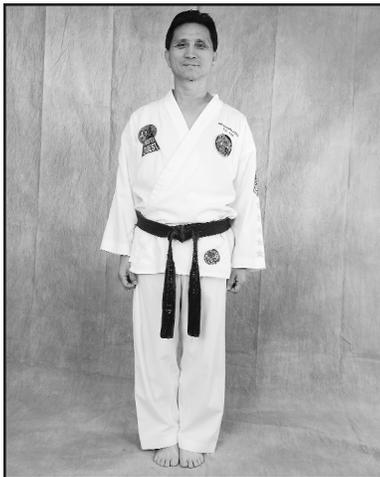
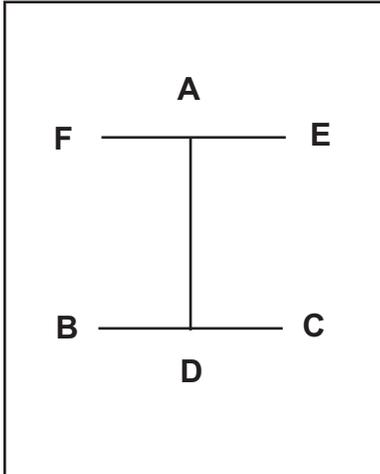
- a) Direction
- b) Stance
- c) Technique of block or attack

Poom se PYUNG-HWA (Peace)

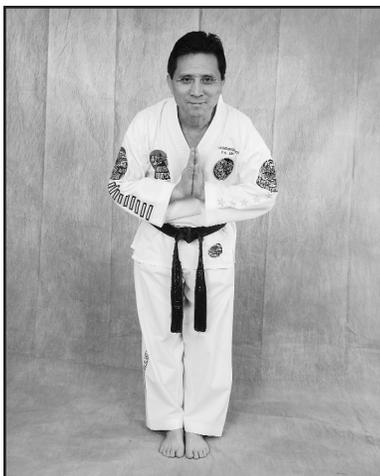
Poom se PYUNG-HWA means “peace.” The goal of martial arts training is peace: peace within yourself and peace in society. The ultimate sign of success in your life is peace of mind. World peace begins with individual inner peace. Inner peace is a sign of internal strength, which is personal power.

The shape of the form on the floor is comes from the symbol of "empty mind" or peace. An empty mind is a ego-less mind, one without selfish pride or greed. When we empty our minds of negative habits, we can have peace.

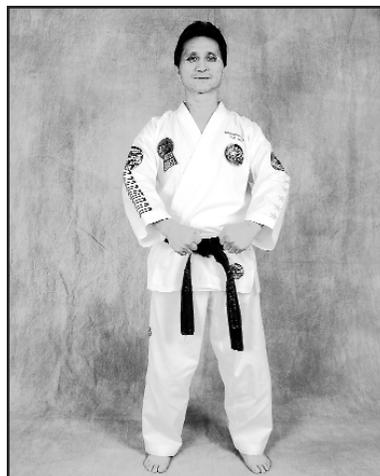
Jhoon-bi: From attention stance, step left foot to the left one shoulder width, as you raise your fists in front of your body to the chin level, say, “Pyung”; lower your fists to your belt level with one fist’s space between them as you settle your weight into your stance, evenly distributed; say “Hwa!”



Attention Stance



Bow

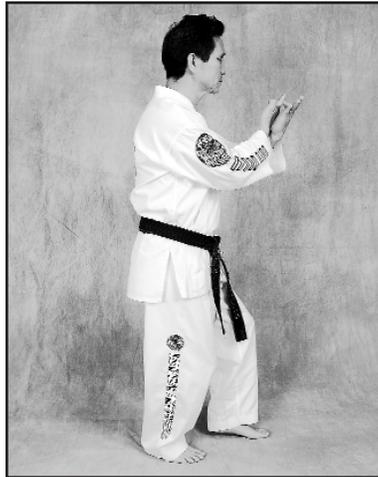


Jhoon-bi.

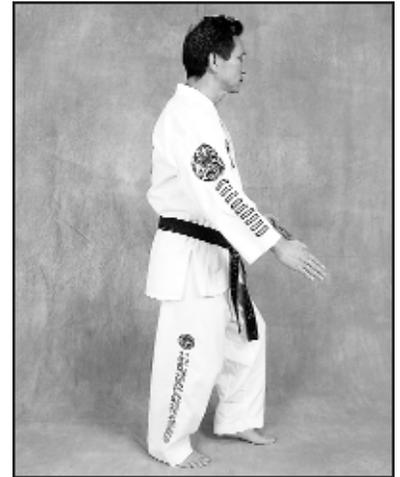
Brown Belt, Red Stripe Level: 1 through 8

From *jhoon-bi* stance facing A:

1. A. Look left, turn left 90 degrees to the left into a left tiger stance facing B as you slowly execute a double knife hand low block,

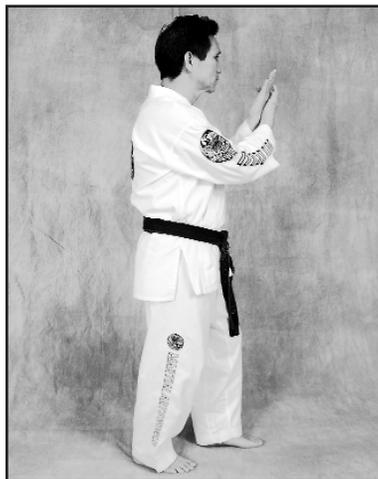


1.A. (Chamber)

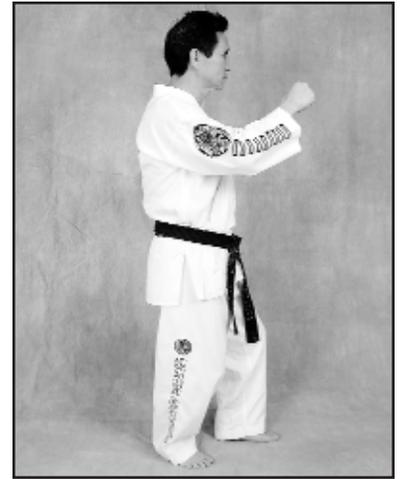


1.A. Double Knife-hand
Low Block.

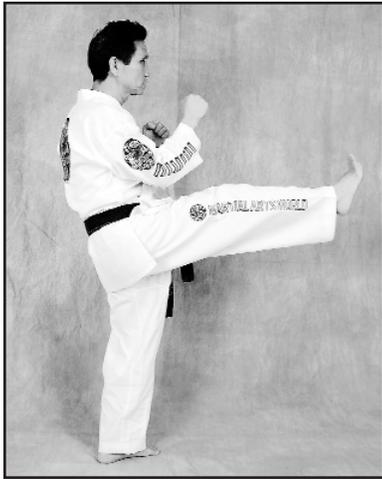
1.B. Then quickly execute a middle spreading block, palms down.



1.B. (Chamber)

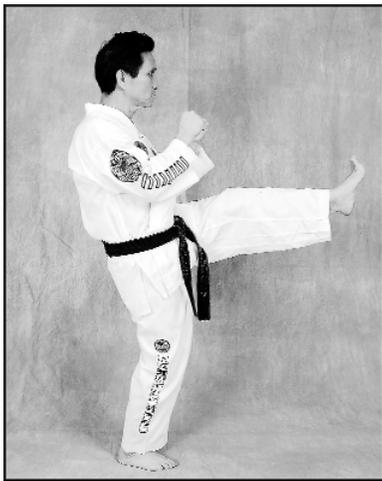


1.B.



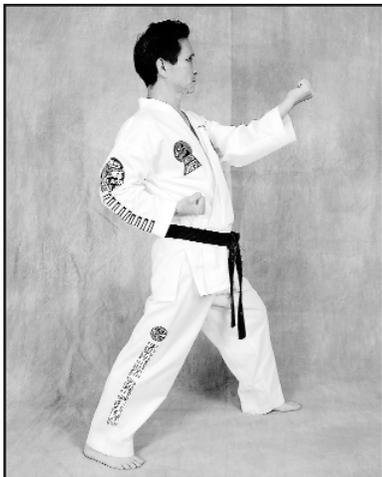
2.A.

2.A. Right front kick,



2.B.

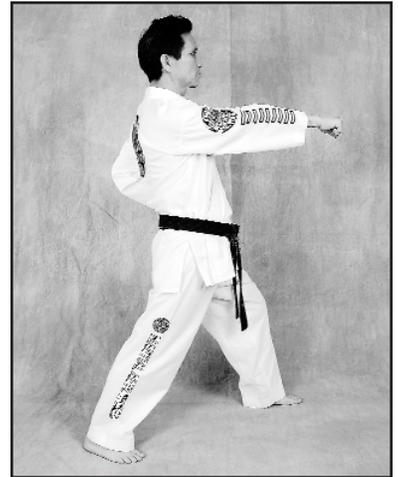
2.B. Set the right foot down next to the left foot, then left front kick,



2.C.

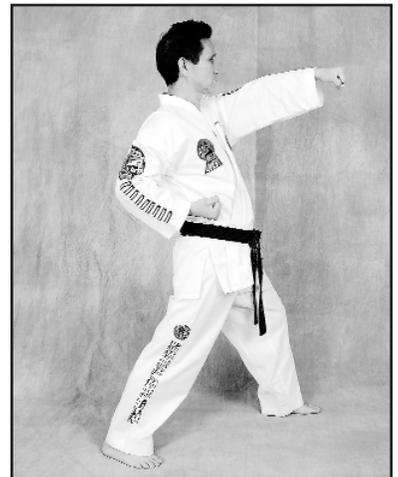
2C. Step forward into a left front stance as you execute a left middle block;

2.D. Then right middle punch,



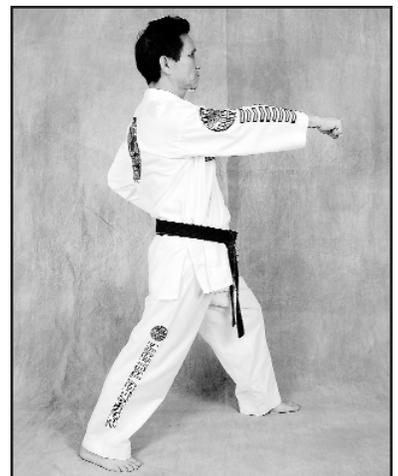
2.D.

2.E. Left high punch,

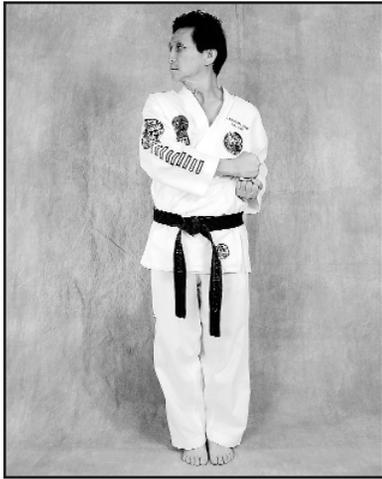


2.E.

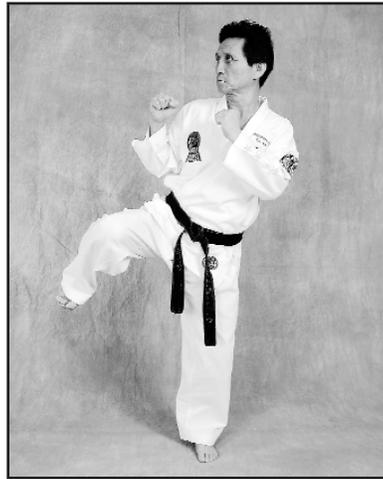
2.F. Right middle punch in rapid succession.



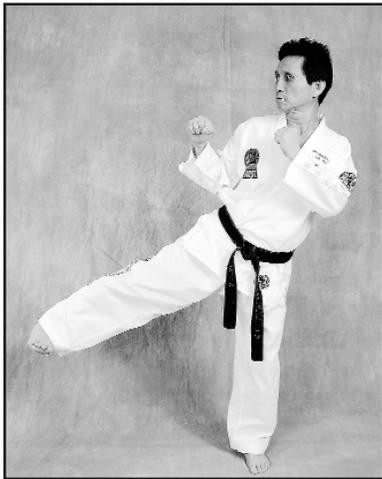
2.F.



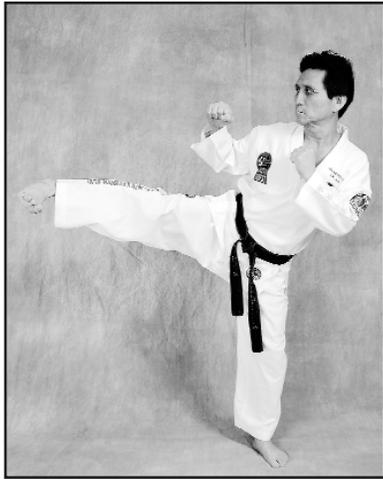
3.A.



3.B.



3.C.(1).



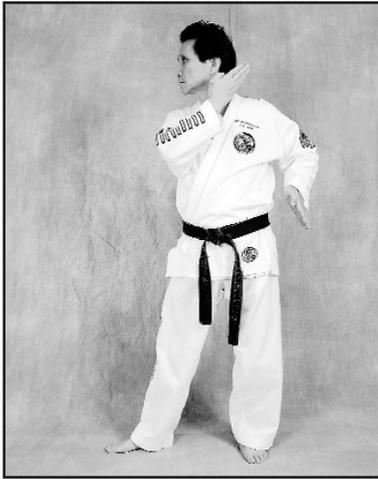
3.C.(2).

3.A. Look over your right shoulder and bring left foot to your right foot into an attention stance, body facing A but face toward C, with your hands in the cup and saucer position (left palm up, right palm in);

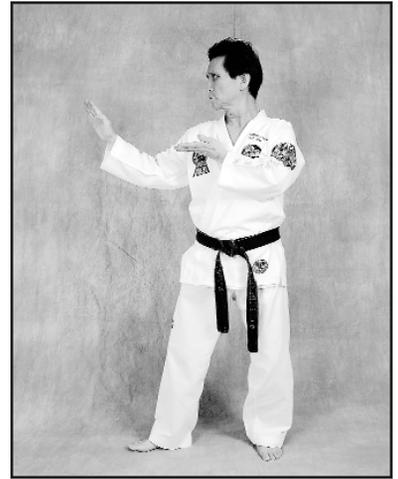
3.B. Lift your right knee and move your fists into a fighting position,

3.C. Then execute (1) a right side kick low and (2) a right roundhouse kick middle toward C without setting the foot down,

3.D. Then step the right foot forward into a right back stance facing C as you execute a double knife hand middle block,

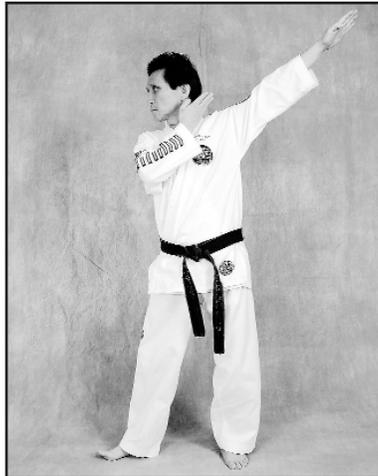


3.D. (Chamber)

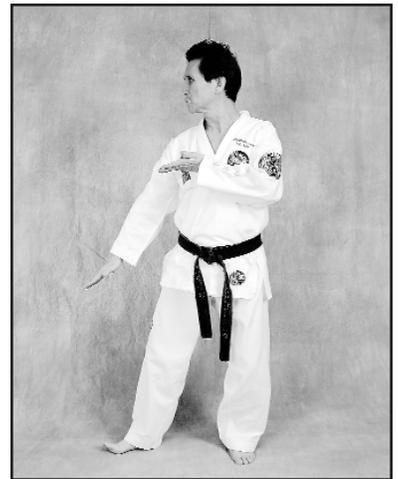


3.D. Block

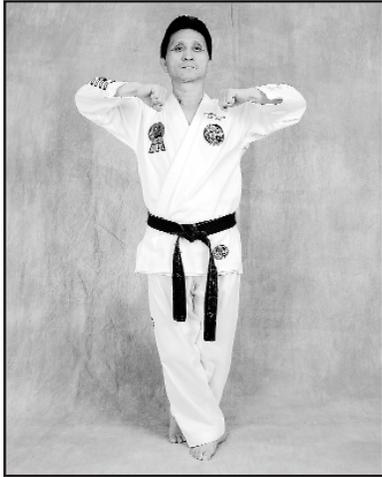
3.E. Then circle your arms over your head into a double knife hand low block.



3.E. Circle Over Head

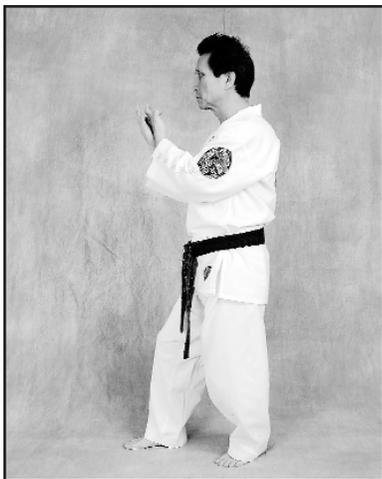


3.E. Block

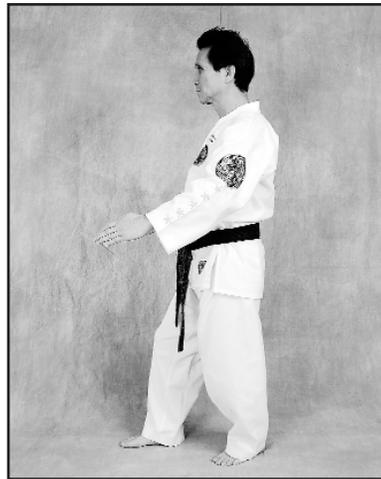


4.

4. Slide left foot behind the right into X-stance as you execute a double yoke strike, facing A.

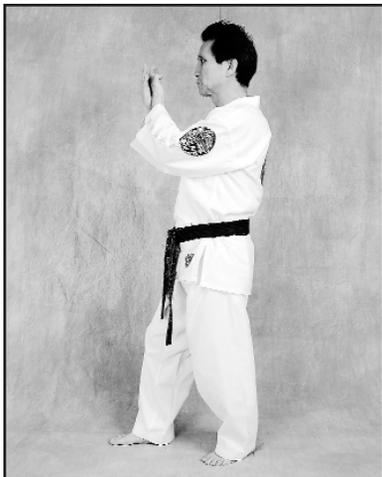


5.A. (Chamber)

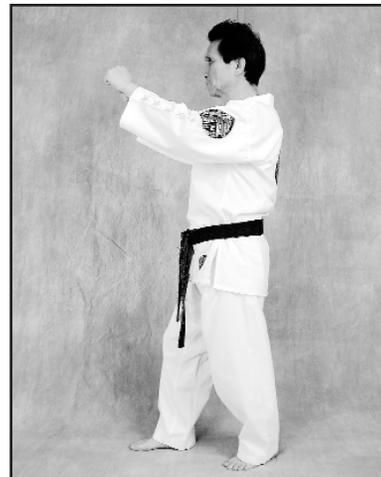


5.A. Block

5.A. Turn right 90 degrees into a right tiger stance, facing C as you slowly execute a double knife hand low block,



5.B. (Chamber)

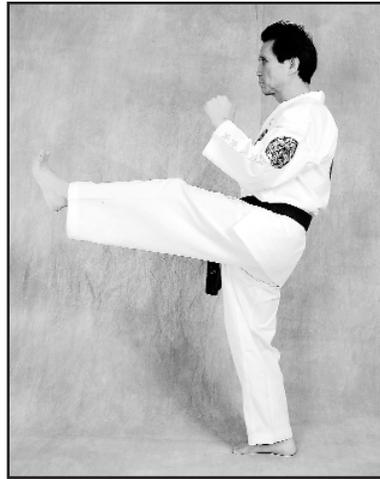


5.B. Block

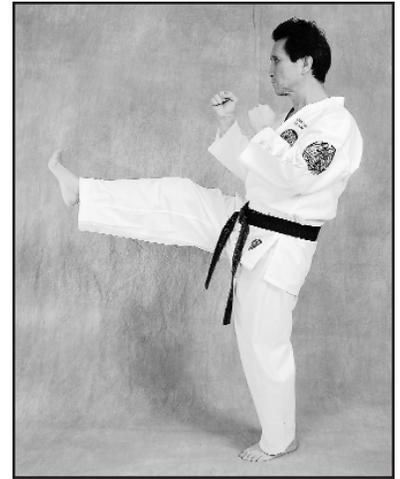
5.B. Then quickly execute a middle spreading block, palms down.

6.A. Left front kick,

6.B. Set the left foot down next to the right foot, then right front kick,



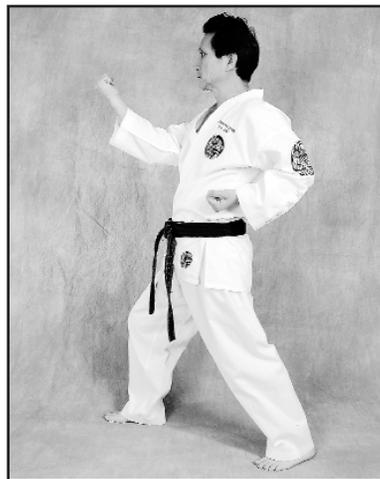
6.A.



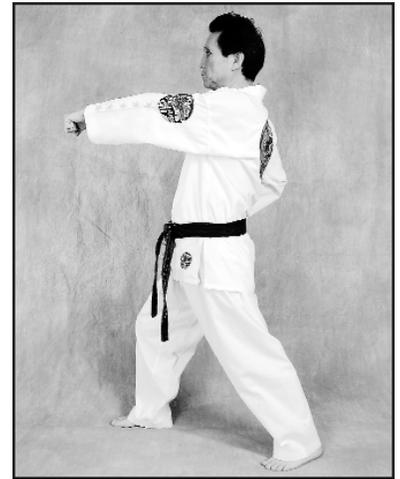
6.B.

6.C. Step forward into a right front stance as you execute a right inside block;

6.D. Then left middle punch,



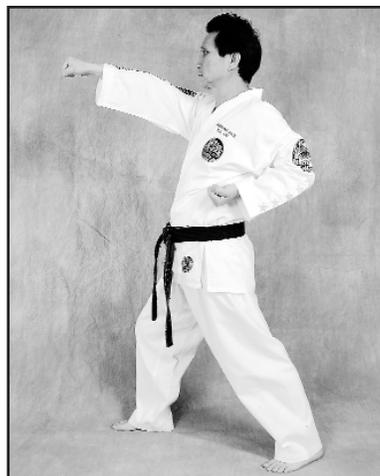
6.C.



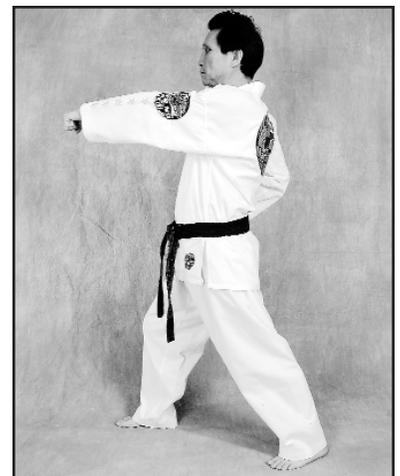
6.D.

6.E. Right high punch,

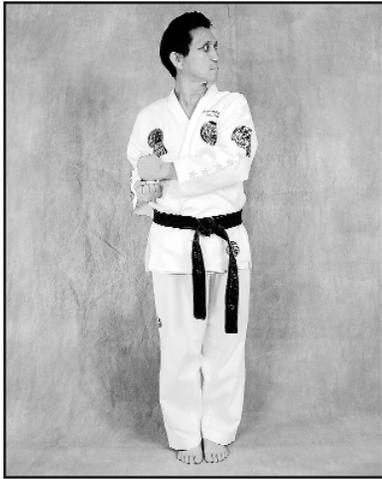
6.F. Left middle punch in rapid succession.



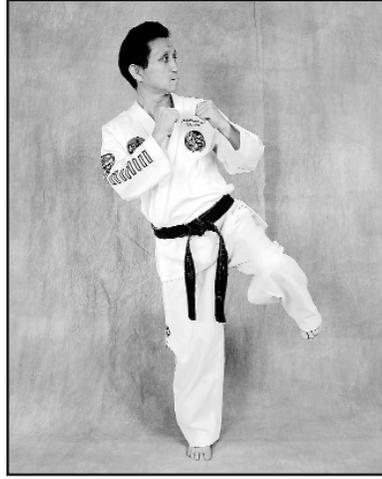
6.E.



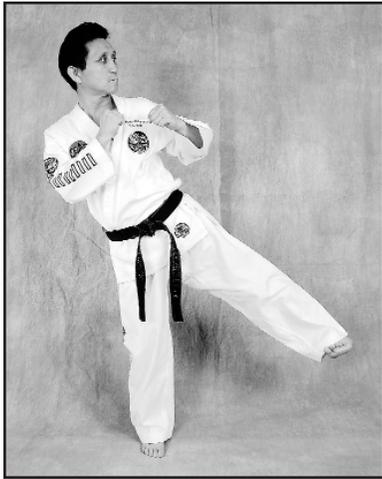
6.F.



7.A.



7.B.



7.C. (1)



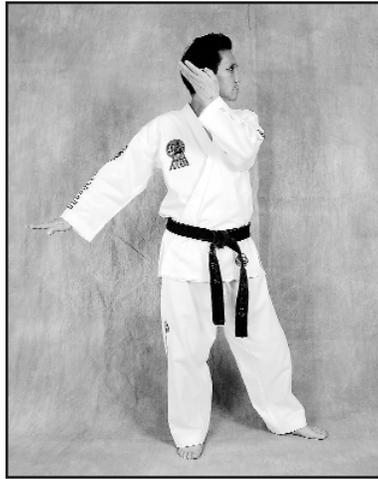
7.C.(2).

7.A. Look over your left shoulder and bring right foot to your left foot into an attention stance, body facing A but face toward B, with your hands in the cup and saucer position (Right palm up, left palm in);

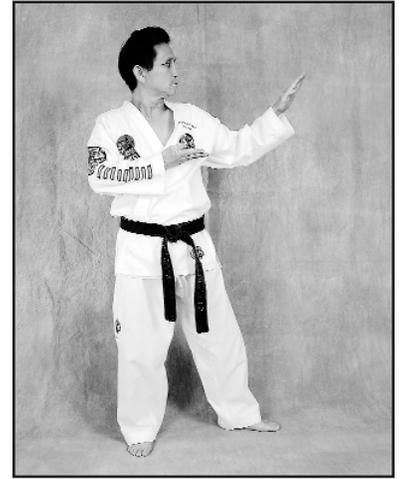
7.B. Lift your left knee and move your fists into a fighting position,

7.C. Then execute (1) a left side kick low and (2) a left roundhouse kick middle toward B without setting the foot down,

7.D. Then step the left foot forward into a left back stance facing B as you execute a double knife hand middle block,

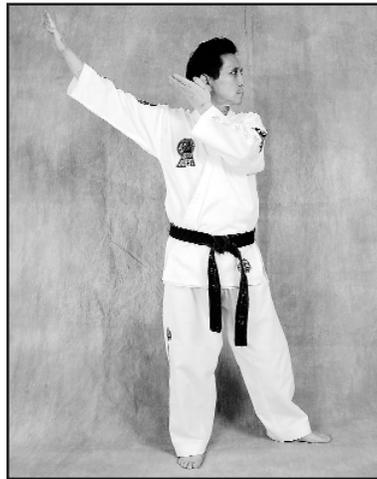


7.D.(Chamber)

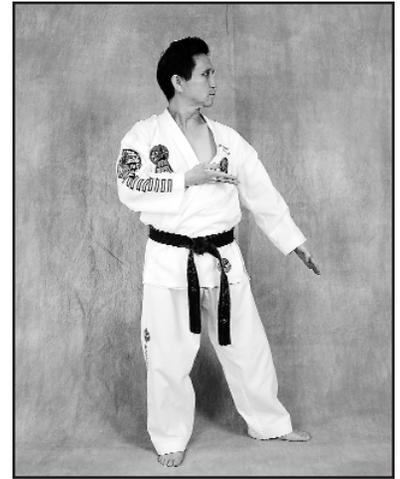


7.D. Block

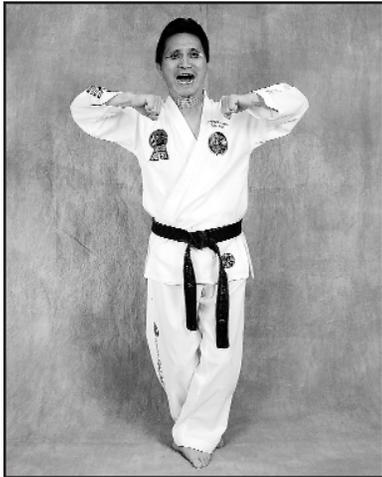
7.E. Then circle you hand over your head and into a double knife hand low block.



7.E. Circle Over Head

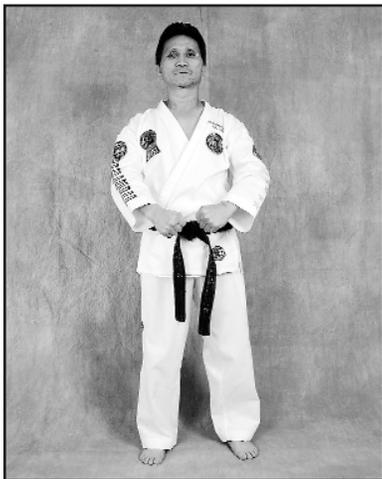


7.E. Block



8.

8. Slide right foot behind the left into X-stance as you execute a double yoke strike, facing A; *ki-hap!*



Ba-rote.

Ba-rote. (Step left leg left into *jhoon-bi* stance.)

18 Styles of *Poom se*

Any *poom se* can be performed in many different styles, and each style reveals a deeper layer of understanding of the form. Here are 18 different ways you can practice your form:

- 1. Regular Style**
- 2. Ballet Style**
- 3. Dynamic Tension Style**
- 4. Power Breathing Style**
- 5. Musical Style**
- 6. Motivational Style**
- 7. Combination Style**
- 8. Directional Style (including Wall Style)**
- 9. Free Style (Including Backwards Style)**
- 10. Blind Style**
- 11. Balance Style**
- 12. Jumping Style**
- 13. Stance Style**
- 14. Mental Style**
- 15. Practical Application Style**
- 16. Breaking Style**
- 17. Exhibition Style**
- 18. Weapons Style**

Brown Belt, Red Stripe Breaking Technique:

At the PYUNG-HWA level, you will be performing combination breaks. The Brown Belt, Red Stripe breaking technique is a combination of a knife-hand strike and a jumping front kick, to show balance between upper body and lower body development.



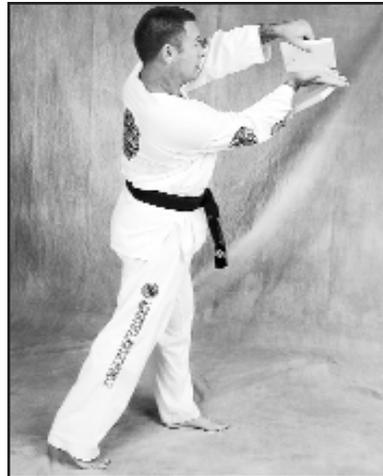
Knife-hand Strike A.



Knife-hand Strike B.



Knife-hand Strike C.



Knife-hand Strike D.

Knife-Hand Strike

This technique is a speed break. When you hold the board yourself without top and bottom support, your striking hand must literally break the board before it can move.

A. Form a right knife hand for striking by bending your wrist slightly back and toward the thumb side; curl your pinkie slightly to tighten the muscles on the outside edge of your palm (your striking surface);

B. From a left fighting stance, lightly hold the board with your left thumb and index finger at the top center; extend your left arm and measure the target distance taking a slow practice knife hand strike at the target;

C. Pull your right hand back by twisting your hips, extend your right arm out from your shoulder and bend the elbow at 90 degrees so that your fingers point upward;

D. As fast as possible, strike the board in the center with the knife-hand, continuing your motion through the board.

Jumping Front Kick

If possible, have the holder hold the board your own head height or higher.

A. From a left fighting stance, lift the right knee as if doing a knee kick;

B. Jump and perform a front kick with the left leg, aiming as high as possible (be sure to pull your toes back);

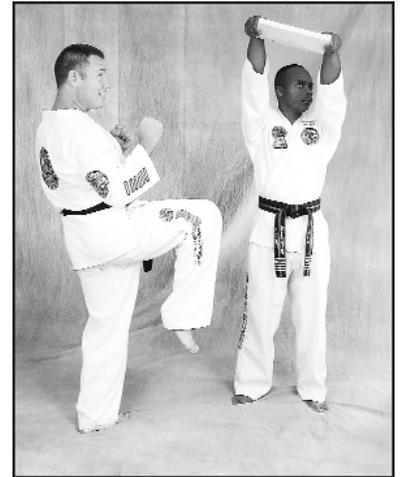
C. Snap your kicking knee back to the chambered position as you land softly in the same stance;

Notes:

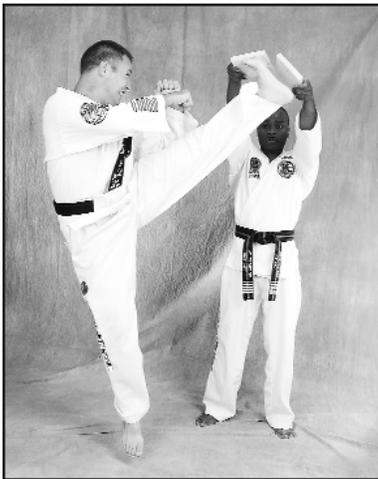
1. For greater height, take a running start.
2. Use the momentum of the knee kick to raise your body higher during the jump.
3. The kicking leg is also the jumping leg, so you must think of planting the kicking leg as the last step in your run.



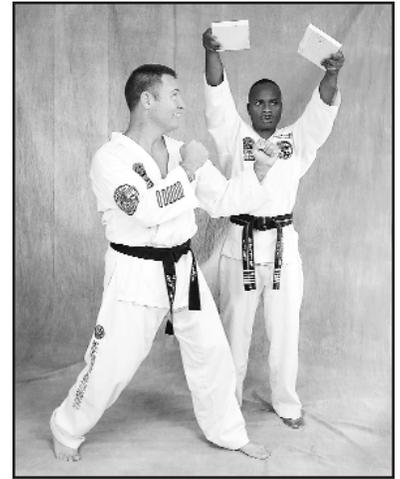
Holding Position



Jumping Front Kick A.



Jumping Front Kick B.



Jumping Front Kick C.

PYUNG-HWA Self-Defense

PYUNG-HWA Self-Defense is close range grappling. It is completely different in nature from either MU-DO or JA-YUN Self-Defense, and starts from a different position. In MU-DO Self-defense, we begin at kicking or punching distance, approximately one step away from our partner. In JA-YUN Self-Defense we begin in contact, with our partner grabbing us from about a half-step away. In PYUNG-HWA Self-Defense, we begin in grappling position, where each partner has a good hold on the other partner, and we must change equilibrium to advantage. All of the PYUNG-HWA Self-Defense techniques end in a submission hold, where the partner submits rather than risking serious injury.



These techniques are extremely dangerous: it is very easy to injure someone on the throw; to dislocate a wrist, elbow, shoulder, ankle, or knee in a joint lock; or to injure someone during a choke.

Break Falls:

Because most of the PYUNG-HWA Self-Defense techniques involve one partner taking the other partner to the ground, all PYUNG-HWA students MUST learn how to fall safely. We will continue to practice Break Falls to improve our skills in the front fall, back fall, side fall, and front roll.



ALL JOINT LOCKS SHOULD BE APPLIED SLOWLY AND GENTLY. Quick motions cause injury.

In addition, be very careful when throwing your partner to the ground. Practice the technique slowly, and whenever possible, lower your partner slowly by holding his body or uniform during the take-down.

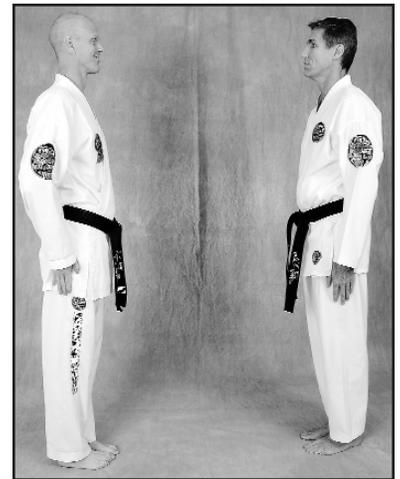
Etiquette: when your partner applies sufficient pressure, signal your submission by tapping either his body or the mat. Whenever you feel or hear a tap, immediately release your partner.

In addition to the techniques, the PYUNG-HWA Self-Defense curriculum has a specific counter-technique for each take-down. For every attack there is an appropriate defense, and for every defense, there is a counter defense.

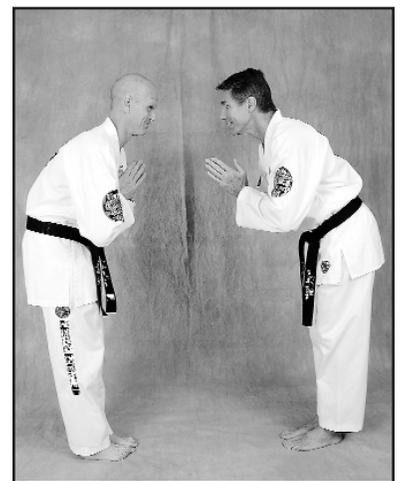
Grappling Position: Each partner will get into a low right fighting stance (feet a little wider apart and knees bent a little deeper than usual to help lower the center of gravity). Each partner places his right hand on top of his partner's left shoulder, and his left hand around and behind his partner's right *triceps* muscle (back of upper arm). Partners may grab each other's uniform at these locations.

Each technique begins with an attempt to break the partner's balance, then moves to a take-down, and a submission hold. The best way to learn the movements is to practice each individual technique many times before learning the next technique. For example, practice by having Partner A defend against Partner B, then having Partner B defend against Partner A. When both partners feel comfortable with the defense, then switch stance and practice from the other side.

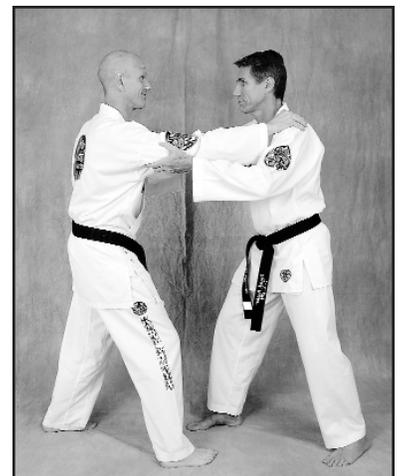
When both partners are comfortable with the defense from both sides, take turns practicing the counter to the defense. When both partners are comfortable with the counter, then switch stance and practice the counter from the other side.



Attention

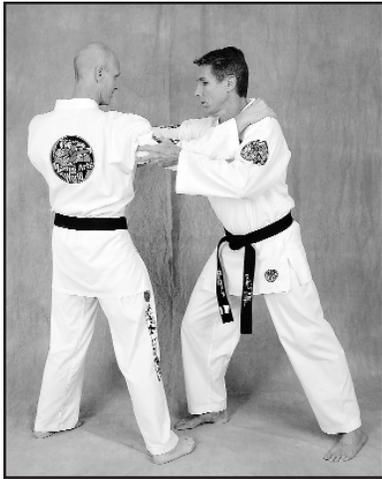


Bow

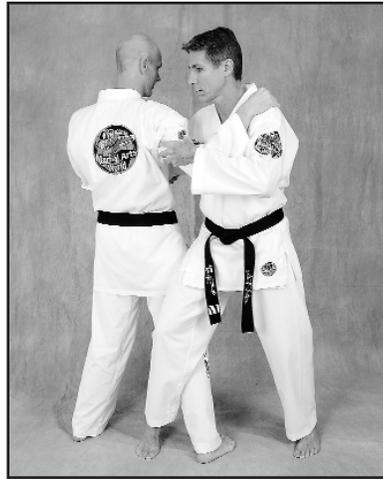


Grappling Position

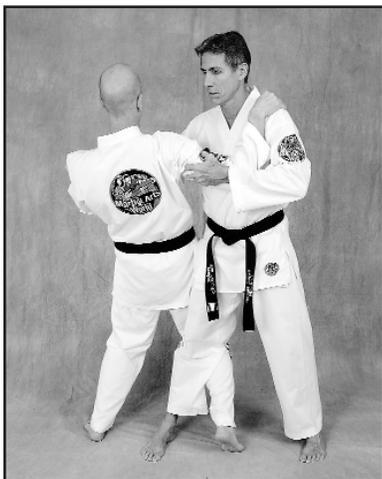
1. Take Down, Wrist Lock



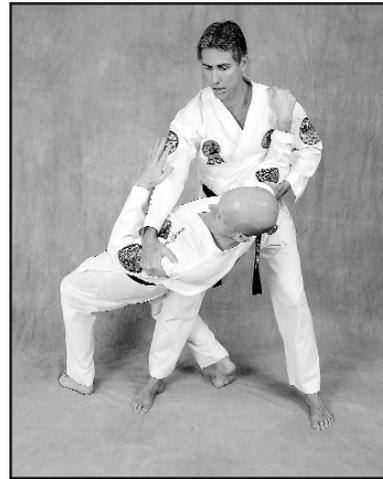
1.A.



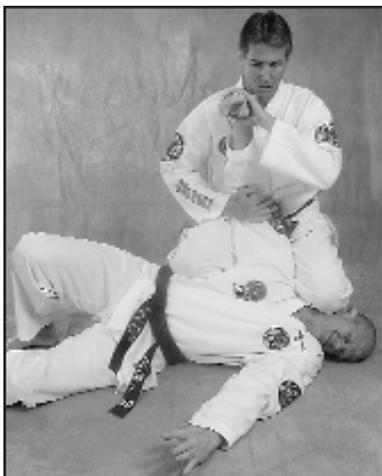
1.B.



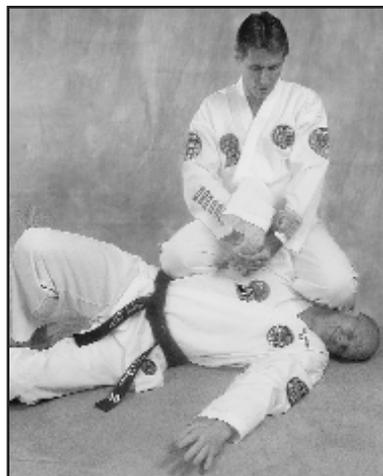
1.C.



1.D.



1.E.



1.F.

1. A. Push with the right hand and pull with the left hand to break your partner's balance,

1.B. Step your right foot behind your partner's right foot, placing the back of your knee behind the back of his knee;

1.C. As you straighten your knee and place your heel on the floor, you will bend his knee, further breaking his balance;

1.D. Twist your hips to the left, and gently lower your partner to the floor on his back;

1.E. Gently place your right knee on his ribs and your left knee on his face as you release your right hand from his shoulder and slide it up the inside of his upper arm, pinning it to your body; at the same time, release your left hand from his arm and place your palm on the back of his right hand, and push it toward his chest;

1.F. Grasp his right hand firmly in your left hand, use your right hand to grasp your own left wrist, and apply a wrist lock by leaning back and forcing his wrist toward his elbow.

1. Counter:

Counter 1.A. As you find yourself on your back, before the wrist lock can be applied, hook your left leg over your partner's head as you place your right knee against his ribs; pin his right arm against your body;

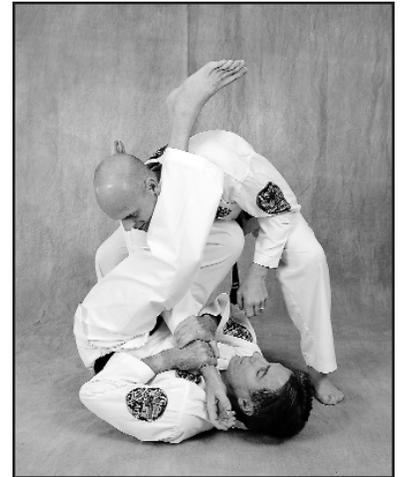
Counter 1.B. push with your legs, gently taking him to the ground



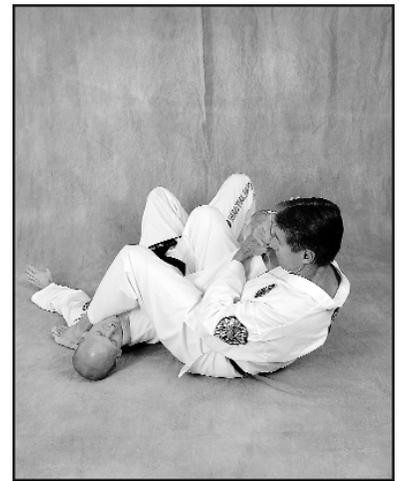
It is extremely important to sit up as your partner falls to the ground so that you do not accidentally dislocate his elbow during the fall.

Counter 1.C. Making sure your knees are bent enough to extend your partner's arm to the point where his elbow is higher than your waist, slowly sit back and extend his arm over your right inner thigh until he taps out; arch your back off the floor if necessary.

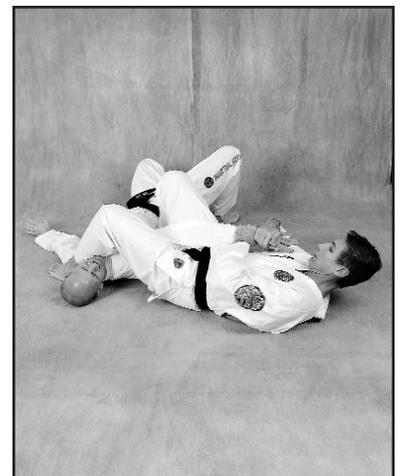
Note: if your partner is significantly larger than you, you may not be able to take him down with your legs. In this case, simply apply the arm lock as you are upside down with only your shoulders resting on the floor. In extreme cases, your partner may remain standing and you may be hanging down without touching the floor, but you can still get him to submit by applying the lock to his elbow.



Counter 1.A.



Counter 1.B.

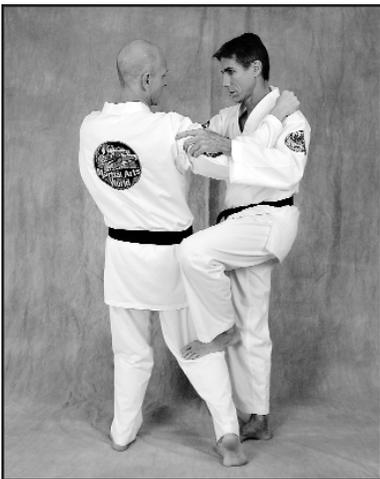


Counter 1.C.

2. Front Leg Take Down, T-Choke



2.A.



2.B.

2. A. Bend your knees slightly to lower your weight and draw your partner slightly forward, then push upward to raise his center of gravity and break his balance. Place your left foot behind your partner's right knee and gently step downward toward your partner's toes, bending his knee;

2.B. Gently take your partner to the ground by twisting your hips to the left and kneel down beside him as closely as possible;

2.C. Cross your arms and reach both hands inside his collar as far back as possible (palms outward);

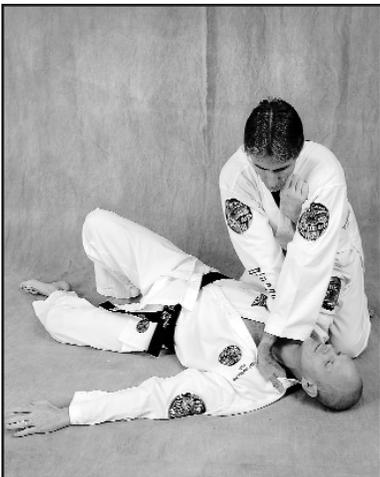
2.D. Grasp his uniform firmly execute a T-Choke (and place the back of one wrist against his adam's apple and push while you pull with the other hand);

2.E. Duck your head close to his body to protect yourself against his punches.



Apply the choke very cautiously, as you can damage the esophagus.

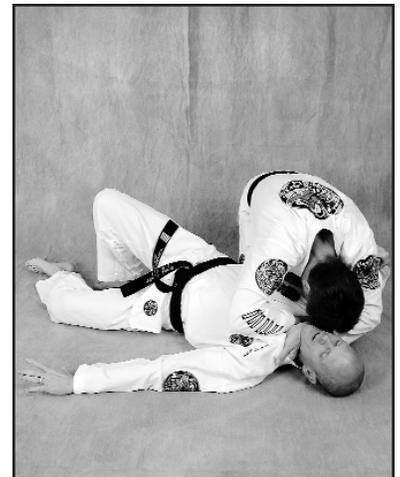
Note: for a more intense self-defense application, you may apply the T-Choke with the bony outside of the wrist; this method is much more effective and more dangerous, so we do not practice this way in class.



2.C.



2.D.



2.E.

2. Counter:

Counter 2.A. As you find yourself on your back, before the choke can be applied, reach through your partner's crossed arms to block his choke as you cross your arms and grasp the back of his uniform (palms outward) preparing to apply a T-choke to him.

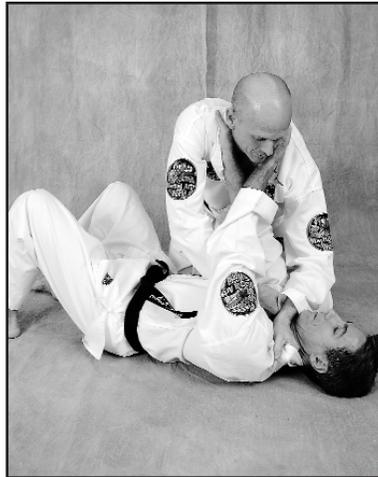
Counter 2.B. As he drops his weight to apply the choke, use his downward motion to roll him off of you by placing your forearm into his chest and rolling to the opposite side;

Counter 2.C. As he lands on his back, gently apply the T-Choke to him;

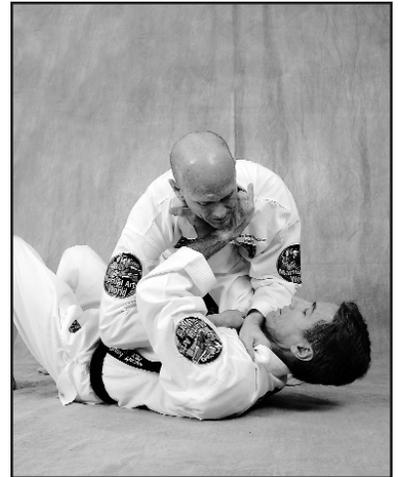
Counter 2.D. then move into the side mount position and duck your head close to his body to protect yourself against his punches.



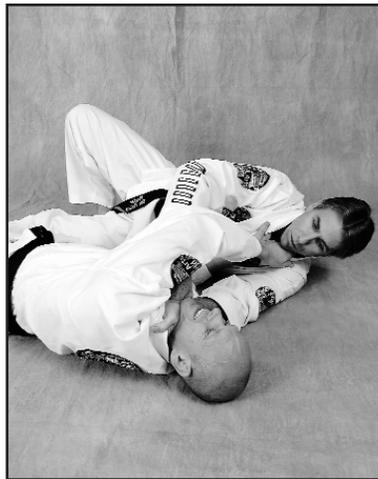
Apply the choke gently, as the momentum of his rolling automatically applies the T-Choke.



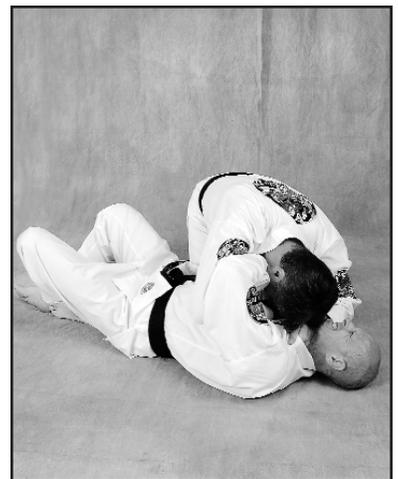
Counter 2.A.



Counter 2.B.

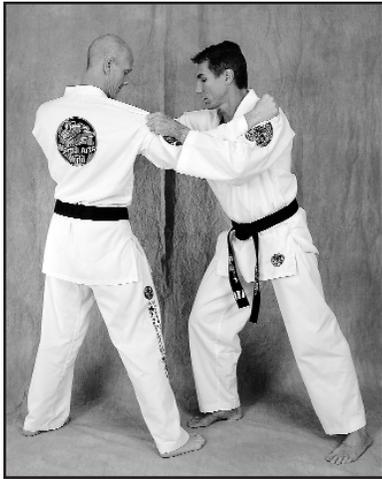


Counter 2.C.

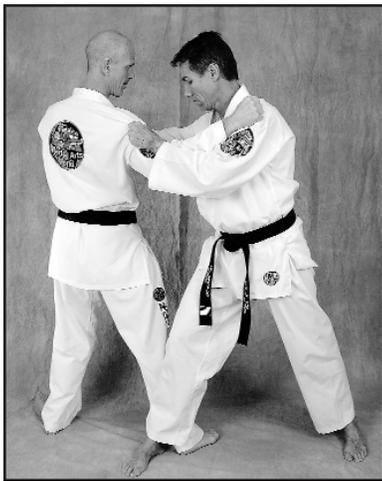


Counter 2.D.

3. Ankle Take Down, Arm Bar



3.A.



3.B.

3.A. Push with the right hand and pull with the left hand to break your partner's balance,

3.B. Step your right foot behind your partner's right foot, placing the back of your ankle behind the back of his ankle;

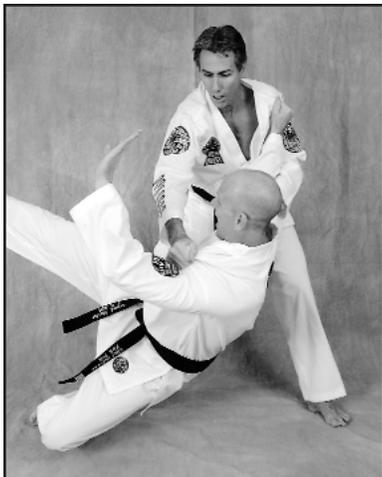
3.C. Twist your hips to the left, and gently lower your partner to the floor on his back;

3.D. Keeping control of his right hand, step your left leg over your partner's head, and gently sit down close to your partner with your right instep against his ribs;

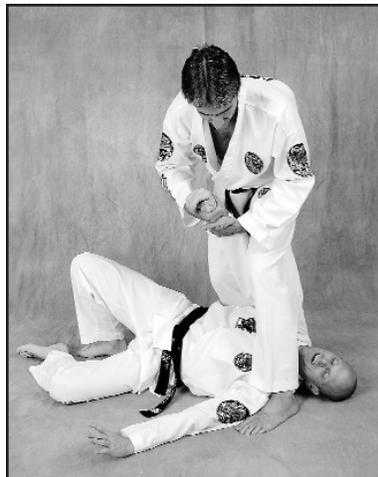
3.E. Pin his arm to your body and gently lean back, extending his right elbow over your right inner thigh until he taps out; arch your back off the floor if necessary.



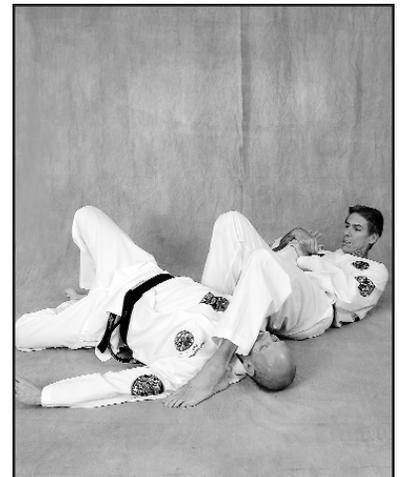
It is extremely important to sit down slowly so that you do not accidentally dislocate his elbow if you lose your balance.



3.C.



3.D.



3.E

3. Counter:

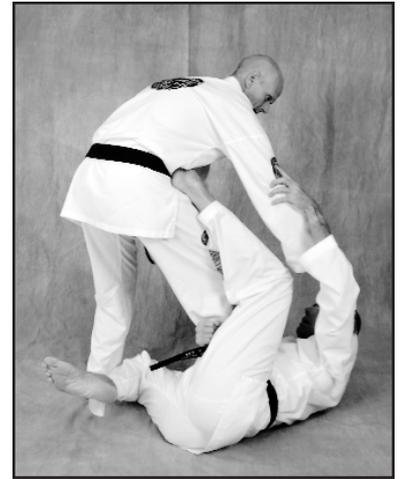
Counter 3.A. As your partner steps behind your ankle, immediately sit down on your right hip, placing your right thigh behind his right ankle, wrap your right arm around his right leg so that his shin is under your arm pit, and place your left foot into his right ribs;

Counter 3.B. Push with your left foot sending him to the floor on his back;

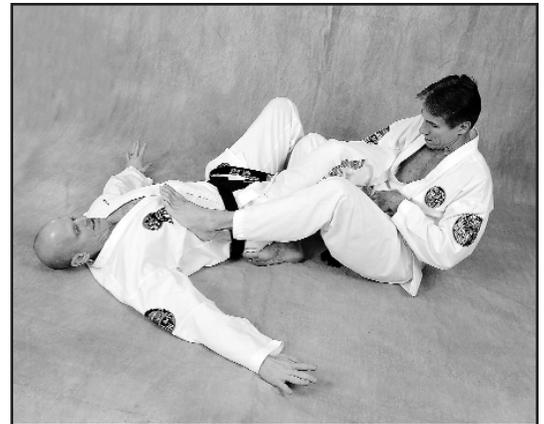


It is extremely important to sit up as your partner falls so that you do not accidentally dislocate his ankle during the fall.

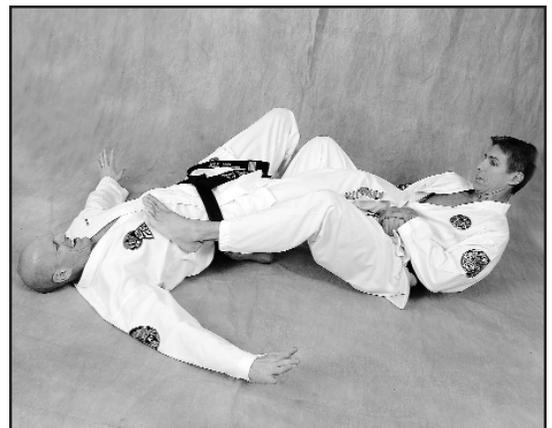
Counter 3.C. Apply pressure with the inside bone of your forearm to his calf muscle by leaning back; at the same time, apply pressure to his ankle with your arm pit, until he taps out.



Counter 3.A.

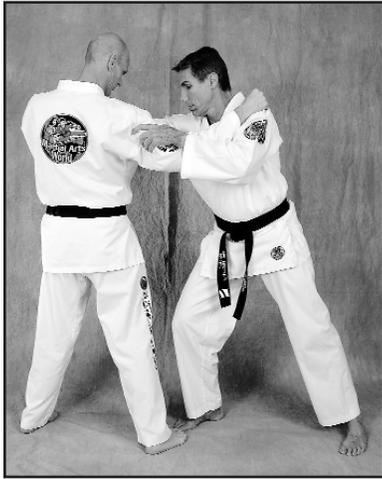


Counter 3.B.

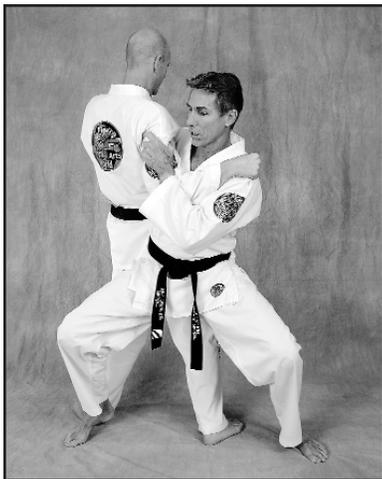


Counter 3.C.

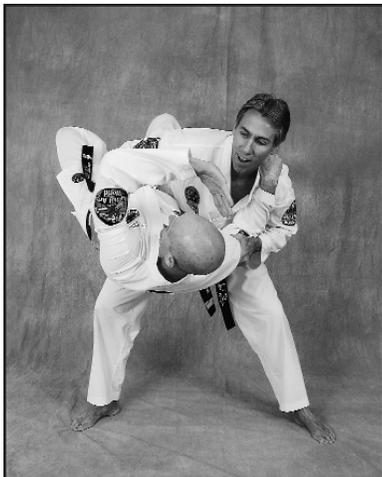
4. Hip Throw, X-Choke



4.A.



4.B.



4.C.

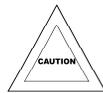
4.A. Push with the right hand and pull with the left hand to break your partner's balance,

4.B. Step your right foot behind your partner so that your hips are slightly behind his;

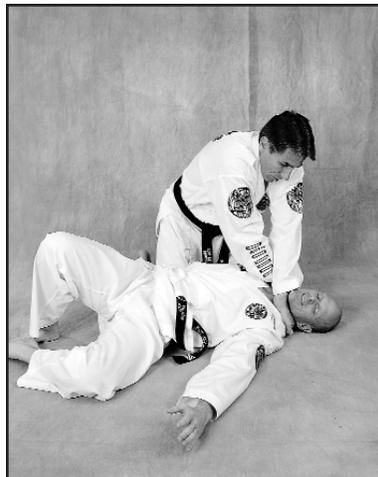
4.C. Hip throw your partner by hooking your right arm around his ribs and twisting your hips toward the left, raising him off the ground and then gently lowering him to the floor;

4.D. Kneel down beside him as closely as possible in a side mount position (next to his right ribs); cross your hands and reach behind each side of his neck (palms outward);

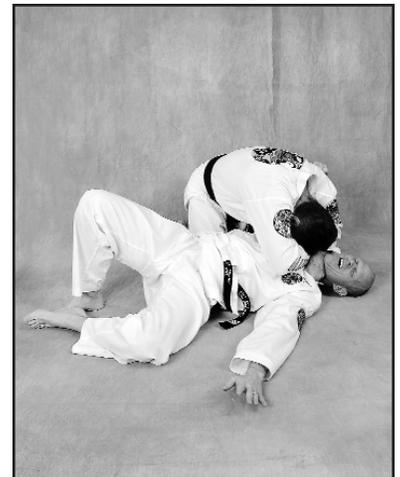
4.E. Grab his uniform, and slowly try to touch your elbows to the floor in an "X" choke (placing pressure on the sides of his neck) and gently apply pressure until he taps out. While you are applying the choke, you should keep your face pressed close to his body to protect yourself from his punches.



The purpose of an X choke is to cut off the supply of blood to the brain by compressing the carotid arteries. A properly executed X choke will cause unconsciousness in approximately 10 seconds, so release your partner immediately when he taps out.



4.D.

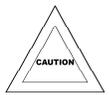


4.E.

4. Counter

Counter 4.A. As you find yourself on your back, before the choke can be applied, hook your left leg over your partner's head as you place your right knee against his ribs; pin his right arm against your body;

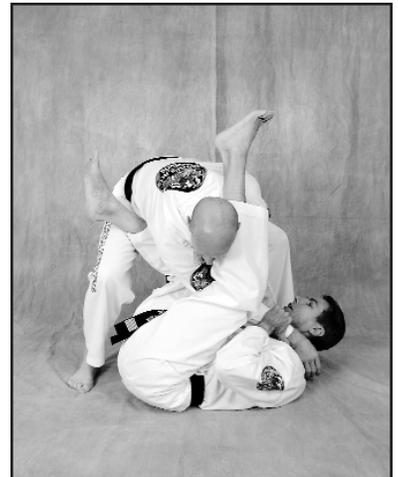
Counter 4.B. push with your legs, gently taking him to the ground



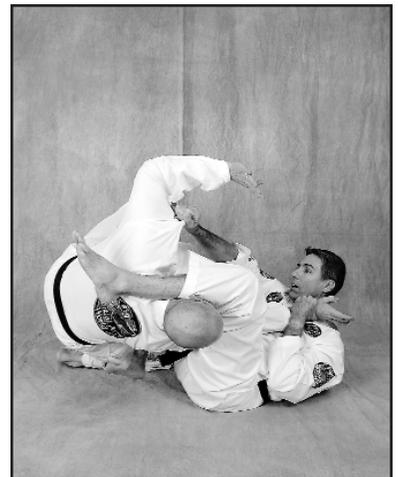
It is extremely important to sit up as your partner falls to the ground so that you do not accidentally dislocate his elbow during the fall.

Counter 4.C. Making sure your knees are bent enough to extend your partner's arm to the point where his elbow is higher than your hips, slowly sit back and extend his arm over your right inner thigh until he taps out, in the same manner as the counter for #1; in this case, your partner strongly resists the arm bar,

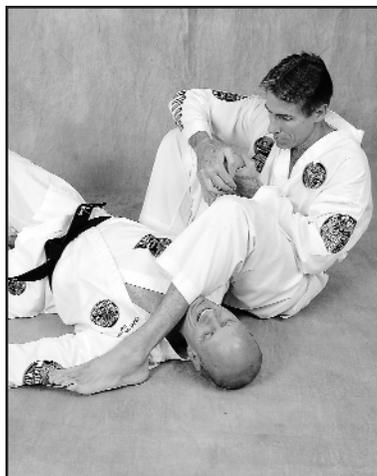
Counter 4.D. Go with his force, sitting up and applying a wrist lock by placing your palm on the back of his hand and gently pressing his



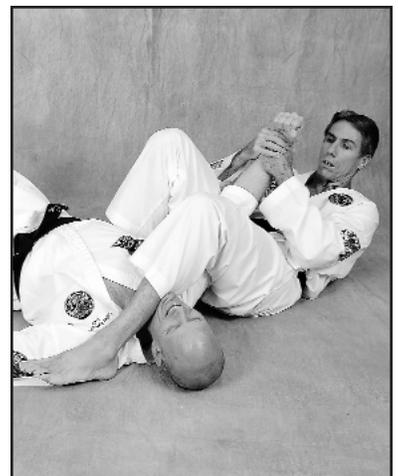
Counter 4.A.



Counter 4.B.



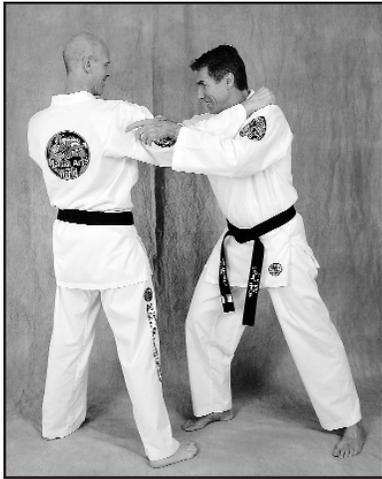
Counter 4.D.



Counter 4.C.

hand toward his inner elbow until he taps out.

5. Take Down, Arm Bar



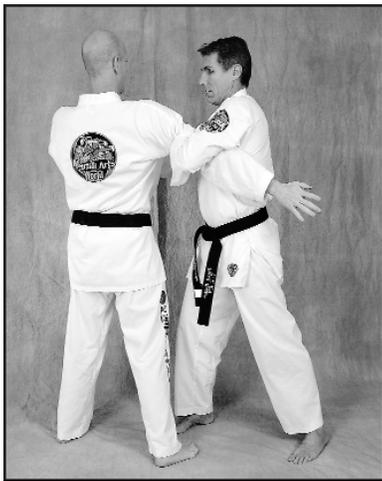
5.A.

5.A. Push with the right hand and pull with the left hand to break your partner's balance,

5.B. Fully wrap your left arm around his right arm, pinning his hand in your arm pit as you

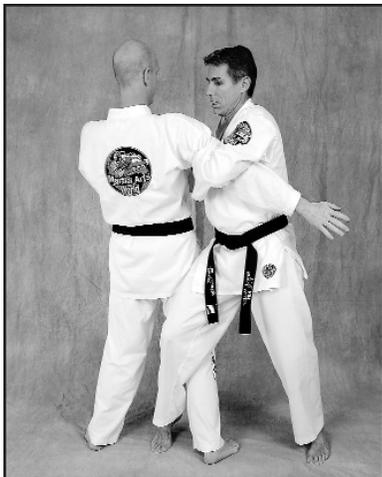
5.C. Step your right foot behind your partner's right foot, placing the back of your knee behind the back of his knee;

5.D. As you straighten your knee and place your heel on the floor, you will bend his knee, further breaking his balance; then, twist your hips to the left, and gently lower your partner to the floor on his back;

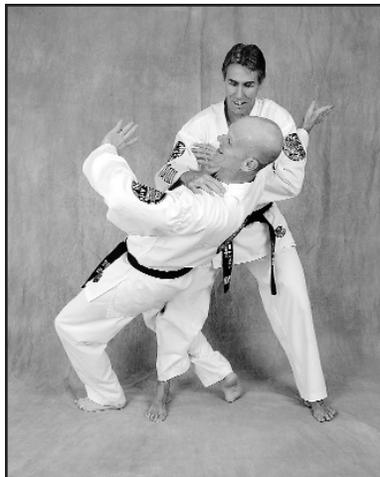


5.B.

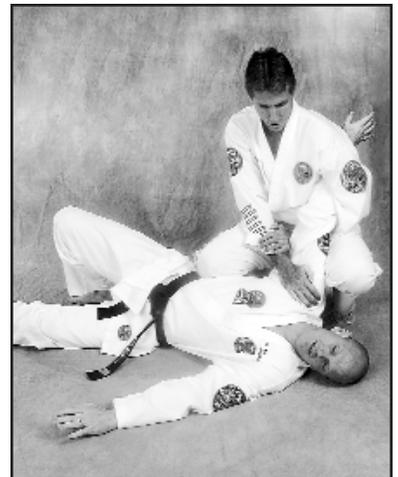
5.E. Gently place your right knee on his ribs and your left knee on his face as you move your left forearm behind his lower triceps near the elbow; grasp your right wrist in your left hand, and then place your right hand on his shoulder. Gently lean back and slowly stand up until your partner taps out.



5.C.



5.D.



5.E.

5. Counter:

Counter 5.A. As you feel your arm being wrapped, reach across with your left hand and clasp your right hand in your left.

Counter 5.B. As you are being thrown to the ground, pull your hands toward you, bending your partner's shoulder.

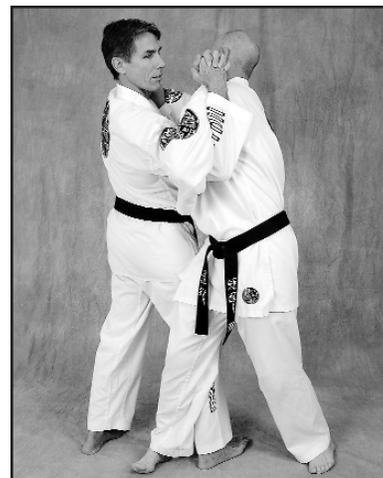
Counter 5.C. When you land on your back, hook your left leg around your partner's neck and secure the leg choke by placing your right ankle in front of your left. By squeezing your left leg, you can apply a leg choke to your partner.

Counter 5. D. (1) If your partner's arm remains bent, simply pull your hands to your chest as you sit-up until he taps out because of shoulder pain.

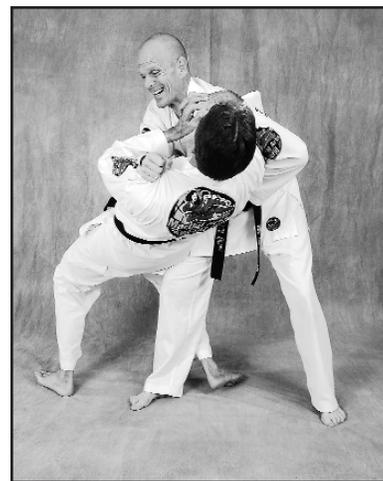
Counter 5. D. (2). If your partner's arm becomes straight, simply secure it in position against your chest with your hands and slowly sit-up until he taps out because of elbow pain.



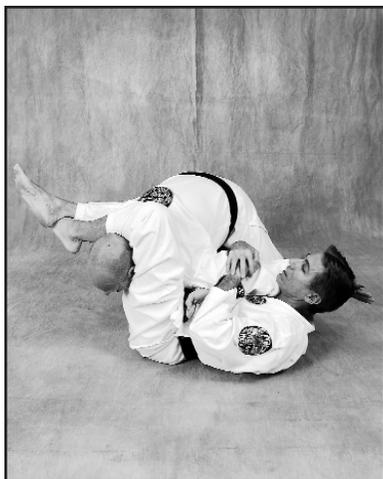
When your partner's arm is straight, it is difficult to find any place to tap, so be careful that you do not apply too much pressure



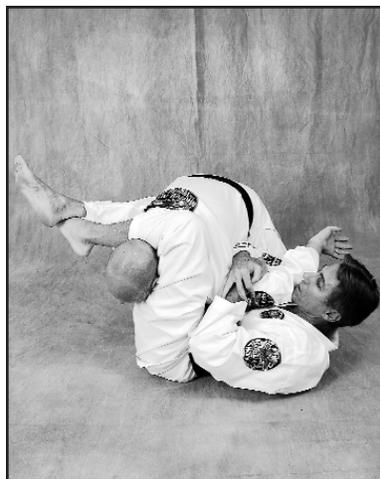
Counter 5.A.



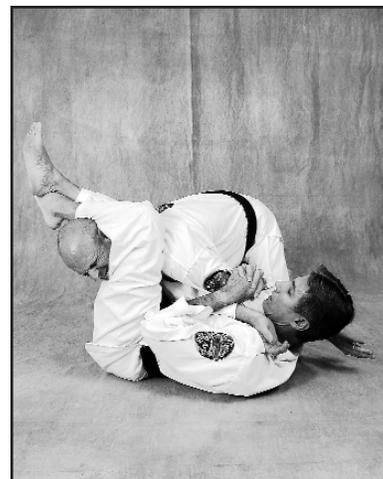
Counter 5.B.



Counter 5.D.(2).

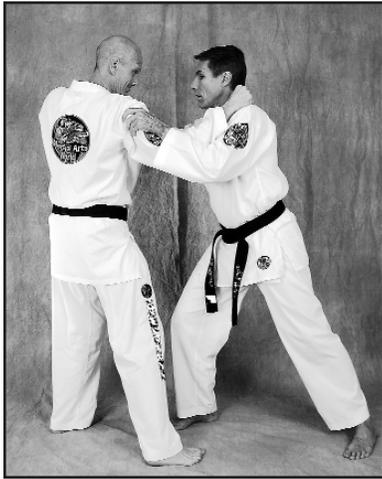


Counter 5.D. (1).

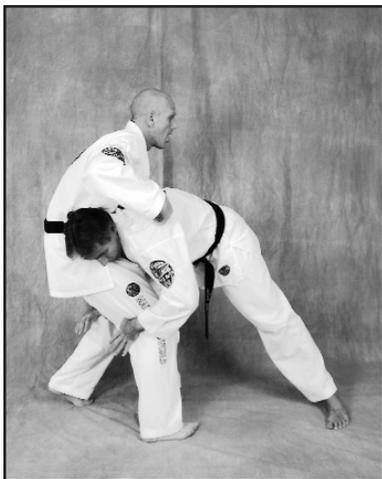


Counter 5.C.

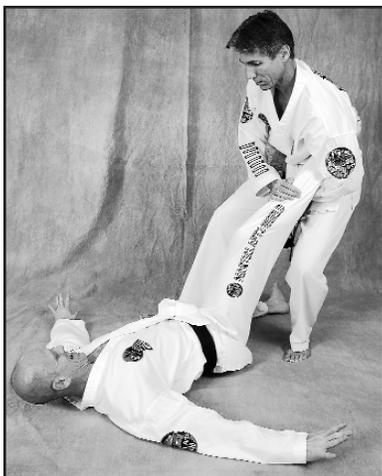
6. Tackle, Standing Leg Bar



6.A.



6.B.



6.C.

6.A. Raise your partner's center of gravity by first bending your knees, then pushing upwards on his arm and shoulder, then

6.B. Shoot in to tackle your partner by wrapping your arms around his knees and pushing against his waist with your shoulder. Gently take him to the ground, as you

6.C. Stay standing between his legs. Wrap one arm around his lower leg and place your opposite foot against his inner thigh, securing a standing leg bar.

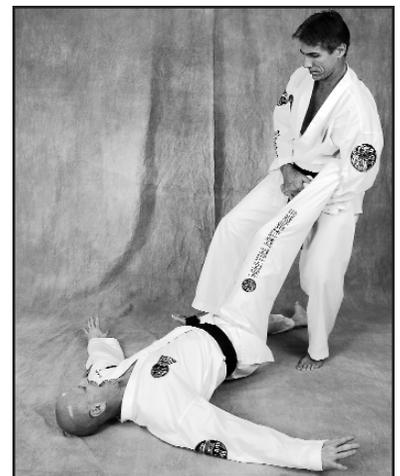
6.D. Gently apply pressure with the heel into the pressure point on his inner thigh until he taps; then,

6.E. Tighten your grip on your partner's leg so that your arm pit wraps tightly over his ankle and your forearm wraps under his calf (in order to secure the hold you may wrap around the mid shin and then slide toward the ankle until you are in proper position). Slowly lean back applying pressure with your inner forearm to his calf while applying pressure to his ankle with the back of your shoulder, until he taps out.

Eventually you will apply both the standing leg bar and the heel pressure at the same time, but in order to learn each part effectively, we practice them separately at first.



6.D.



6.E.

6. Counter:

Counter 6.A. As your partner shoots in, step one leg back to maintain balance and drop both arms in front of his shoulders;

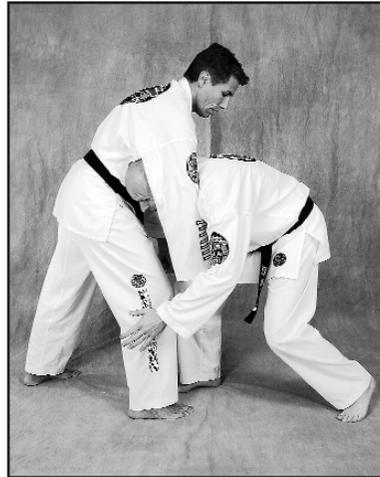
Counter 6.B. whichever side his head goes, wrap that arm around his neck and then grab that wrist (palm to the back of the hand) with your other hand.

Counter 6.C. Stand up and lean back to secure a guillotine choke; gently apply pressure until he taps out.

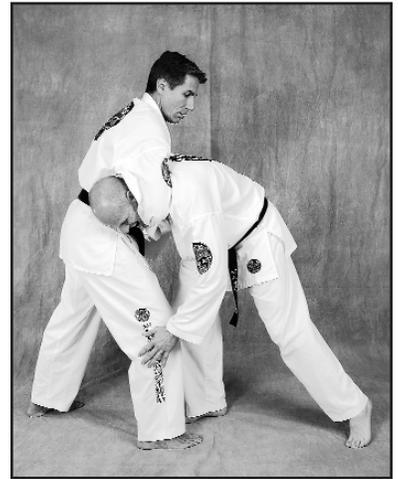
With a tall partner, you may not be able to lean back far enough (or your partner may knock you off balance); in that case fall to the ground and wrap both legs around his torso, crossing your ankles behind his back. Arch your back to apply the choke while lying on your back.



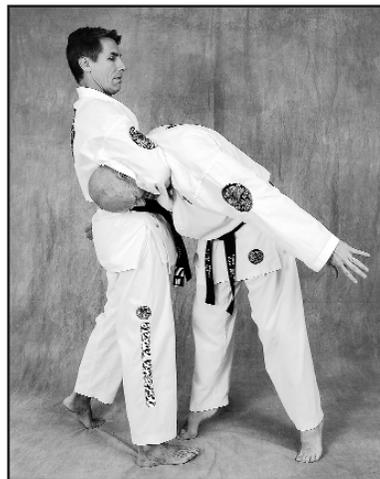
Especially if you are falling to the ground, apply the choke gently. A tightly held choke during a fall could sever the spinal column.



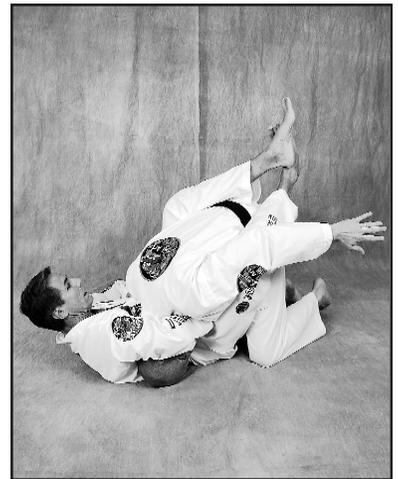
Counter 6. A.



Counter 6.B.



Counter 6.C.

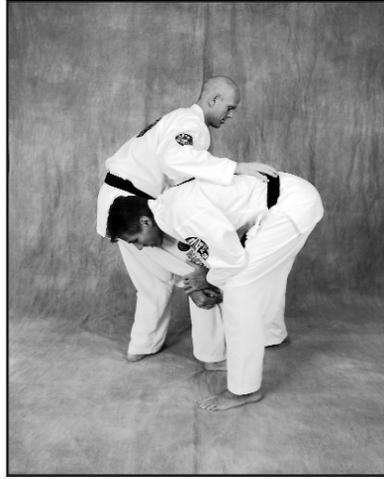


Counter 6.C. (on your back)

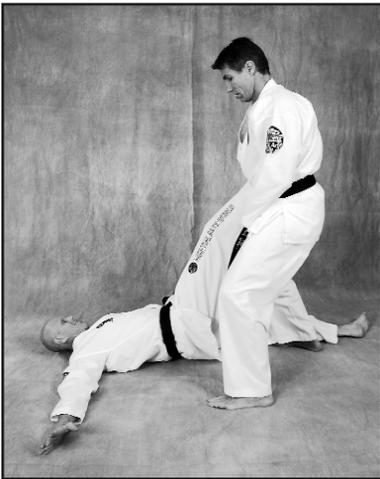
7. One Leg Tackle, Inverted Ankle Lock



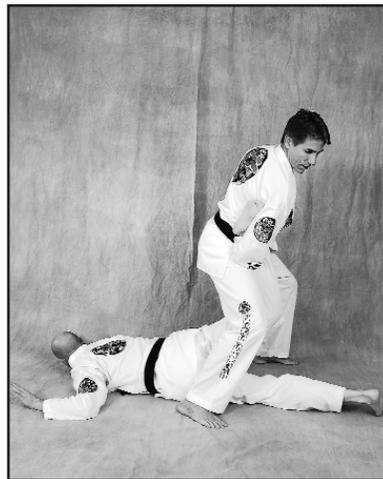
7.A.



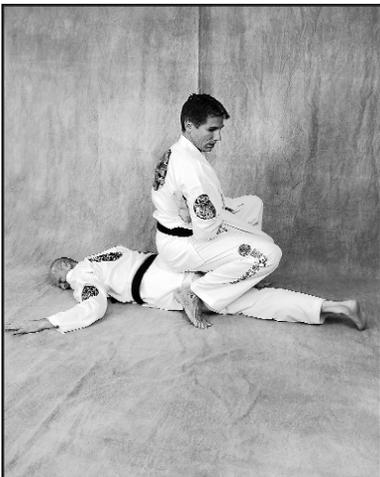
7.B.



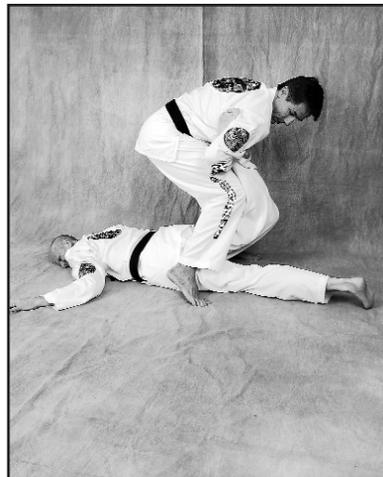
7.C.



7.D.



7.E.(1).



7.E.(2).

7.A. Raise your partner's center of gravity by first bending your knees, then pushing upwards on his arm and shoulder, then

7.B. Step your back leg to the outside and drop your shoulder in order to tackle your partner by wrapping your arms around his knee and pushing against his waist with your shoulder.

7.C. Gently take him to the ground, as you stay standing outside his legs. Wrap one arm around his lower leg and tighten your grip to effect an ankle lock, then

7.D. Step your opposite leg across his body, rolling him onto his stomach.

7E.(1) Maintain the ankle lock and sit down on his hips, gently leaning back until he taps out because of hip or ankle pain.

7E.(2) Alternately, you can apply pressure to his calf muscle with your knee for more intense pain.

7. Counter:

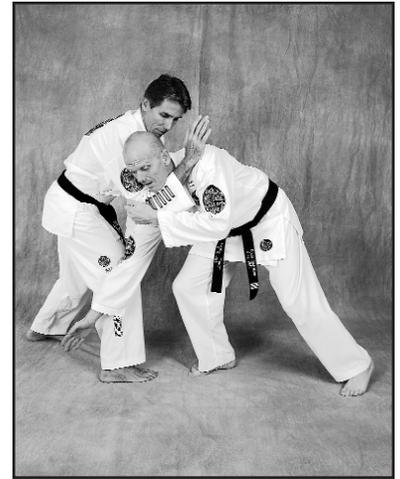
Counter 7.A. Sidestep as partner shoots, and block his arm as you slide around behind him.

Counter 7.B. Reach one arm around his neck and execute a rear choke by pulling the crook of your elbow against his esophagus and wrapping that same hand around your opposite biceps,

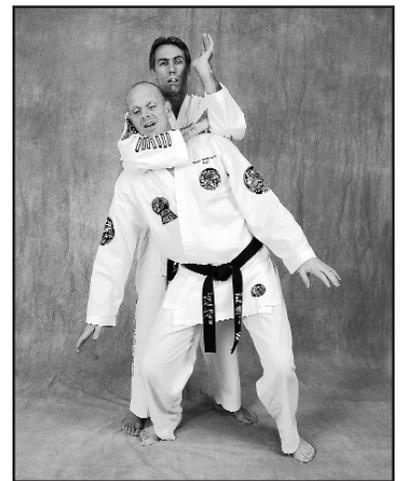
Counter 7.C. Then gently apply pressure to the back of the neck with the opposite hand and to the sides of the neck by squeezing with your arm.



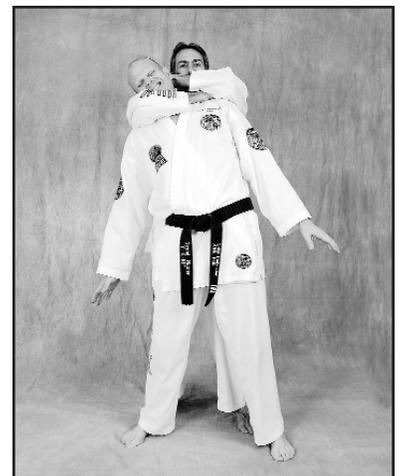
The purpose of a rear choke is to cut off the supply of blood to the brain by compressing the carotid arteries. A properly executed rear choke will cause unconsciousness in approximately 10 seconds, so release your partner immediately when he taps out. In addition, sudden, forceful pressure to the back of the neck could sever the neck, causing paralysis or even death, so apply pressure very slowly and gently.



Counter 7.A.

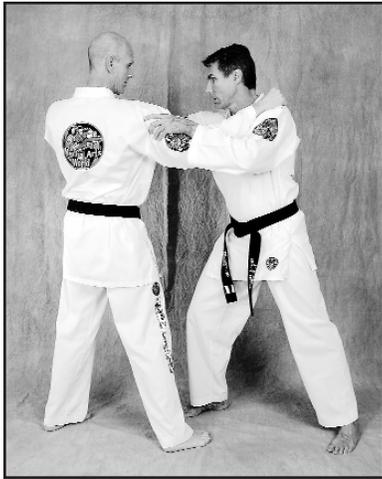


Counter 7.B.



Counter 7.C.

8. Clothes Line into Guillotine Choke



8.A.

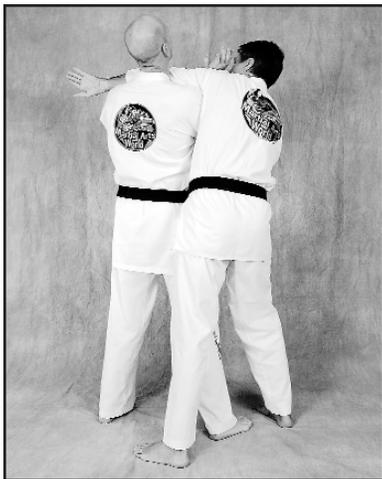
8.A. Push with the right hand against your partner's shoulder, twisting him off balance as you step close and slide your left arm under his shoulder;

8.B. Reach your left arm up behind that shoulder and around the front of his throat and begin to pull him backwards;

8.C. He will naturally try to spin out of the hold, but you can help him spin by turning his waist (or grabbing his belt) with your right hand.

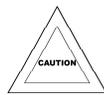
8.D. As he spins, tighten your grip on his neck and grab your left wrist in your right hand to apply a guillotine choke.

8.E. Gently stand up and lean back until he taps out.

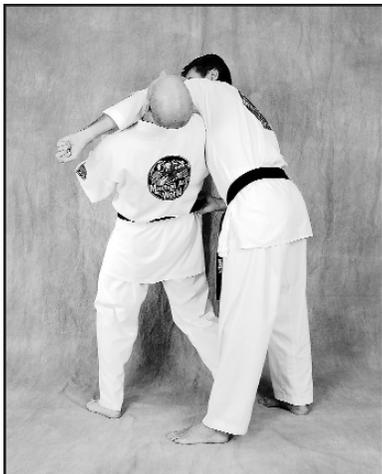


8.B.

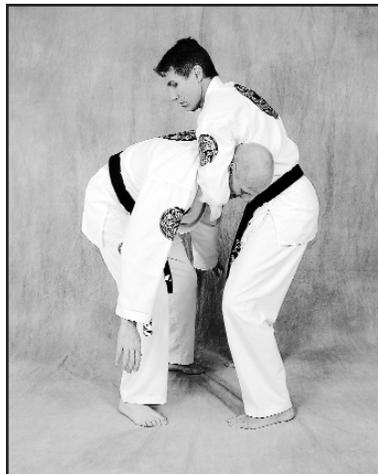
With a tall partner, you may not be able to lean back far enough (or your partner may knock you off balance); in that case fall to the ground and wrap both legs around his torso, crossing your ankles behind his back. Arch your back to apply the choke while lying on your back.



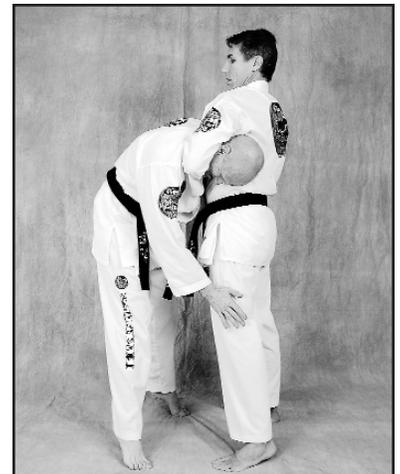
Especially if you are falling to the ground, apply the choke gently. A tightly held choke during a fall could sever the spinal column.



8.C.



8.D.

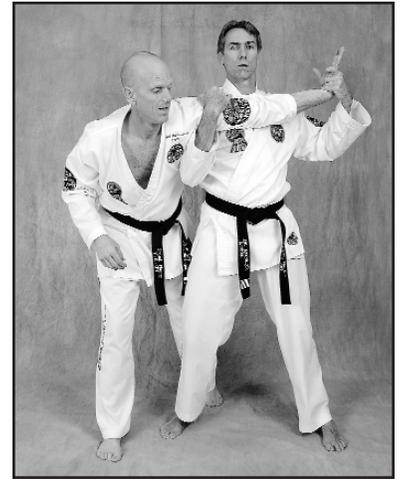


8.E.

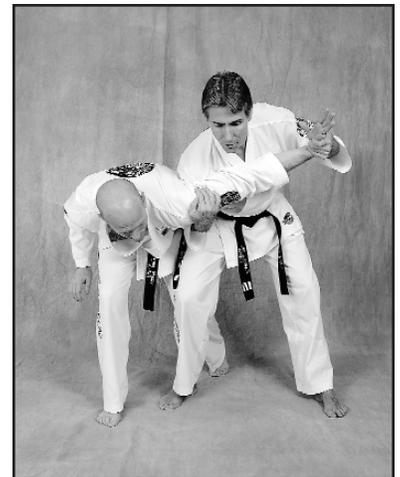
8. Counter:

Counter 8. A. As your partner attempts to reach around the front of your throat with his left hand, grab his shoulder with your right hand palm up and place your left palm against the back of his hand.

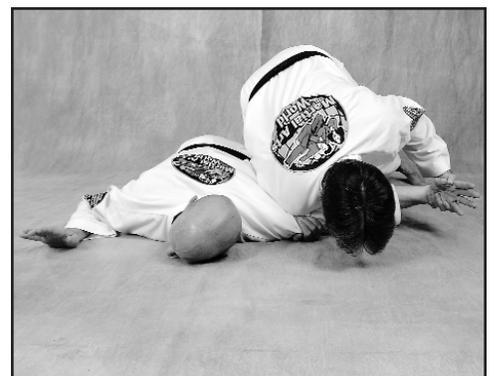
Counter 8.B. Bend at the waist to break his balance and apply pressure to his wrist with your left hand, either controlling him with the wrist lock or taking him all the way to the ground.



Counter 8.A.

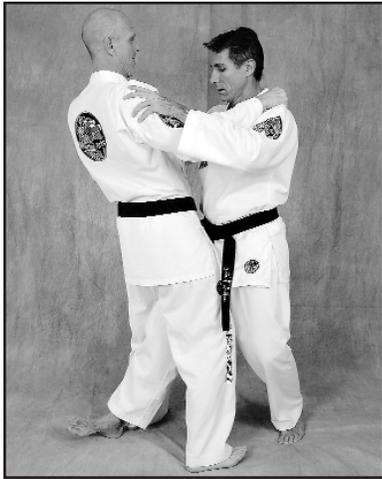


Counter 8.B.



Counter 8.B.

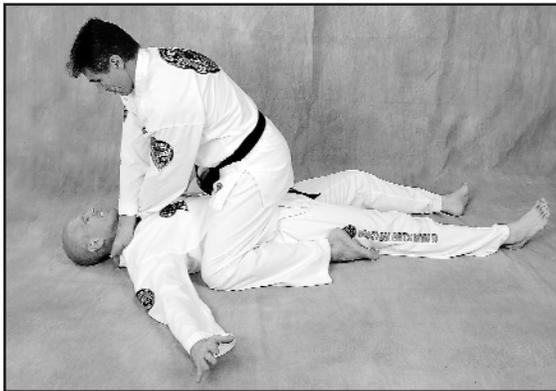
9. Step Through, X-Choke



9.A.

9. A. Bend your knees slightly to lower your weight and draw your partner slightly forward, then push upward to raise his center of gravity and break his balance; then forcefully step your right leg between his legs and behind his left leg.

9.B. Gently push him to the ground and follow him to land in a full mount (one knee on each side of his ribs).

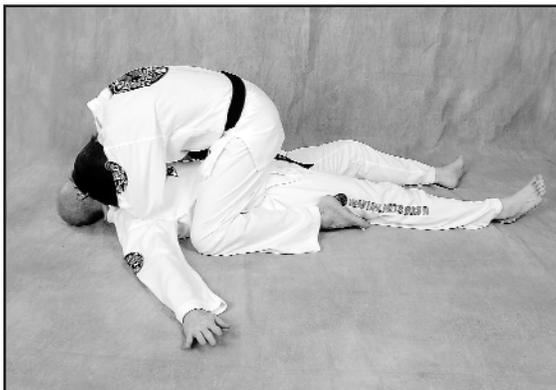


9.B.

9.C. Cross your hands and reach behind each side of his neck (palms outward); grab his uniform, and slowly try to touch your elbows to the floor in an “X” choke (placing pressure on the sides of his neck) and gently apply pressure until he taps out. While you are applying the choke, you should keep your face pressed close to his body to protect yourself from his punches.



The purpose of an X choke is to cut off the supply of blood to the brain by compressing the carotid arteries. A properly executed X choke will cause unconsciousness in approximately 10 seconds, so release your partner immediately when he taps out.



9.C.

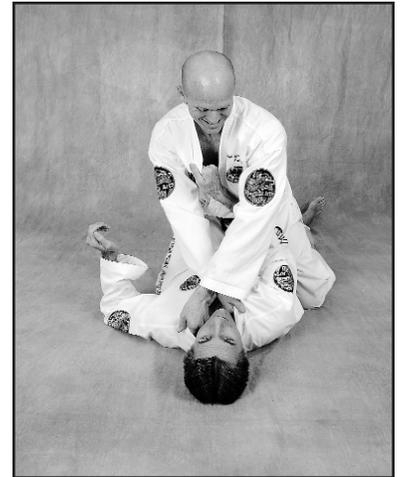
9. Counter:

Counter 9.A. As your partner mounts you, but before he chokes, grab his opposite collar with one hand,

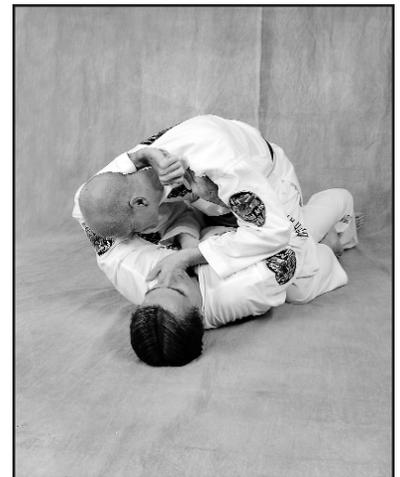
Counter 9.B. Reach around the back of his neck with the other hand and feed the collar from one hand to the other, creating a collar choke (establish a firm grip on the collar by wrapping the material around your thumb, and wrapping your fingers over the material).

Counter 9.C. Pull against the collar, causing him to roll off you and onto his back;

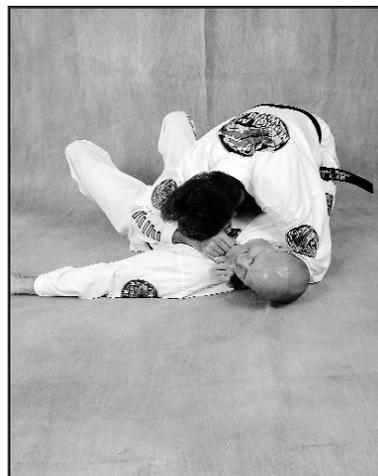
Counter 9.D. Move into the side mount position, close to his ribs, and continue applying pressure until he taps out. Keep your face close to his body to protect against his punches.



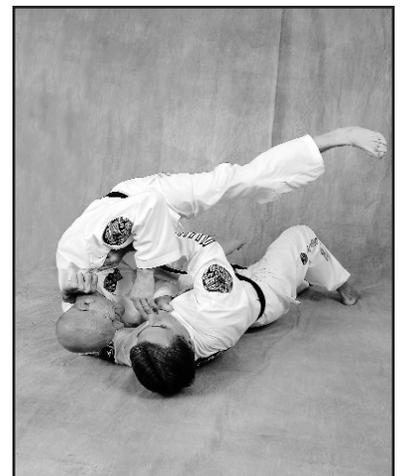
Counter 9.A.



Counter 9.B.

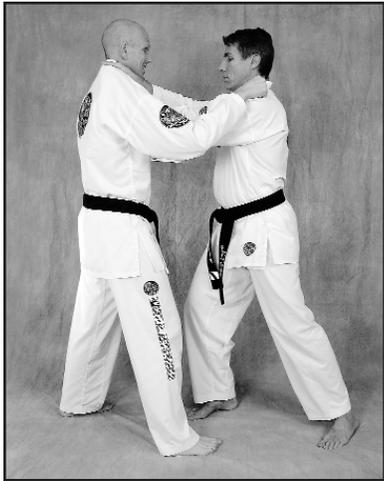


Counter 9.D.



Counter 9.C.

10. Drop Throw, T-Choke



10.A.

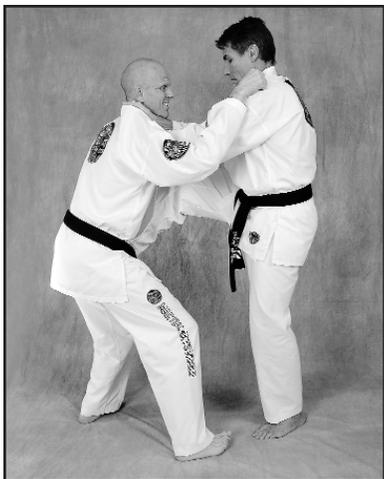
10.A. Cross your hands and reach behind each side of your partner's neck (palms outward); grab his uniform and

10.B. Whichever hand is upper, place the opposite foot against his hip.

10.C. Slowly sit backwards while applying pressure with your foot, causing your partner to roll forward and then onto his back.

10.D. If you maintain your grip, the momentum of the fall should leave you in a "T" choke.

10.E. Move into the side mount position, close to his ribs, and continue applying pressure until he taps out. Keep your face close to his body to protect against his punches.



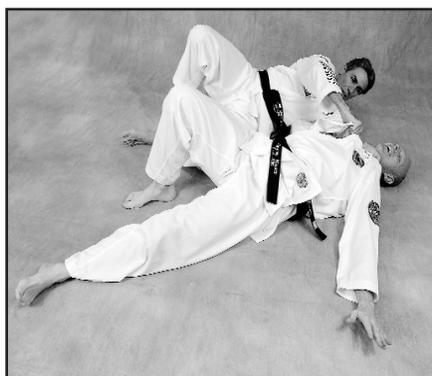
10.B.



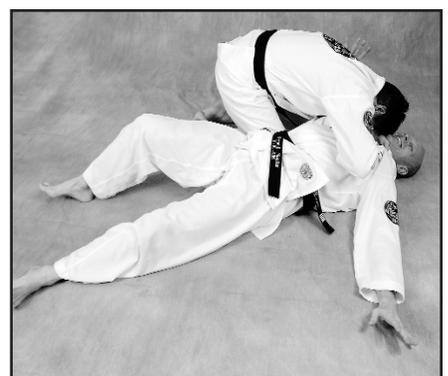
Sit down gently and be very gentle when rolling your partner. Hold the choke very loosely during the fall, as the momentum could cause serious throat injury.



10.C.



10.D.



10.E.

10. Counter:

Counter 10.A. As your partner raises his leg, wrap your arm around his lower leg and step behind his support leg to

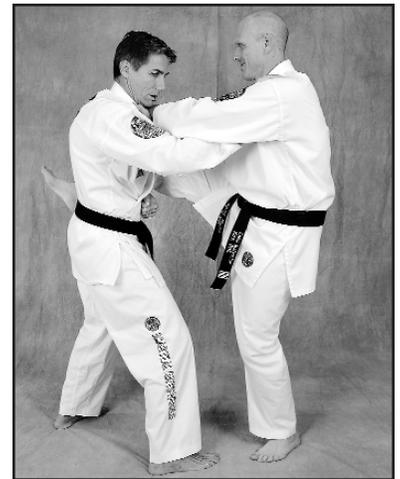
Counter 10B. Gently take him to the ground;

Counter 10C. Place your opposite foot against his inner thigh, securing a standing leg bar.

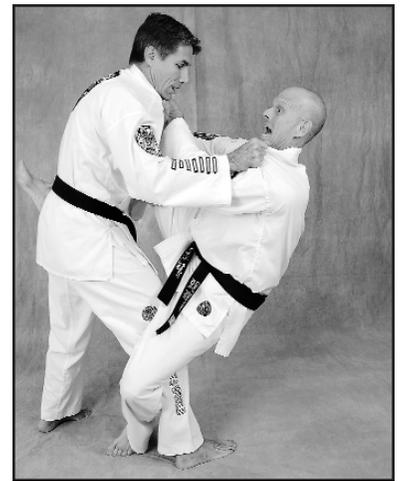
Counter 10.D. Gently apply pressure with the heel into the pressure point on his inner thigh until he taps. Then,

Counter 10.E. tighten your grip on your partner's leg so that your arm pit wraps tightly over his ankle and your forearm wraps under his calf (in order to secure the hold you may wrap around the mid shin and then slide toward the ankle until you are in proper position). Slowly lean back applying pressure with your inner forearm to his calf while applying pressure to his ankle with the back of your shoulder, until he taps out.

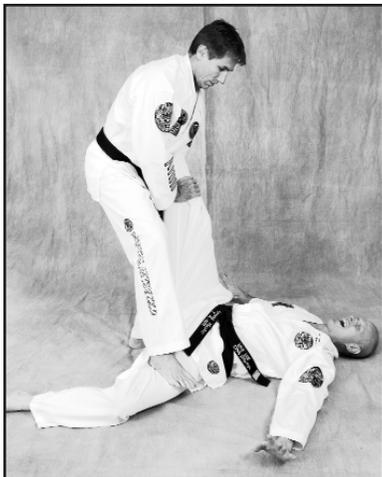
Eventually you will apply both the ankle lock and the heel pressure at the same time, but in order to learn each part effectively, we practice them separately at first.



Counter 10.A.



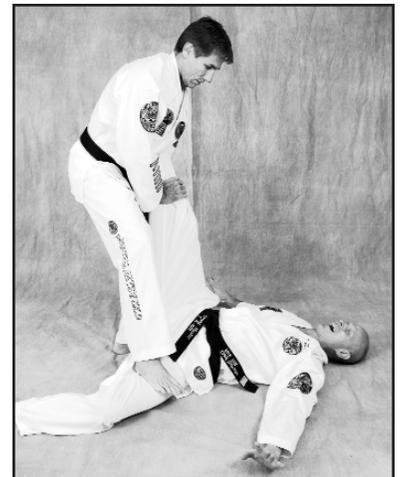
Counter 10.B.



Counter 10.E.



Counter 10.D.



Counter 10.C.

1. Slow Motion Style Self-Defense

When learning a new self-defense technique, it is important that you move slowly enough to maintain safety for your partner. Slow Motion Style Self-Defense is important when learning because many of the techniques we practice are extremely dangerous, and one accidental quick move could cause an injury. Therefore, we practice self-defense slow motion style for the safety of our partners.

In addition, the slow motion gives you enough time to work on proper technique and bone alignment. You have the time to study the movement and how it feels throughout the range of motion. Many escapes and joint lock techniques work just as well in slow motion as at regular speed. (Of course, some techniques are based on speed and surprise, so they will not work well slowly.) Utilize Slow Motion Style Self-Defense to perfect your motion, so that when you do move quickly, you will move correctly.

2. Exhibition Style Self-Defense

In Exhibition Style Self-Defense, you show the logical result of each blow. In other words, a punch to the right temple would cause the head to spin left, and a kick to the stomach would cause the person to bend over. In order to get a true feel for the effect of self-defense techniques, practice Exhibition Style Self-Defense. You will more clearly see why specific combinations have been chosen, because the result of the first blow sets up the second and the third.

Exhibition Style is also good for demonstrations. Crowds like drama. If Partner A attacks with a punch, and Partner B counters with a spinning hook kick over the head, it looks impressive. On the other hand, if Partner B counters with a spinning hook kick to the head and Partner A is knocked off his feet by the kick, the crowd gets emotionally involved. They are still impressed by the pure beauty of the kick, but in the second case the deadly application adds the dimension of power to the beauty.

A third benefit of Exhibition Style Self-Defense is that it teaches you to “roll with the punches”. Occasionally, you will see a kick or punch coming and you know that you will NOT be able to block it. If you can roll with the punch, you will absorb some of the damage in the roll, instead of absorbing all of it with your body. Likewise, in life we can see situations developing that we cannot change. We can see the danger coming, but we cannot block it. In those cases, we must be able to roll with the punch, to survive the blow with the minimum damage so that we can recover and continue, rather than be destroyed by the situation.

For grappling techniques like those in the PYUNG-HWA Self-defense Curriculum, exhibition style would involve more dramatic throws and falls. Practice your basic front, back, and side falls, and your front rolls, and then add dramatic falling and slapping of the mat for a more powerful exhibition. In addition, exaggerated faces during the choking and body movements during joint locks helps the audience better understand the effectiveness of the techniques.

3. Counter-Attack Style Self-Defense

For every attack there is a defense. For every defense there is a counter-attack. In Counter-Attack Style Self-Defense, we explore the possible counter-attacks to our standard defenses. For example, in the PYUNG-HWA Self-Defense Curriculum we have standard counter defenses for every defense. In counter-attack Style Self-Defense, we would then counter the counter. Once you learn all ten defenses and counters, you will have a formidable arsenal of defense techniques to use in a variety of situations. Begin thinking of how you would counter your partner's counter for each technique.

Counter Attack Style Self-Defense teaches indomitable spirit -- if at first you don't succeed, try, try again. If your partner blocks your first technique, be prepared to counter his defense with a second technique. This process is a prelude to free grappling where you must continuously attack, defend, and counter-attack.

Philosophically, Counter-Attack Style teaches us to expect the unexpected. The best laid plans of mice and men often go awry. Be prepared with a back-up plan. Always maintain the mind-set that someone or something will block your best efforts, and you must be mentally, physically, and emotionally prepared to overcome the obstacle.

Physical Self-Defense

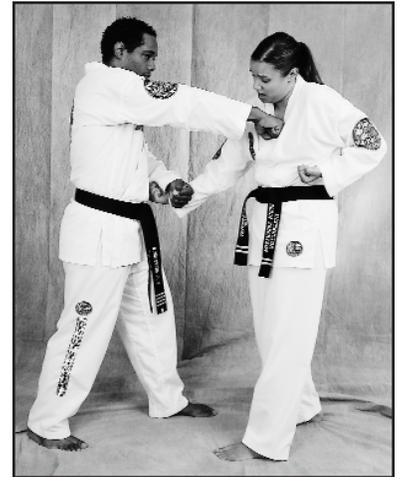
You only have one body, and you must protect it. Of course you will protect yourself against attack from someone else who tries to punch or kick you, but physical self-defense involves much more than that. Sometimes the most dangerous threats come not from others, but from yourself in the form of bad judgement or bad habits. For example, taking unnecessary risks can cause you to be injured not only in recreational activities, but also at work, and even doing something as common as driving. In addition, bad habits like smoking, drinking alcohol, drug use, and even bad eating habits can hurt you in the long run.

The obvious defense against injury from drunk driving is not to drink in the first place, or if you do drink, not to drive. The best defense against lung cancer is not to smoke. There are many risks you cannot control, but to defend yourself against many common threats you only need educate yourself and exercise self-control.

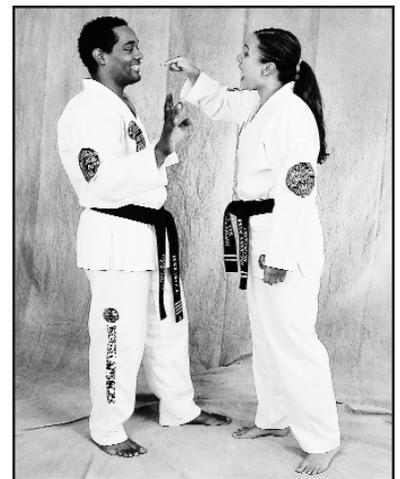
Mental Self-Defense

Most people don't realize that mental self-defense is just as important as physical self-defense. Mental bullying by people who want to control you can hurt you worse in the long run than a punch or a kick. You must be able to defend yourself from their verbal attacks and intimidation.

Sometimes the best mental defense is to simply say, "No!" and stand up for your rights. Other times the real damage is not done by the person who says something cruel, but by your own acceptance of that opinion as fact. The real enemies that you must defend against mentally are your own ignorance, laziness, negativity, and fear. These four enemies do more to ruin your potential than any other person could. You must constantly fight within yourself to replace your bad mental habits with good mental habits through education, hard work, positive expectations, and indomitable spirit.



Counter-Attack Style



Mental Style

Moral Self-Defense

Once you understand that mental self-defense is just as important as physical self-defense, you will also realize that moral self-defense is more important than both of them. True self-confidence and self-esteem come from being a good person. A fantastic athlete with a sharp mind can have very low personal self-confidence if he is a liar and a thief. He will always worry about what will happen when he gets caught. On the other hand a person in a wheel chair with a lower than average IQ can be very happy and confident if she knows she is honest, responsible, and cares about others.

Moral self defense comes from resisting temptation. When “bad people” offer you something you know is bad, that is the easiest temptation to resist. It’s not so easy when your family and friends tempt you to adopt their bad habits. Thieves always try to get you to share in their guilt by stealing with them. Kids who smoke encourage you to smoke with them. Most people who have bad and immoral habits were taught those habits by someone they liked and trusted.

However, the hardest temptations to resist are the internal temptations within your own heart. Even when your family and friends tempt you to do something, you may be able to resist because you know that someone else will know what you did, and you are afraid of getting caught. The toughest temptations of all are the ones where if you do the bad thing, no one may know about it but you. It’s easy to say, “Oh, what the heck!” because no one will know, but the truth is that YOU will know, and YOU are the one whose opinion counts. Your confidence comes from your belief that either you are a good person or a bad person.

If you are a good person, defend yourself spiritually by resisting temptation and doing the right thing. If you have been a bad person in the past, you have the choice every minute of every day to change, by resisting temptation from now on, and changing your life. Every time you choose right over wrong, you do the right thing, and you put another brick in the foundation of your self-confidence.

Financial Self-Defense

Money will not make you happy, but the lack of money can make you unhappy. When you spend more than you make, you are constantly worried how to pay your bills. When you spend less than you make, you are at peace because you know you have extra to give away or to handle a sudden emergency.

The key to financial self-defense is NOT to make more money, but rather to spend less than you make. What good is it to make a million dollars a year if you spend a million and one? You still have financial pressure because you can’t pay your bills.

You have no reason to be poor. If you discover your talents and develop them, you can become rich. If you do the thing that you love, and it helps others rather than hurts others, you will be happy. However, no matter how much money you make, financial self-defense is the discipline to spend less than you make. Learn how to manage your money so that you don’t develop excessive debt, and the excessive pressure that goes along with it.



Moral Style



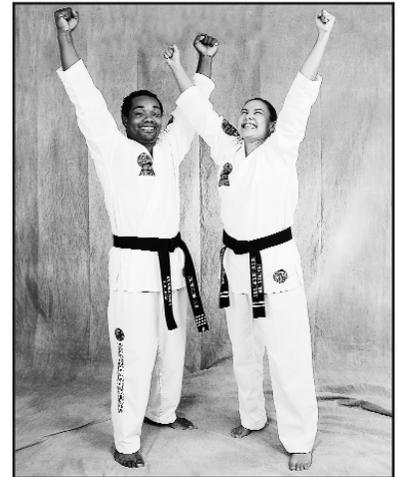
Financial Style

Life Self-Defense

You only have one life to live, and it is your responsibility to maximize your life. If you let others control you, you live their life and not your own.

Research has shown that having a successful life usually comes from having a long-range plan. Those who plan only the next few minutes or next few hours, usually find they can satisfy their needs for the moment, but often find themselves in trouble at the end of the day. Those who make a five year, ten year, or even a twenty year plan may have to sacrifice in the short run, but they get what they want in the long run.

To defend your life, you must be proactive, not reactive. You must learn as much as you can about yourself -- your strengths and weaknesses, your talents and desires -- and then make your plan. Decide what it is you want, plan your work, then work your plan, and never give up. Defend yourself against those who would take away your dream and replace it with theirs. Defend your dream against yourself, because you will be tempted to accept something less because it is easier. Just as in physical self-defense, your best Life self-defense is to educate yourself and then exercise self-control.



Life Style

Kicking Combinations

Now that you have gained some skill with your basic techniques, it is time to start combining the basic techniques into combinations. At the red stripe level we have some specific kicking combinations that combine the basic kicks with your breaking technique, the jumping front kick.

There are several purposes to practicing combinations. In the first place, combinations reveal weakness in your technique. For example, you may feel confident that you have learned your roundhouse kick and your back side kick rather well because you feel and look good when you do either of them in the air or on a target. However, when you try to do a roundhouse, jumping back side kick combination, you may discover that your balance at the end of the roundhouse kick is not quite good enough to launch you into a jumping kick. Combinations force us to improve our balance and during and especially at the end of each technique, so that our overall technique improves.

In the second place, if we were to use our techniques in a practical application like sparring or self-defense, it is unlikely that we would just throw one technique and be done with it. In sparring and in self-defense, we usually have to continue to throw combinations of techniques until we have reached our goal, whether that goal be scoring points or personal safety. Practicing basic combinations prepares us for the advanced practice of sparring and for the possibility of having to defend ourselves. For this reason, practice should always be done with a serious, focused mental attitude. Practicing your techniques as if your life depended on it not only helps you improve your technique rapidly, it prepares you emotionally in case you really have to defend yourself.

The following are the Brown Belt, Red Stripe Combinations for your test:

Outside swing kick, jumping front kick

Inside swing kick, jumping front kick

Pick ax kick, jumping front kick

Knee kick, jumping front kick

Pushing kick, jumping front kick

Front kick, jumping front kick

Roundhouse kick, jumping front kick

Side kick, jumping front kick

For descriptions of each of the individual techniques, look at the basics section of this manual and your white belt manual.

Sparring

Sparring is the practical application of the Martial Arts. In sparring, we have the chance to put together all that we have learned in a very challenging situation -- someone is trying to punch and kick us. We have to judge distance, attack, block, and counter-attack on balance, with speed, timing, accuracy, and above all, control. If we make a mistake, we get hit.

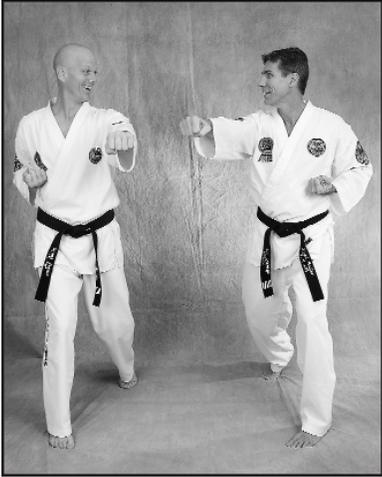
Sparring by its very nature is competitive, pitting one athlete against the other, to determine who will be the winner. Sparring teaches us to succeed under pressure. It teaches us that life is not always a bowl of cherries, but that if we are strong and determined, we can overcome the challenges it places before us.

On the brown belt, red stripe level we will continue to practice sparring, but we must remember that there are many different styles of sparring, and many different areas to develop this skill. Some styles teach competitive spirit, while others teach cooperation over competition. Throughout the remainder of your study of the martial arts, you will encounter many different styles of sparring, and continue to learn by experience what works and what doesn't work in different situations.

<p>Physical Fitness Sparring Styles develop a strong body.</p>	<p>Moral Fitness Styles of Sparring develop strong moral fiber and outstanding character.</p>
<ol style="list-style-type: none"> 1. Aerobic Sparring 2. Alternate Sparring 3. Tournament Sparring 4. Practical Style Sparring 5. Exhibition Style Sparring 6. Target Sparring 7. Belt Sparring 8. Group Sparring 	<ol style="list-style-type: none"> 15. Solitary Sparring 16. Motivational Sparring 17. Emotional Sparring 18. Spiritual Sparring
<p>Mental Fitness Styles of Sparring develop a strong mind and a positive personality.</p>	<p>Financial Fitness Style Sparring develops peace of mind through financial freedom.</p>
<ol style="list-style-type: none"> 9. Eye Contact Sparring 10. Smile Sparring 11. Enthusiasm Sparring 12. Limited Sparring 13. Set-up Sparring 14. Team Spirit Sparring 	<p>Life Fitness style of Sparring develops a happy life and personal leadership.</p>

Physical Fitness Styles of Sparring

1. Aerobic Sparring



Aerobic Sparring

Aerobic Sparring is entirely cooperative. Its goal is to give both partners a good aerobic workout with very little chance of injury. It can be used as a warm-up, or it can be an entire cardiovascular workout. Aerobic sparring can be done individually, as partners, or in groups.

One partner or the instructor assumes the role of leader, choosing which techniques will be used. Both partners will perform the same technique in rhythm for anywhere from 8 to 100 repetitions without rest (to make it an aerobic exercise). The leader then chooses another technique, and both partners perform that one for the specified number of repetitions.

Some techniques lend themselves to being done at the same time, while others, by nature, require alternating. For example, both partners can roundhouse kick each other with the right leg at the same time, then switch to the left leg (then right, then left, etc.) On the other hand, if both partners were to try to swing kick each other with the right leg at the same time, their legs would collide rather forcefully. It would be better to take turns doing crescent kicks. It is up to the leader to decide what techniques to do, how many repetitions, and whether to go at the same time or alternate.

2. Alternate Sparring

In order to teach free sparring, we want to move from a very controlled situation with limited variables (like basics) through a series of progressive steps, gradually decreasing the control and increasing the variables, until we reach the relatively uncontrolled situation of free sparring. Many of the progressive steps involve alternate sparring.

In Alternate Sparring, two partners take turns attacking each other according to the directions of the Instructor.

Alternate Single

You have already practiced Alternate Single Sparring as a white belt. The Instructor identified a technique, and you and your partner took turns using that technique on each other without contact. In Alternate Single Sparring, you get to practice a lot of techniques in a short period of time, learning muscle memory for the technique and getting a good aerobic workout.

Alternate Combination

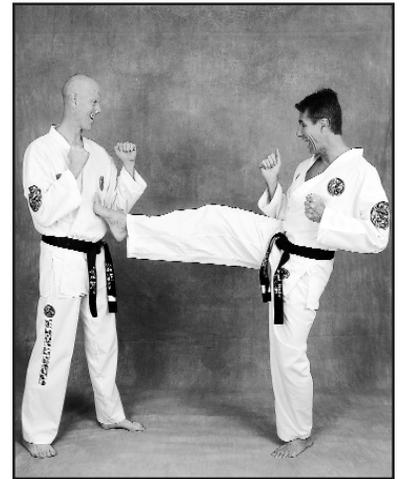
Alternate Combination Sparring lets you practice your combinations with your partner. It is almost the same as Alternate Single Sparring, except that instead of single techniques, you perform combinations of techniques.

In Alternate Double Combination Sparring you use two techniques. In Alternate Triple Combination Sparring you would utilize combinations that contain three techniques.

Alternate Free

In Alternate Free sparring, you would alternate using any technique you wish. The idea is to look for an open area on your partner and immediately attack that area as quickly and accurately as possible (no contact). Alternate Free sparring develops quick reflexes as you practice identifying openings and choosing the correct attack to strike that opening, without the fear of getting punched or kicked while you are learning.

You may also practice Alternate Free Combination sparring, in which you take turns throwing combinations of two or three techniques. For safety's sake, always be clear with your partner how many techniques you will be throwing (both use double, or both use triple) so that you do not walk into an unexpected technique thrown by your partner.



Alternate Sparring

3. Tournament Sparring

The goal of tournament sparring is to win. Each competitor is trying to beat his partner while staying within the rules. Tournaments are organized to determine the winner in each category. Tournaments usually provide trophies, medals, ribbons, or other prizes as a symbol of winning, awarding first, second, and third place in each division. Some tournaments will also have a Grand Champion as the winner among several division champions.

A secondary goal of tournament sparring is to develop the attributes of good sportsmanship. Good sportsmen are not trying to win at all costs. They are trying to win within the rules. By changing or ignoring the rules, you literally change the game. The rules are what distinguishes basketball from soccer, and Olympic Tae Kwon Do from Olympic Judo.

Good sportsmanship also requires the competitors to be humble in victory, and determined to improve in defeat. Because the nature of the universe is change, today's loser may be tomorrow's champion. It is important to keep a positive attitude in all competition.

A major goal of competition is improvement. No matter how disciplined you may be, there is something in your nature that summons up extra effort and dedication when we are competing with another. Setting a goal to compete in a tournament creates motivation for more focused and more dedicated training. Competition is a great tool for motivation.

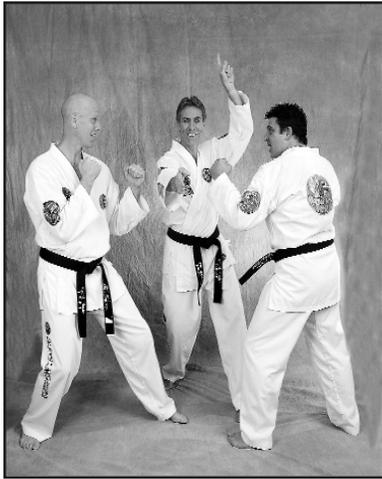
Olympic Style Sport Tae Kwon Do Sparring

One of the most popular styles of tournament sparring in the entire world is Olympic Style Sport Tae Kwon Do Sparring, because it is a medal event in the Olympics. Your instructor will help you practice according to the rules, but the basics are that points are scored by delivering a kick or a punch with trembling shock (enough force to cause your partner to be moved). No points are scored below the belt or by punching to the head, and no grabbing is allowed. The sparring style promotes continuous action, where it is possible (although unlikely) to score three points in a row by throwing a three kick combination. (Normally a two or three kick combination will be effective if only one technique scores.) Because of the degree of contact, it is important to wear proper safety gear when practicing Olympic Style Sparring

MU-DO Style Sparring

MU-DO Style Sparring is safer than Olympic Style Sparring because it is "non-contact" sparring. Non-contact means you are NOT allowed to touch your partner -- instead, you must show that you could have hit your partner with power, but you had enough control to stop the technique before contact. Accidental touching to the body may be allowed by the referee, but if you hit too hard, you will lose a point instead of gaining a point. No contact is allowed to the face at all, but unlike Olympic Style Sparring, you can score by punching to the face (without contact) or striking below the belt.

MU-DO Style Sparring is point sparring, which means when the referee sees a point, he will stop the match, confirm with the corner judges that a point was actually scored, and then allow the match to continue. Standing kicks and punches are worth only one point, while jumping kicks are worth two points.



Tournament Sparring

4. Practical Style Sparring

As you learn the different styles of sparring, it is important to realize that on the streets there are no rules, so real self-defense is very different from the other styles we practice. In Practical Style Sparring there are no rules -- you can grab, grapple, bite, gouge the eyes, pull the hair, kick to the groin, etc. Of course, when we practice Practical Style Sparring in the classroom we must exercise a great deal of control in order not to injure our partner. As long as both partners have safety as their first concern, they can practice Practical Style Sparring with a minimum of injury, while learning to attack and defend ALL the vital targets, using ANY part of the body as a weapon.

5. Exhibition Style Sparring

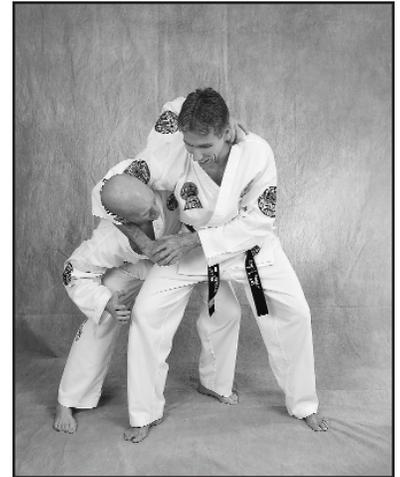
Exhibition Style Sparring shows the logical result of the strikes on the body. For example, a right cross would cause the partner's head to twist sharply to the right. Both partners cooperate to show the logical result of each strike without contact. Exhibition Style Sparring has also been called Action Movie Style Sparring or Stunt Fighting because it is the kind of sparring they do in martial arts movies.

Exhibition Style Sparring teaches several lessons: first, in order to properly react to the attack, we must judge what technique is coming, the probable target, and how it will cause our body to move. Once we get used to identifying attacks in this way, it is not difficult to block the attack -- in fact, it is easier to block the technique than it is to react to it properly in Exhibition Style.

Second, it teaches us to "roll with the punches" because sometimes you see a punch coming but you just can't get your hand up fast enough to block it. Instead of staying still and absorbing all of the impact of the punch with your face, you can roll with the punch to dissipate some of the impact in your motion. Likewise, in life we sometimes see a bad situation coming, and we know that we will not be able to block it. The best we can do is try to roll with the punch and recover from it, rather than stand still and be destroyed by it.

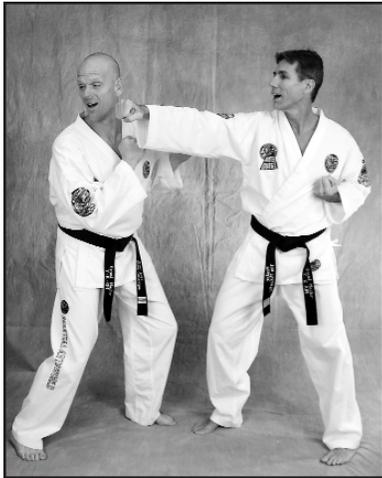
Finally, we learn a great deal of control in Exhibition Style Sparring, trying to touch the target with enough speed to look realistic, but without the power to injure our partner. Good Exhibition Style Sparring takes a high level of skill.

As you may guess by its name, Exhibition Style Sparring is a very good technique to use in Exhibitions. With a little rehearsal, two skilled partners can put on quite an exciting show -- letting the audience see the power of the techniques -- without injury.

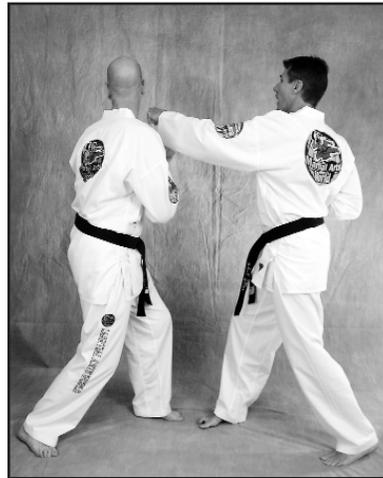


Practical Style

Basic Exhibition Style Sparring



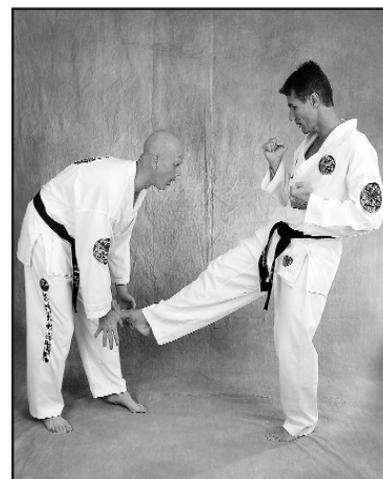
Right Cross



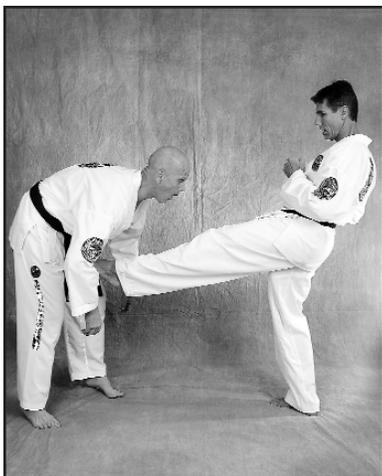
Left Cross



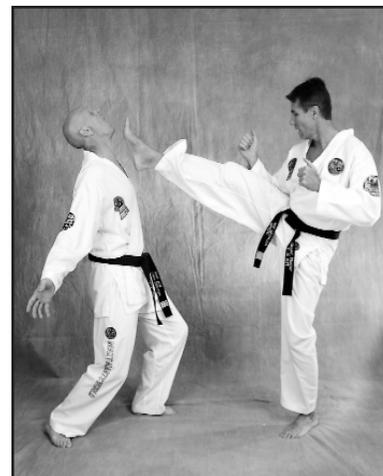
Straight Right



Kick Knee



Kick Groin



Kick Face

Basic Punch

Partner A: right cross

Partner B: twist head to the right,
as if hit by the punch

Partner A: left cross

Partner B: twist head to the left,
as if hit by the punch

Partner A: straight right punch

Partner B: snap head backwards,
as if hit by the punch.

Switch roles.

Basic Kick

Partner A: right front kick to the
knee or shin

Partner B: moves leg as if kicked

Partner A: left front kick to the
groin

partner B: bend at the waist as if
kicked in the groin

Partner A: right front kick to the
face

Partner B: snap head backwards,
as if kicked in the face.

Switch roles.

Free Exhibition Style Sparring

Once you have learned the basics of how to react to an attack, you can experiment with different attacks and what would be the probable result. Begin with Alternate Single Free Exhibition Style, which would mean you take turns throwing any one technique at your partner, and your partner must react properly to it. Your instructor will also teach you Alternate Double Combination Free Exhibition Style Sparring, which means you take turns throwing any combination of two techniques at your partner, and the partner must react properly to it. You might even try Triple or Quadruple Combinations.

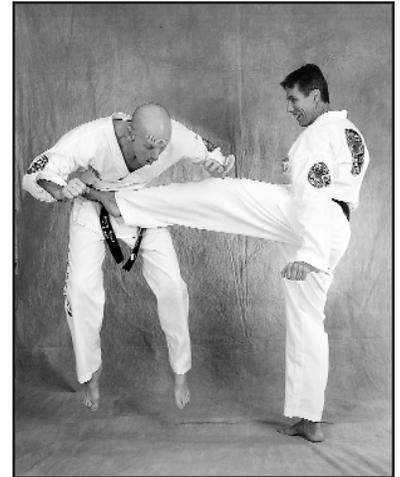
Combination Exhibition Style teaches us which combinations go well together, and which do not. For example, an upper cut to the *solar plexus* followed by an hook punch to the head may seem like a good combination in the air, but when you find your partner has bent over from the strike to the *solar plexus*, his head may no longer be where you thought it would be for the hook punch.

6. Target Sparring

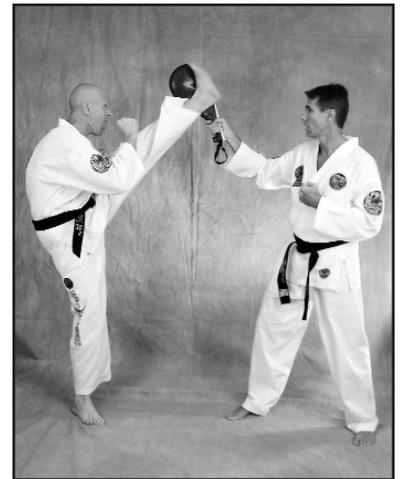
Target Sparring can be one of the most difficult kinds of sparring, because there is no rest. Partner A holds a target and continually moves it. Partner B tries to kick and punch the target wherever it presents itself. The exact form of target you use will change the specificity but not the generality of the exercise.

Partner A has the greatest responsibility, trying to challenge Partner B without frustrating him. He also must try to present the pad as if it were a human target, at the proper height and angle for different attacks. Beginners will often move the target so quickly that it is almost impossible to hit except by luck. A better way is to move the target into a position and leave it there for about one second, and then move it to another position. In this way Partner B has one second to identify the target, the proper attack, and then execute the attack before the target moves. If one second is too quick, the Partner A can move up to one and one-half seconds or even two seconds. Likewise, if one second is too easy, cut the time down to three-quarters or half a second. Again, the goal is to be challenging but not frustrating.

Another option is to use a large kicking shield instead of a hand pad. Partner B is supposed to kick the shield with the appropriate kick depending on its position. This option is especially challenging because the shield cannot be injured, so it just keeps coming and coming.



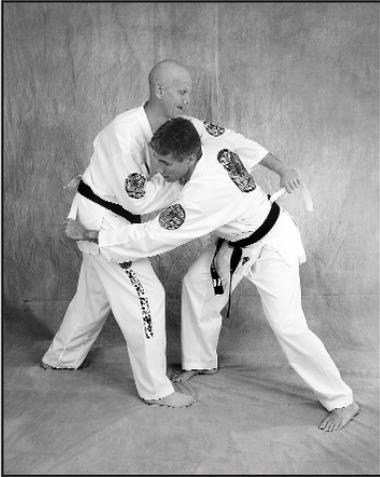
Free Exhibition Style



Target Sparring

7. Belt Sparring

Belt Sparring may also be called Flag Sparring because it is played like flag football. Both partners wear one or more flags hanging from their belt. The goal is to pull your partner's flag(s) out of this belt before he can pull your flag(s) out. Just like sparring, both partners learn movement, distance, accuracy of attack, and blocking, but without bruising each other.



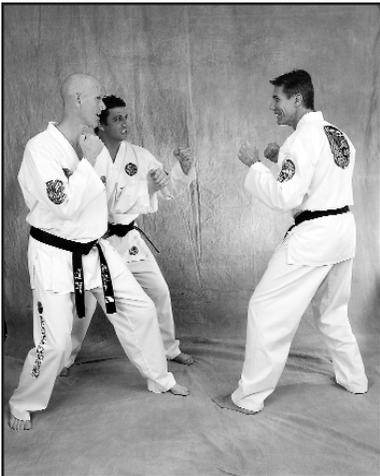
Belt Sparring

The belt can be hung on either hip, in the front, or in the back, according to your instructor. Each location takes a different skill, but all are effective, providing both partners have the belts in the same location. With one belt it is a one round competition, win or lose. The match can be extended by playing the "best two out of three" or extending to four rounds, moving the belts to another location after each victory.

A little more advanced way is to play wearing two, three, or four belts at once, so that you have more targets to attack and defend. The winner is the one who takes all four belts from his partner, so that one competitor could be down 3 to 0, and still come back and win.

8. Group Sparring

In Group Sparring one partner faces multiple attackers. In Group Sparring, the worst thing you can do is get stuck between the two attackers, because no matter which way you turn, you have someone attacking your back. Instead, you should move to the outside, facing one attacker and maneuvering yourself so that the attacker you are facing is between you and the other attacker(s). When the other attacker moves to the right, you merely circle to the left, always using the other attacker as a shield. In this way, you only face one attacker at a time, with no one at your back.



Group Sparring

In real life, we rarely are lucky enough to face only one problem at a time. Normally, we are attacked by several problems at once -- some at work or at school, plus more at home, plus more from friends and hobbies, etc., etc. Anyone who tries to handle all the problems at the same time will be destroyed just as quickly as anyone who tries to fight five attackers at the same time. The way to handle problems is to maneuver yourself to face one problem at a time, and solve it, then move on to solve the next problem. In this way you learn to control your problems, instead of letting them control you.

Mental Fitness Styles of Sparring

9. Eye Contact Sparring

Eye Contact Sparring is totally mental. It is said that many fights are won or lost before they even begin. Bullies are very careful to bully those who do not have the confidence to fight back -- they pick the easy targets. Those who show confidence in their eyes or their posture are avoided, while the weak are abused. Even lions eat the weakest zebras, not the strongest. It is just the way of nature that the weak are destroyed and the strong survive.

You can show that you are one of the strong with your eyes. Eye contact sparring allows you to practice showing your confidence in your look. Simply stare into your partner's eyes without fear or embarrassment. Without saying a word, you should express that you are strong and that nobody should mess with you or your family. Develop a focused stare that expresses your intensity.

10. Smile Sparring

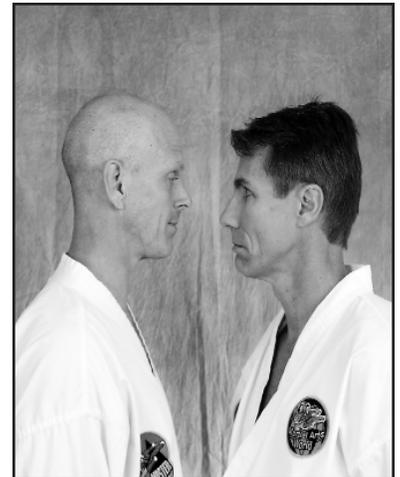
There is a time to be serious and a time to be happy, and a well balanced person knows how to do the right thing at the right time. Sometimes a threatening situation requires that you show your strength and determination. Other times the situation can be easily diffused with a smile or a joke. You must develop both abilities to be able to win in every situation.

In Smile Sparring, the goal is to make your partner smile. You can smile yourself, laugh, make faces, use body language, or tell a joke. The point is to be able to "turn on the charm" when you need it, to make yourself likeable.

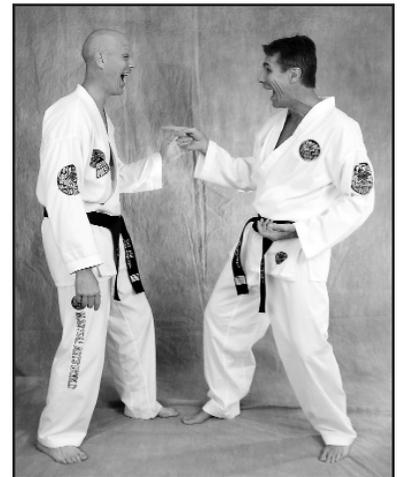
11. Enthusiasm Sparring

There is a time to be serious, a time to be silly, and a time to get excited. In order to motivate yourself to achieve any great goal, you must learn to muster great enthusiasm. Enthusiasm is a positive attitude toward whatever you are doing. A simple way to practice being positive and enthusiastic is with Enthusiasm Sparring. In Enthusiasm Sparring, you shout for all the world to hear your own good points. You not only say positive things like, "I am honest, hard-working, caring, a loving father, a strong and healthy role model, a gentle companion, etc., etc.," but you also show that enthusiasm in your body language by moving very excitedly, jumping up and down, with your eyes open wide.

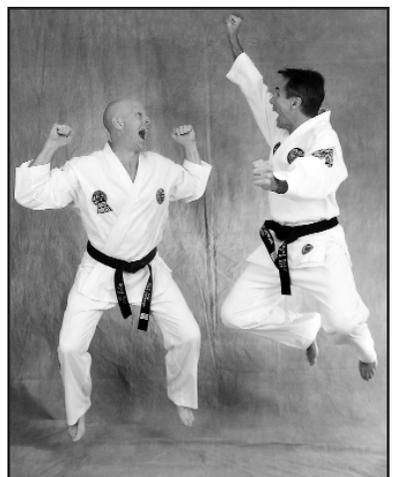
Many of us have been taught never to sing our own praises, as that makes us a braggart. Unfortunately, most people take this idea too far by never saying good things about themselves, and only saying bad. We tend to believe what we say, so we can develop a poor self-image because we only concentrate on our weaknesses and never our strengths. Many women, who are taught from an early age to be care-givers rather than braggarts, have low self-esteem because they never take an account of their good points, and certainly never say them out loud. Likewise, many children have never been encouraged to think of themselves as good or important. Enthusiasm Sparring is one very simple way of developing true self-confidence by increasing self-esteem.



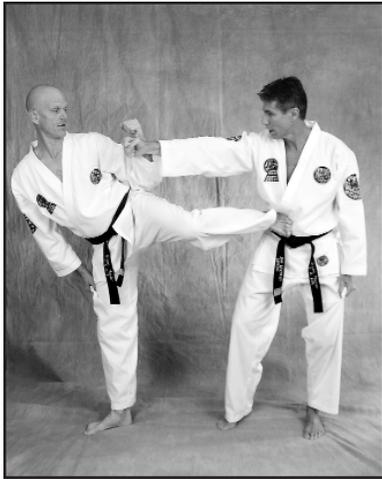
Eye Contact Sparring



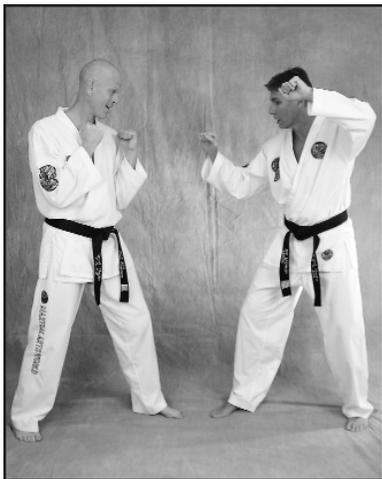
Smile Sparring



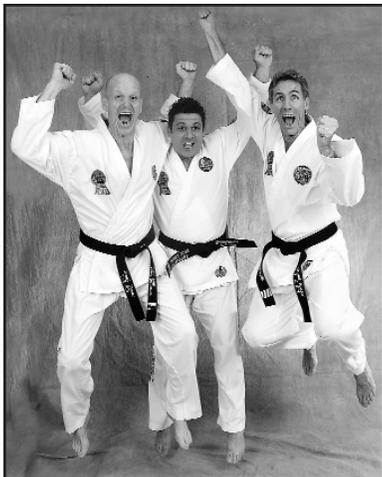
Enthusiasm Sparring



Limited Sparring



Set Up Sparring



Team Spirit Sparring

12. Limited Sparring

All sparring is limited. Tournament Sparring is limited by rules and regulations. Street Fighting is limited by the laws of physics. If there were no limits, you could just zap your enemies into oblivion with the blink of an eye.

In Limited Sparring, the Instructor gets to arbitrarily impose limits for the better development of the students. For example, if the Instructor notices some students who favor their right leg over their left, he may impose a limit that only left leg kicks may be used in the sparring match.

The practical application is that in the real world we sometimes do not get to choose our limitations. You may have limited flexibility or be lacking in quickness, but you must learn to overcome your limitations to achieve your goal. In a real fight you may break an ankle and have to continue fighting. Again, you must overcome your limitation to achieve your goal.

We all have limitations. We all must learn to overcome our limitations to achieve our goals, whether they are physical, mental, emotional, or spiritual limitations. Limited Sparring helps us understand how to overcome our limitations by developing and using our other strong points.

13. Set-up Sparring

In Set-up Sparring, you are setting your partner up for your attack. It is not easy to strike a partner who is in a good defensive posture, because it leaves few openings. If you can find an opening, by the time you can cover the distance between you and attack, he can probably move enough to cover himself. In Set-up Sparring, you are taking action to CREATE openings. You are setting your partner up, by moving his defenses to one place, and then striking the opening you have created in another place. You accomplish this by fakes or combination attacks, or by leaving an obvious opening as bait.

In any confrontation, it is harder to attack someone whose defenses are up. It is much wiser and easier to set up your attack with a fake. The classic high, low combination is a great set-up: you fake high and strike low, or fake low and strike high.

14. Team Spirit Sparring

In Team Spirit Sparring, teams join together to discover that the power of two is greater than the power of one plus one. Small teams unite and show their spirit. As teams develop a spirit that is attractive to other teams, they will join together. Teams discover that there are always bigger teams. For example, you may become part of the Leadership Team, and they try to influence the school as a whole. The school should try to influence the city or town, and the town can influence the entire county. A strong county can affect the whole state, and a powerful state can influence the whole country. The US has long been a dominant influence in the world, so it is easy to see the power of team spirit.

Moral Fitness Styles of Sparring

15. Solitary Sparring

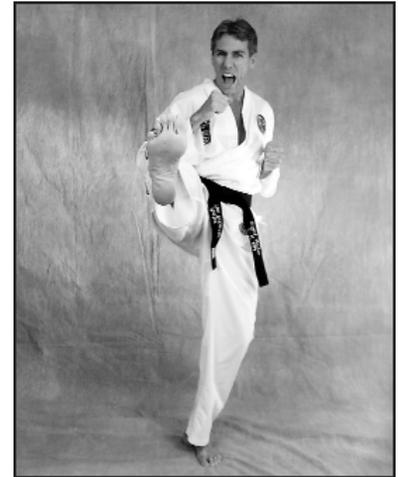
Solitary Sparring is sparring with the toughest opponent in the world . . . yourself. He who conquers all the world but cannot control himself has accomplished naught. There is no victory in competing with others, only victory in competing with yourself. It is said that you are your own best friend and your own worst enemy. In Solitary Sparring you face that friend and that enemy.

Solitary Sparring is much like shadow boxing, throwing kicks and punches in the air on yourself as an imaginary partner. However, Solitary Sparring is more than just shadow boxing because self-improvement takes more than just fighting. Sometimes you must be serious, and sometimes you must have fun. Sometimes you need to motivate yourself to keep going. Practicing Solitary Sparring involves not only practicing your kicking and punching techniques in the air, but also practicing your Eye Contact Sparring, Smile Sparring, and Enthusiasm Sparring with yourself as an imaginary partner.

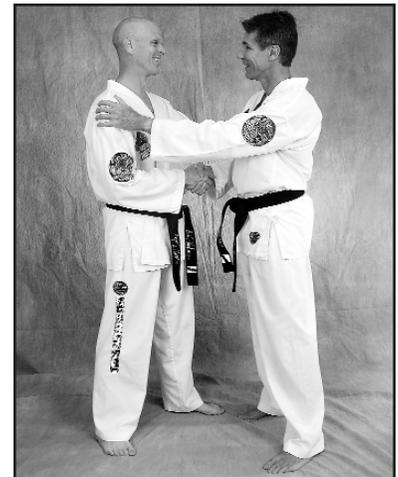
Many students complain that they cannot practice the martial arts at home. They say they cannot practice sparring alone, yet they can practice Solitary Sparring alone. Only the unimaginative or uneducated student cannot practice at home. True martial artists are practicing all day, every day.

16. Motivational Sparring

Motivational Sparring is similar in purpose and form to Enthusiasm Sparring. However, instead of shouting your own best attributes with enthusiasm, you shout your partner's best attributes with enthusiasm. It is heart-warming to hear someone else tell you your strongest points. Very often you learn something about yourself that you did not realize. Motivational Sparring builds self-confidence and also builds strong bonds between the students who share their admiration for each other.



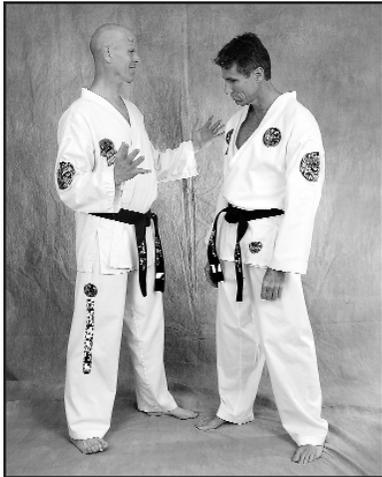
Solitary Sparring



Motivational Sparring

17. Emotional Sparring

In Emotional Sparring you combine Eye Contact Sparring, Smile Sparring, Enthusiasm Sparring, and Motivational Sparring all into one. You are practicing the ability to change from being serious, to being silly, to being enthusiastic, to being motivational very quickly in order to develop emotional flexibility. When you learn to switch from being serious to being happy in a split second, you take a giant step in learning to control your emotions rather than letting them control you. Because you are fighting within yourself for control of your emotions, you generally practice Emotional Sparring without a partner.

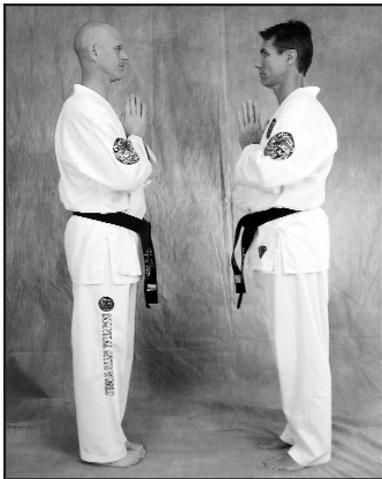


Emotional Sparring

Another way to practice with a partner is for one partner to assume the negative role and the other partner to assume the positive role. The negative partner expresses depression, jealousy, anger, frustration or some other emotion. The positive partner must try to motivate him to change and see the bright side of his situation.

18. Spiritual Sparring

In Spiritual Sparring you try to communicate your strength and support to your partner with your eyes. It is different in nature from Eye Contact Sparring, although it may look the same. Eye Contact Sparring is a staring contest to either dominate your partner, or at least show you cannot be dominated. In Spiritual Sparring there is a compassionate aspect. If, in searching your partner's soul (for the eyes are the window to the soul) you find weakness, you show your support for him. You show your strength, but it is a compassionate strength that does not dominate, but helps. As martial artists, we train to be strong so that we can protect the weak. In Spiritual Sparring we practice giving our strength and support to others in a non-physical way, so that when we are faced with a situation in real life where someone needs our emotional support, we have the strength to give it. It can be a very powerful experience.



Spiritual Sparring

19. Financial Fitness Sparring

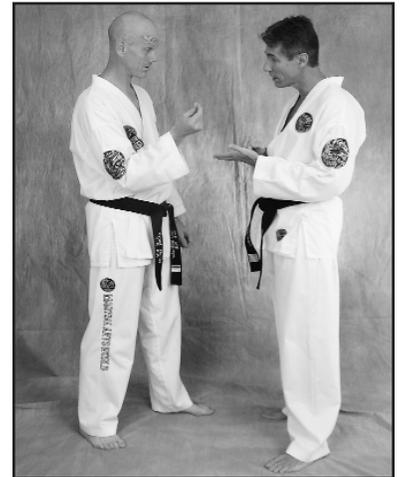
Financial Fitness Sparring is similar in purpose and form to both Enthusiasm Sparring and Motivational Sparring. However, instead of shouting your own or your partner's best physical and mental attributes with enthusiasm, you focus your enthusiasm on your financial attributes and goals. During Financial Fitness Sparring you might say things like, "I think Big! I don't limit myself!" or "I am building my assets and reducing my liabilities!" or "I am eliminating my credit card debt!" or "I want to be rich, not poor!"

Some people equate being rich with being bad, because someone told them that money is the root of all evil. Money is neither good nor bad; it is just a tool that helps you do more of what you want to do. If you are good, then money helps you do more good. If you are evil, then money helps you do more evil. In our modern, abundant society, it is not so difficult to find a way to make money by helping others. Once you begin, the more people you help, the more money you can make. Then, once you have earned the money, simply use it for a good purpose. You have no reason to suffer by being poor. With a little financial education, you can become rich and have the tools to do a great deal of good.

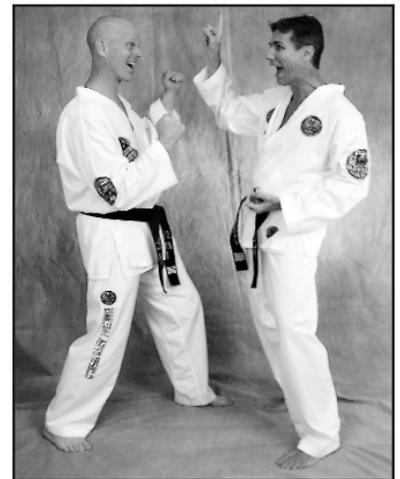
20. Life Fitness Sparring

Life Fitness Sparring is similar to Enthusiasm, Motivational, and Financial Fitness Sparring except that in Life Fitness Sparring, you focus your enthusiasm on your entire life, not just one aspect of it. By your entire life, we mean the direction of your life -- your long term plan or vision of what your life should be. During Life Fitness Sparring you might say things like, "I am in control of my own destiny! I decide what my life will become, and no one else! I will not be a slave to others or to bad habits! I will lead myself!"

Some people confuse leadership and following. When you follow someone or some belief mindlessly, you are not being a leader. Like a sheep, you simply follow the crowd without thought. On the other hand, when you evaluate why you do what you do, and you intentionally follow a good leader who leads you in a positive direction, you are still practicing self-leadership. We are all influenced by the people around us. We can choose people who are a bad influence or people who are a good influence. When we evaluate and make a good choice, we are practicing self-leadership, even though we are following someone else. When we turn over our personal responsibility to someone else, we are not practicing leadership, but following, and we might as well be a slave.



Financial Fitness Sparring



Life Fitness Sparring

Notes:

**Philosophy
for
Brown Belt,
Red Stripe**

**Create a
Positive
Self-Image**

6. Create a Positive Self-image

Build Your Self-image from the Inside, Out

Years ago, I hired a manager named Kurt to run the daily operations of my school. Kurt was very impressive. He looked and talked like he was professional management material. I really thought that this was going to be the guy that would let me focus on teaching class and writing curriculum for my students; I was on top of the world, or at least I thought I was going to be.

After a short time, Kurt came to work late almost every day and always fought with the staff, destroying their teamwork dynamic. There were many days where he chose not to show up at all, only adding to my worries. Things were so bad that I had to fire Kurt and clean up the mess he created.

I thought because of his positive appearance and excellent communication skills, Kurt would have an equally positive attitude. Yet, despite this horrific experience, I still judged people's attitudes by their appearances, until I met a woman named Ellen.

Ellen came into the school, asking about taking lessons. I saw that her hair was bright pink, she wore a tank top that didn't hide the tattoos on her arms and stomach, and she had piercings in her ears, nose, belly button, and in her tongue. When I looked at her, I thought,

"Why would she do this to her body?" If she came into the school selling something, I would have thrown her out, but Ellen was interested in taking lessons so I had to treat her like any other prospective student.

As Ellen and I talked, I began feeling guilty. She was intelligent, had a great attitude, and seemed normal in every way; I only saw these things after looking at her with three eyes. (The third eye I'm referring to is the "eye" that we use to view someone's inner self, thus the term third-eye observation.) I realized that I had judged her only by her physical appearance. Ellen had a strange appearance but a great attitude.

*A positive self-image
opens eyes and hearts.*

My experiences with Kurt and Ellen taught me four important lessons in life about self-image:

First, never judge people solely on their physical appearance.

Second, a good external image can open other people's eyes, but can't open hearts.

Third, a positive self-image can overcome a negative external image, but a positive external image cannot overcome a negative self-image. The key is to have balance. If you can maintain a positive self-image and a positive external image, you can open other people's eyes and hearts.

Fourth, always practice third-eye observation.

Now that the impact of a positive self-image has been established, we will now discover how it can unlock many doors of opportunity.

Unlocking Many Doors of Opportunity

Self-image is how you assess yourself, which influences how others assess you. Because almost everyone is attracted to positivity, a positive self-image is a tremendous personal asset that unlocks many doors of opportunity; this kind of self-image makes the possibilities of success endless. The two parts of self-image that need equal development are **appearance** and **attitude**.

Appearance

What do you notice first about people when seeing them for the first time? Is it their face, hair, the clothes they wear, their body language? All of these things are part of appearance, which is how we initially judge people, forming a positive or negative first impression. These responses are a natural part of our observational abilities.

Attitude

Once we get past appearances, we notice people's attitudes. Attitude is the direct reflection of the way a person thinks and acts. Communication skills are the external expression of attitude and consistency of actions is the internal expression of attitude. Most people are drawn to those who communicate positively because we are naturally attracted to positive people. However, if their actions are inconsistent with their speech, then they repel us. Once we get to their attitude, we truly know who they are.

Remember, appearance is always judged first. Having a pleasing and neat appearance for the appropriate occasion isn't just for the benefit of other people. A pleasing and neat appearance gives you self-esteem, earns you respect and trust from others, which makes you even more approachable and attractive. A positive attitude will increase your credibility, help you achieve your goals, and succeed in life. Let's examine the impact of appearance and attitude.

Styling for Success

A good hairstyle is one of the best ways to improve or enhance your appearance; just changing your hairstyle can actually do wonders for your self-image.

When Hilary Clinton became the nation's First Lady in 1993, the first thing I remembered about her appearance was her new hairstyle. Gone was the cheesy look, replaced by a hip, warmer one. In my opinion her new hairstyle changed her image overnight, helping to create a vision of friendliness and intellect--qualities that helped Mrs. Clinton become the first ever First Lady to be elected to the U.S. Senate.

Senator Hilary Clinton is an example of how important a hairstyle is in conveying a positive self-image.

Dress for Success

Dressing for success also does wonders for your appearance and self-image. Consider the impeccable taste of television celebrity Regis Philbin, who displayed a visual duality that would have impressed even the most seasoned Hollywood wardrobe consultant.

From his *Regis Live* morning show to his former place as the host of *Who Wants to be a Millionaire*, Philbin portrayed differing, but equally positive attire to the American public. His morning suits were often lighter ensembles that feature visually striking ties while his evening suits were darker outfits that exuded professionalism. Philbin's choice of attire not only reflected his positive image, but also depicted his shift from daytime celebrity to nighttime star.

Philbin's appearance undoubtedly helped both shows become hits, which generated revenue for their respective networks. His positive attitude also helped him become one of the most popular television personalities in America.

Regis Philbin's image reinforces the American man's way of thinking that it's the clothes that make the man.

Image of Success

Companies pay millions of dollars to celebrities such as Michael Jordan, Tiger Woods, Britney Spears, and even Bob Dole to endorse their products in all forms of media. Why are these celebrities paid so much for their endorsements? It is because they have a positive self-image and companies want positive people to sell their products.

However, even if you were the most famous person in the world, when you have a negative self-image, not a single company in the world would have you endorse their products. Look at Mike Tyson and Michael Jackson. When they had a positive self-image, both men received lucrative endorsement deals. Once they let their self-image go, no company wanted them.

Remember that a positive self-image is a tremendous personal asset, leading you to a prosperous future.

Now that you know the importance of a positive self-image, I will show you how you can have one of your own.

How to Build a Positive Self-image

* **Appearance:** *develop a positive external image.*

* **Attitude:** *develop a positive external and internal image.*

Appearance

This *physical* aspect of self-image is conveyed positively through body language, proper hygiene, and dress. Here are some recommended guidelines for appearance:

1. Strive to be pleasant by smiling and laughing (Except during inappropriate occasions).
2. Maintain proper hygiene. Maintaining proper hygiene includes bathing on a regular basis, brushing your teeth, and keeping a clean, neat appearance. If you're male, proper hygiene also means keeping your mustache or beard neat and trim, or staying clean-shaven. If you are female, this includes shaving unnecessary body hair such as legs and armpits. (Please keep in mind that these hygiene suggestions apply to American culture. Please adhere to the hygiene standards of your own culture.)
3. Keep up a professional hairstyle (Do not try to cover your forehead with your hair, which implies sloppiness, uncleanliness or that you might be hiding something. Children do not have to follow these same hairstyle standards).
4. Dress appropriately for all occasions to always present a clean, attractive image. If you have a job interview, generally you would wear professional attire. If you have a formal event to attend, you'll wear formal attire. If you go to a friend's pool party, you'll wear a bathing suit. In whatever you wear, make sure that the colors of your clothes match.
5. Use positive body language when interacting with others.

A little bit of investment in your appearance can go a long way. Now, let's check out how to develop a great attitude.

Attitude

There are two parts to attitude: character and personality. Character is the internal part of attitude, which reflects your level of honesty, integrity, and responsibility. Personality is the external part of attitude, seen and heard through communication. To have a positive attitude, you must have a positive personality and a good character.

Developing a great attitude

1. Think, see, talk, listen, and act positively and with passion.
2. Always be honest, responsible, and show integrity.
3. Have an open mind.
4. Develop excellent communication skills.
5. Set positive goals.
6. Continue to educate yourself.
7. Continue building your personal leadership ability.

For all of their wonderful attributes, however, neither a positive attitude nor good appearance can singularly help you develop a positive self-image. They must be applied together to achieve the desired results.

Review of "Create a Positive Self-image"

Why should you create a positive self-image from the inside, out?

Why should you not judge people solely on their physical appearance?

Why can a good external image only open other people's eyes, not their hearts?

What is third-eye observation, and why should it always be used when meeting other people?

What does a positive self-image consist of?

How does having a positive self-image benefit you?

How do you portray a positive external image?

How do you develop a positive attitude to create a positive image?

Excerpted from *Winning is a Choice* by Grandmaster Y. K. Kim, ©
2004

I would like to ask three big favors of you:

First, please read the PYUNG-HWA philosophy at least three times and discuss it with your classmates so that you will understand it more clearly. The more you discuss it, the more you will enjoy it.

Second, please use what you have learned to improve your life. Make notes of any changes you have made.

Third, please share your success using the Martial Arts World philosophy, starting with your family and friends, and then moving up to become a public speaker. The more you share with others, the more successful you will become.

Grandmaster Y. K. Kim

Martial Arts Courtesy Questions

What is the job of the host?

The host's job is to do everything possible for the comfort and enjoyment of his guests.

What is the first responsibility of the host?

The host's first responsibility is to prepare for the event.

What is the second responsibility of the host?

The second responsibility of the host is to make everyone feel welcome by greeting them.

What is the worst thing a host can do?

The worst thing a host can do is make his guests feel uncomfortable or empty.

What is the true value of the Martial Arts World curriculum?

The true value of the Martial Arts World curriculum is that it is helping me maximize my life.

Red Belt (2nd Keup) Testing Requirements

Martial arts training provides a model for an automatic goal setting system through our belt achievement curriculum. The purpose of testing is test yourself, measure your progress, improve your technique, and build self-confidence.

Red Belt Pre-Test Requirements

In order to test for your red belt, you must earn three tips through pre-tests.

Red Stripe, white tip: Breaking Technique + Kicking Technique + Courtesy

Red Stripe, yellow tip: Poom se + Stances + Philosophy (Create a Positive Self Image)

Red Stripe, green tip Self-Defense 1-15 + Sparring + Questions

Testing Requirements

1. Earn your three tips by pre-testing during class.
2. Fill out and turn in a completed Test Application (ask your instructor for one).
3. Invite at least five family members and friends to witness your test using the special invitation tickets available from the staff (ask your instructor for tickets).
4. Prepare your self well by practicing your technique and studying your curriculum guide.

Children:

Children are required to fill in the Citizenship Award Sheet and turn it in with their test application.

Children are also required to bring their latest report card and turn it in with their test application.

You will have an exciting, meaningful, and beneficial experience at your test.

Attendance Policy

The way we measure improvement in the martial arts is through tests. Within each belt rank there are three tip tests to help you prepare for the belt test. Tip tests cannot be taken within two weeks of each other, requiring a minimum of six weeks before you can earn your three tips and take the belt test. In addition to the two week time minimum, you must attend at least eight classes to be eligible for a tip, but you cannot get credit for attending more than one class per day. This system is designed to prevent students from attempting to cram lots of classes in a few days, which does not improve technique as effectively as regular attendance.

Therefore, if you attend class four days per week, and you pass all of your tip tests, you will be eligible for a belt test approximately every two months. Please refer to the testing schedule to set your goals.

Red Belt Curriculum

Congratulations!

On your achievement and welcome to the Red Belt Team. You should now be feeling a little more comfortable and confident with the advanced techniques, but you still have plenty of time to perfect them.

The Red Belt symbolizes fire--the fire of desire and positive expectations. At this point in your studies, you should be filled with a burning desire to reach your goals.

The Black Belt is not far away, but you still have some important new material to learn. Remember the principles of discipline and respect, and apply them to your daily life.

What is a Red Belt?

The plant begins as a yellow seedling, but soon becomes green as it begins to grow, and then develops the rich colors of flowers, like purple. However, the plant needs energy to continue to grow and flourish. There are three sources of energy: the air, the earth, and the sky, which are symbolized by blue, brown, and red belts.

Red is the color of the sun, and the red belt reminds you of this incredibly powerful source of universal energy. Set your goals high. Although we are all grounded in the earth, and we have developed the technology to fly through the air, there is so much more to learn. At the red belt level, begin your search for universal energy, which is beyond the limitations of the earth and the air. Although universal energy is symbolized by the sun, which is outside of you, the source of universal energy is really inside of you. Look inside to find your true strength.

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Courtesy

Manners in Competition

We live in a competitive world. The law of nature is the survival of the fittest. Our parents, and our parents' parents, and their parents for hundreds of generations have had to compete to survive. It is a natural instinct. In nature, those who win, survive and have children. Those who lose, die.

Although our modern technology has protected us from many of the dangers our ancestors faced, we still compete with each other on a daily basis in games, in life, and in love. However, one of the most important difference between people and animals is that people believe that it is not only important that you win, but HOW you win.

In the martial arts, we believe in honor. It is better to lose with honor than to win with shame. That is why martial artists do not believe in cheating. Cheating is unfair. Cheaters have no honor.

Competition is a Motivator

Because competition is a natural instinct, it is a powerful motivator. Have you ever noticed that you train harder for a tournament than you train for normal class? Have you ever trained with a little extra effort and noticed yourself picturing someone else whom you want to beat? Or maybe you picture someone you want to impress? Our competitive nature is what helps us improve. In this sense, competition is a good thing.

Competition becomes a bad thing when we put winning above honor. When we are willing to lie, cheat, or steal to win, our competitive nature has gotten out of control. When we are so involved in the competition that we show disrespect to others, we are not behaving like martial artists. What good is it to win a sparring match and lose our dignity or respect?

All true martial artists know that we should only compete with ourselves. We can use our competitive nature to motivate ourselves to train a little harder, to focus a little better, or to give a little more effort, but whether we beat anyone else is not nearly as important as whether we beat ourselves.

How do we beat ourselves? We compete within ourselves. Inside of us there is a balance of opposites: the *um* and the *yang*. One side is strong, and the other side is weak. One side is energetic, and the other side is lazy. These two sides constantly battle for control. Whenever we are tired, the lazy side and the weak side say, "That was great, but that's enough." The stronger, energetic side says, "Let's go just a little farther today than yesterday." This internal competition between the strong you and the weak you is the only important competition in the world, because it directly affects your self-image. When you are strong, you have confidence; when you are weak, you have doubt.

When you enter a competition like a tournament, it is not important whether you win the trophy. What is important is that you win the battle within yourself to be strong instead of weak. If you try your best with honor, you win. If you give up or you cheat, you lose.

For this reason, it's not whether you win or lose, but how you play the game.

Winners

do their best, and never give up;
they follow the rules; and
they treat their partner with respect before, during, and after the competition.
Winners play with honor, so they can be proud whether they win or not.

Losers are weak.

They give a half-hearted effort, and then ultimately give up.
They break the rules, thinking that makes them better than their partner.
They talk trash, and show disrespect for their partner before, during, and after the competition.
Losers brag when they win and cry when they lose, but they can never be really proud of what they did, because they did not act with honor.

Motivation vs. Boasting

When teammates want to motivate each other, they say things like, “We are the best!” Coaches tell their players, “You can do this!” Even individuals motivate themselves by saying positive things like, “I’ve trained hard. I am ready!” As long as these motivational words focus on “us” doing our “best,” then they are positive. As long as they are kept within the group, they are motivational.

As soon as the message moves from “us” to “you” or “them” it usually becomes negative, “Your team stinks!” is negative and disrespectful. When the message compares “us” to “them,” it usually becomes boastful, “We’re going to beat you like a drum!”

Whenever these words are not spoken within the team, but spoken out to the public, they become boastful. To say, “We are the best!” to a member of the other team is confrontational and disrespectful, because it puts his team down. For one player to say, “I am the best!” to himself is an expression of confidence; for the same player to say, “I am the best!” to anyone else is boastful.

It is possible to talk about the other team without being negative or boastful, but you have to say positive things like, “Great game! You guys really played well!” or, “Great match! You have a mean roundhouse kick!” When you speak positive words like these, whether you win the trophy or not, you show honor and even appreciation for your partner.

Summary

We are all competitive by nature. If we have discipline, we can use our competitive nature to motivate ourselves to train harder and improve faster.

It’s not whether you win or lose, but how you play the game. Martial artists play with honor.

Martial artists compete with themselves, striving to be stronger instead of weaker, and to be a little better today than yesterday.

Positive words spoken within yourself or within your team are motivational. Positive words spoken to the public may be considered boasting or confrontational. You should never disrespect others by saying negative things about them. Instead, complement the other team, and you will be a winner every time.

Advanced Basics

Most of the Advanced Basics are the same techniques you learned in the MU-DO curriculum. Excellence in the martial arts is not so much a matter of how much you learn, but how well you do what you have learned. We will continue to practice basics and advanced basics throughout all levels of the curriculum. Even master instructors still practice their basics, trying to perfect them. At the PYUNG-HWA level, try to focus on the snap at the end of each technique. You still focus the power of your entire body into each technique, starting from the floor, through your stance, increasing power through the hips, and then focused into a very small area with the snap of the specific technique.

Stances

Open and Closed Stances

Advanced Basics (Horse Riding Stance)

Double Low Block

Double Inside Block

Double High Block

Double Knife-hand Block to the Side

Double Knife-hand Strike to the Neck

Double Spear Finger Strike

Double Palm Strike

Stepping Kicks (Fighting Stance)

Stepping Leg Raise

Stepping Outside Swing Kick

Stepping Inside Swing Kick

Stepping Pick Ax Kick

Stepping Knee Kick

Stepping Pushing Kick

Stepping Front Kick

Stepping Roundhouse Kick

Stepping Side Kick

Turning Back Kicks (Fighting Stance)

Back Side Kick

Back Swing Kick

Back Moon Kick

Jumping Kicks (Fighting Stance)

Jumping Back Side Kick

Jumping Back Swing Kick

Jumping Back Hook Kick

Jumping Front Kick

Attention, Jumping Side Kick

Basics

Hand Techniques:

Basics and Advanced Basics

The Basics and Advanced Basics are performed in the horse riding stance. They are the same techniques you learned in the white belt, the MU-DO, and the JA-YUN curricula. Continue to practice them, constantly striving to perfect every aspect of each technique, but especially emphasizing the the snap at the end of each technique. You still focus the power of your entire body into each technique, starting from the floor, through your stance, increasing power through the hips, and then focused into a very small area with the snap of the specific technique.

Kicking Techniques:

Stepping Kicks

For the basic kicks you learned as a white belt, you kicked with your back leg. For the stepping kicks in advanced basics, you kicked with your front leg. Continue to practice your basic and stepping kicks, striving to perfect them. Advanced technique can only be achieved with sound basics. As you begin to practice jumping techniques, you will discover minor imperfections in your basics that were not apparent at the lower levels, but become exaggerated as you attempt the advanced techniques. As you discover how to improve your technique, continue to practice your basic and stepping kicks with renewed dedication.

Jumping Kicks

In the JA-YUN curriculum you learned jumping back kicks.

The purpose of a jumping in a back kick is primarily to free your body from the friction of contact with the ground, and secondarily to jump over something. After you learned how to perform the kick, if your fitness level allows, you may try to jump higher and higher to develop a higher level of skill. Students with back, knee, or other joint problems should jump only at the lowest levels or not jump at all if there is a significant risk of injury. Remember: we practice the martial arts to improve our ability and fitness, not to injure ourselves and impair our abilities.

In the PYUNG-HWA curriculum you will learn to jump for different purposes, adding different levels of refinement to your skills. In addition, your breaking technique will be combinations, rather than single techniques, at first combining a hand and foot technique, and ultimately combining two jumping kicks.

Attention, Jumping Side Kick

The purpose of the jumping side kick from the attention stance is to limit your body momentum. In all of the kicks we have done so far, the break depends as much on the momentum of your moving body as on the kick itself. The stepping or jumping movement naturally puts your body weight into motion, which you then focus into the kick.

By beginning and ending in the attention stance, you take out all body momentum. Now, at the red belt level, you must break the board with the skill and snap of your side kick, utilizing power from the hip, but without the momentum of your body moving toward the target.

It is now more important than ever to kick with the heel, and not the blade of the foot.

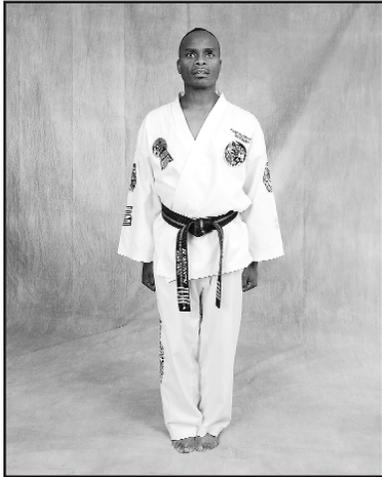
A. From an attention stance, bend both knees and slightly lower your weight;

B. Jump as you look to the right to find the target, raising your kicking knee up, ankle bent;

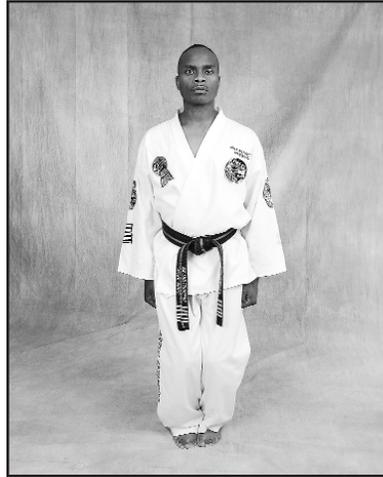
C. When your body is almost at the peak of your jump, extend your side kick directly to the right side;

D. Re-chamber your kick;

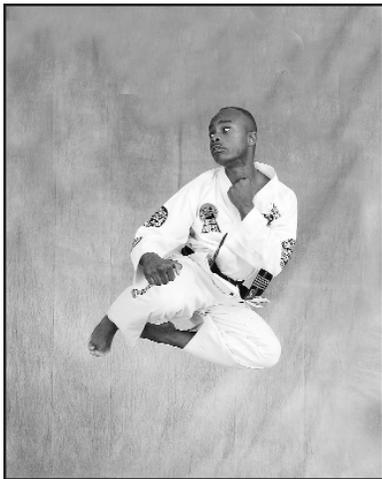
E. Land softly in an attention stance.



Attention Stance



Attention, Jumping Side Kick A., E.



Attention, Jumping Side Kick B., D.



Attention, Jumping Side Kick C.

Poom Se

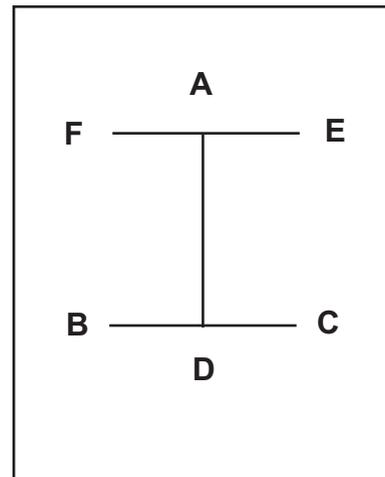
Poom se is the art and beauty of the Martial Arts. It is a set combination of basic blocks and attacks performed in a specified pattern. The proper way to learn, teach, or practice *poom se* is to first know the name and meaning of the *poom se*, then learn the three components of each movement in this order:

- a) Direction
- b) Stance
- c) Technique of block or attack

Poom se PYUNG-HWA (Peace)

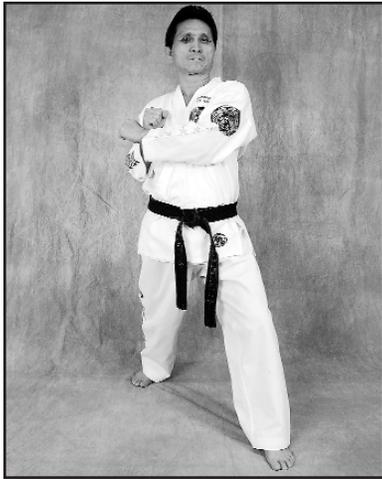
Poom se PYUNG-HWA means “peace.” The goal of martial arts training is peace: peace within yourself and peace in society. The ultimate sign of success in your life is peace of mind. World peace begins with individual inner peace. Inner peace is a sign of internal strength, which is personal power.

The shape of the form on the floor is comes from the symbol of "empty mind" or peace. An empty mind is a ego-less mind, one without selfish pride or greed. When we empty our minds of negative habits, we can have peace.

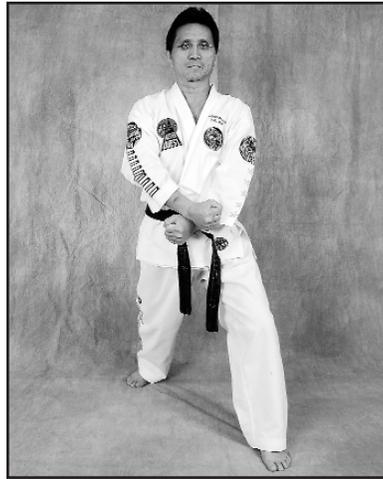


Red Belt Level: 9 through 16

For PYUNG-HWA 1-8, See Page 58-68

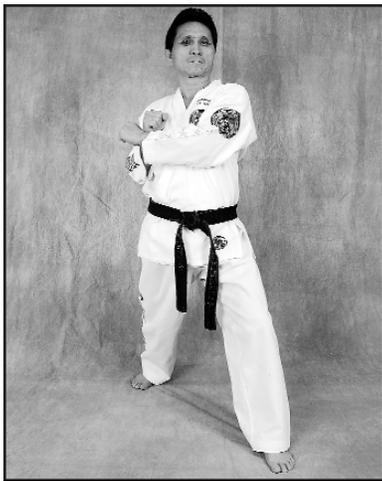


9.A. (Chamber)

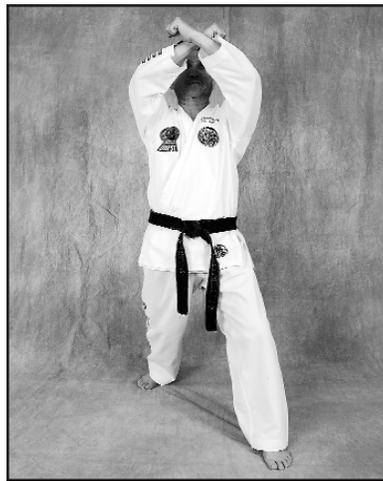


9.A. X Block Low

9.A. Step left foot into left front stance facing A, as you execute an X block low (right hand on top, palms out),

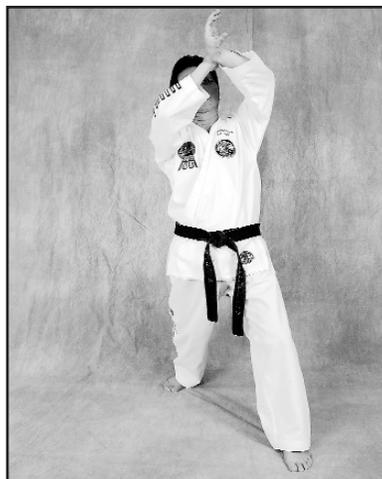


9.B. (Chamber)

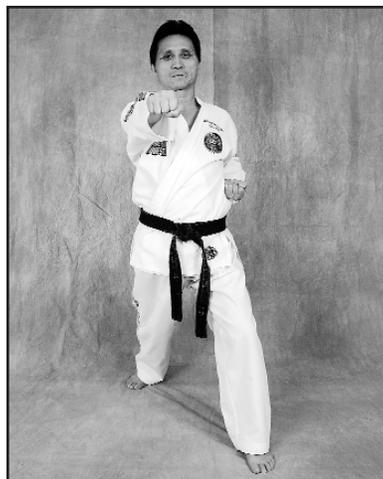


9.B. X Block High

9.B. Followed by and X block high,



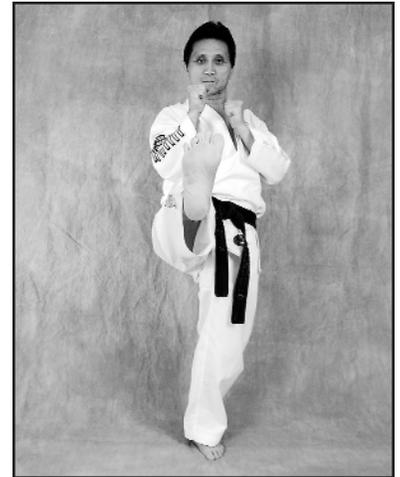
9.C. Grab the Wrist



9.C. Punch

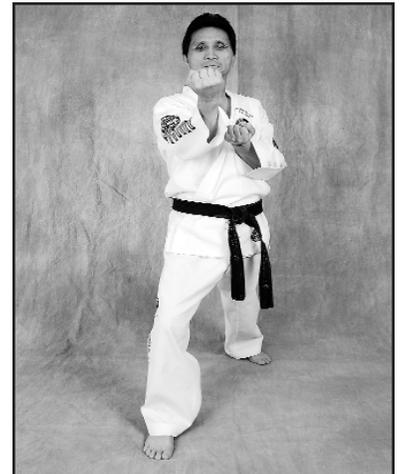
9.C. Then open your left hand and rotate it to the left as if grabbing the wrist of your partner, pull the left hand to your left hip in a fist as you right middle reverse punch.

10.A. Right front kick, landing in a right front stance



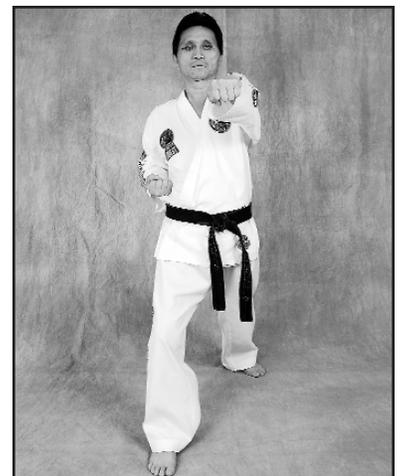
10.A. Front Kick

10.B. As you execute an assisted right outside middle block, palm up;



10. B. Assisted Outside Block

10.C. Then left middle reverse punch.



10. C. Punch



11. (Chamber)

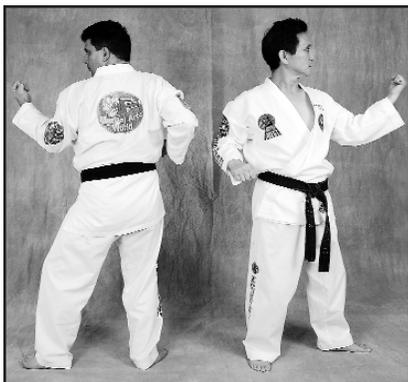
11. Look over your left shoulder, turn left 270 degrees and chamber your hands in the cup and saucer position, then step into a left back stance facing E as you execute a left diamond outside block (right high block and left outside block, palm up),

12.A. Followed by a right upper cut as you pull your left fist against your right shoulder,



11. Diamond Outside Block

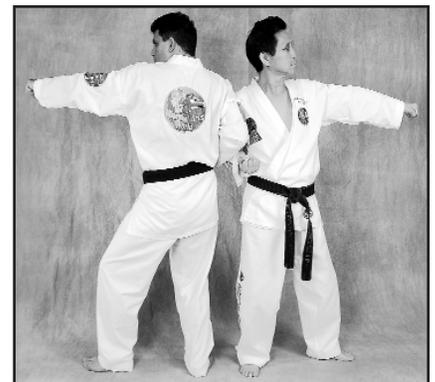
12.B. Then left straight punch, all toward E.



12. A. (Chamber)

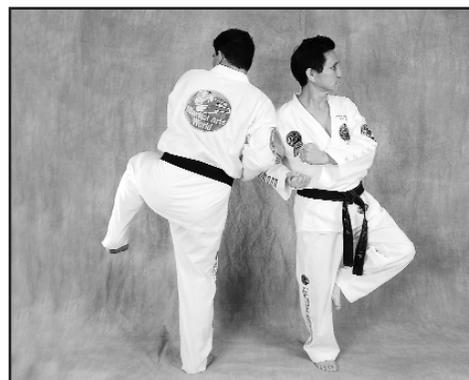


12.A. Pull, Upper Cut



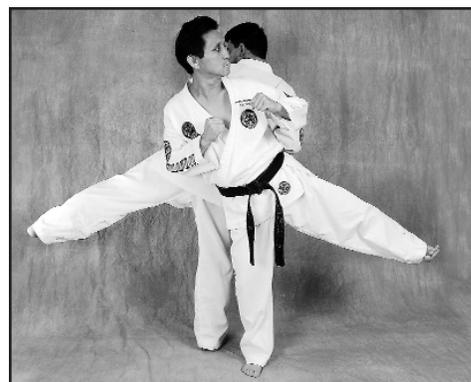
12.B. Straight Punch

12.C. Lift left leg up into a crane stance, with your hands in cup and saucer position on your right hip;



12.C. Crane Stance

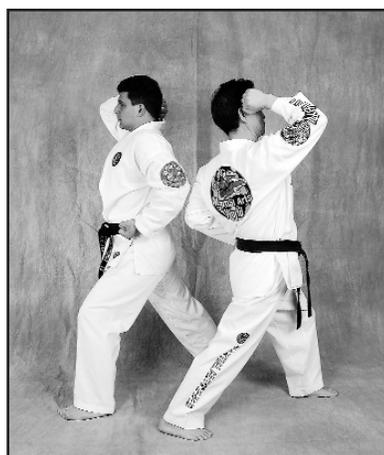
12.D. Left side kick low,



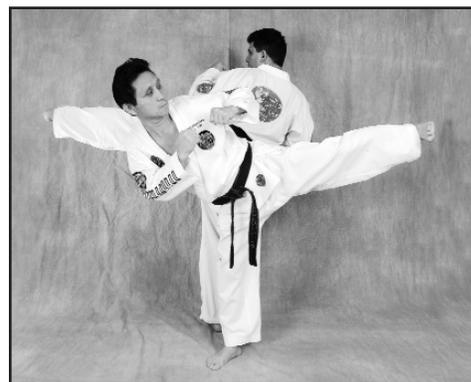
12.D. Side Kick Low

12.E. Then left side kick middle,

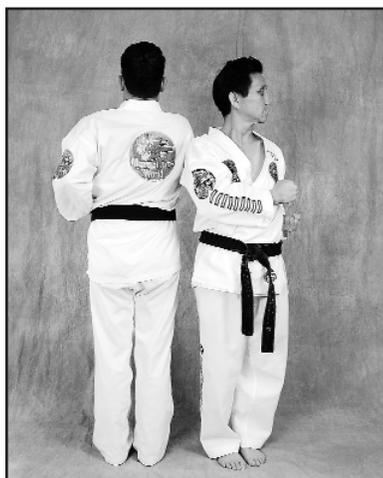
12.F. Landing in a left front stance facing E as you execute an right elbow strike up.



12.F. Elbow Up

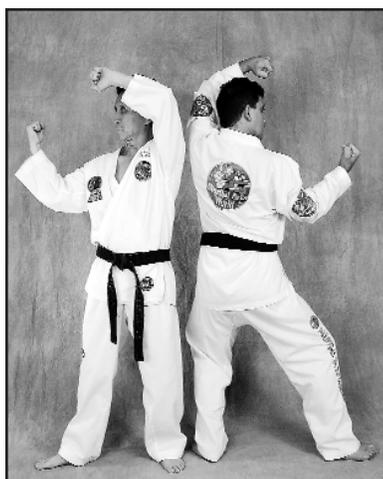


12.E. Side Kick Middle



13. (Chamber)

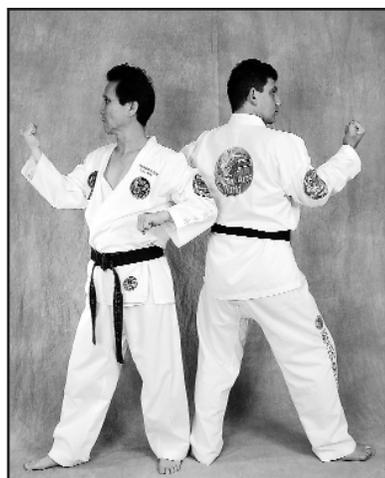
13.A. Look over your right shoulder and step your left foot to your right as you turn 180 degrees to the right into a left back stance facing F as you execute a right diamond outside block (left high block and right outside block, palm up),



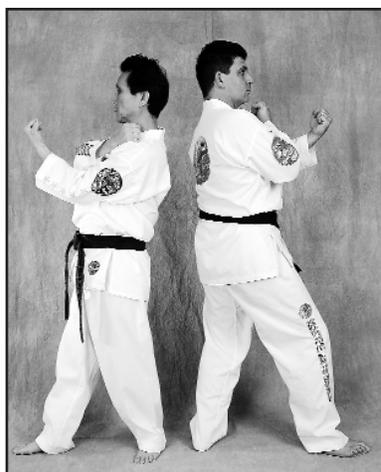
13. Diamond Outside Block

14.A. Followed by a left upper cut as you pull your right fist against your left shoulder,

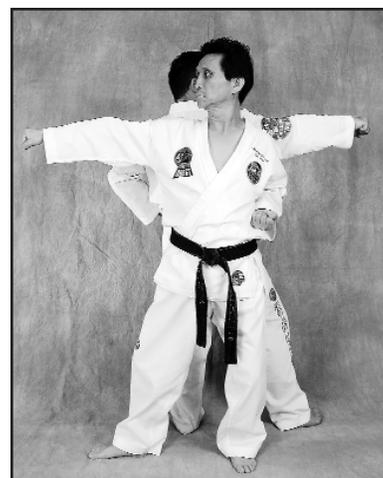
14.B. Then right straight punch, all toward F.



14. A. (Chamber)



14.A. Pull, Upper Cut



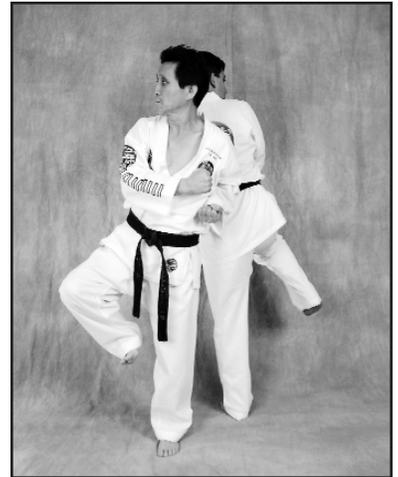
14.B. Straight Punch

14.C. Lift right leg up into a crane stance, with your hands in cup and saucer position on your left hip;

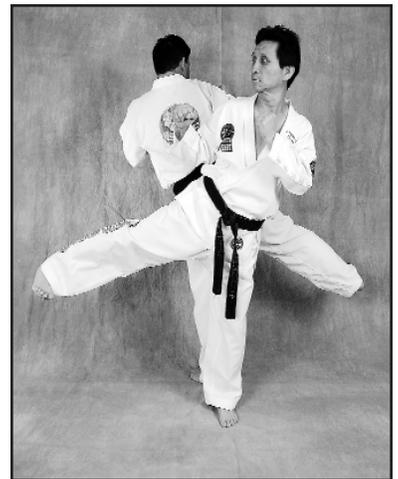
14.D. Right side kick low,

14.E. Then right side kick middle,

14.F. Landing in a right front stance facing F as you execute a left elbow strike up.



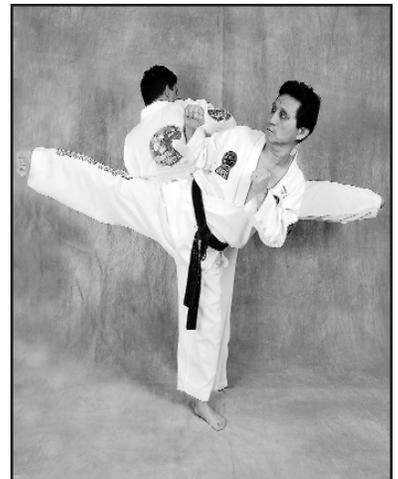
14.C. Crane Stance



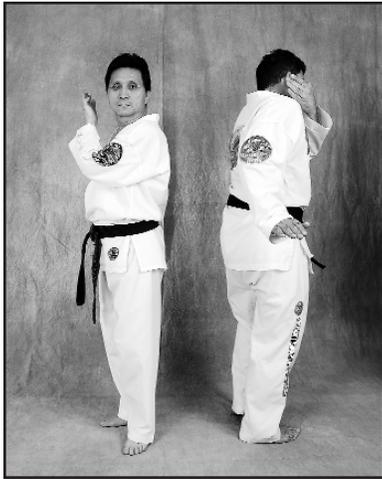
14.D. Side Kick Low



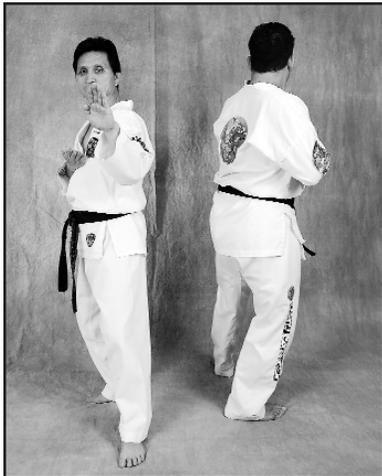
14.F. Elbow Up



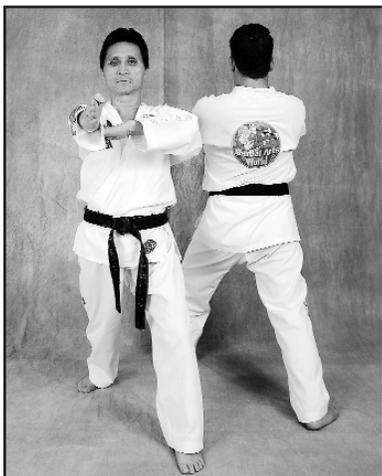
14.E. Side Kick Middle



15. A. Chamber



15.B. Double Knife-Hand



15.C. Assisted Reverse
Spear Finger

15.A. Look over your left shoulder and slide the right leg to the left as you turn 90 degrees to the left facing D,

15.B. Step out into a left back stance as you execute a double knife hand middle block;

15.C. Then shift your left foot forward and left into a left front stance as you execute an assisted right reverse middle spear finger strike.

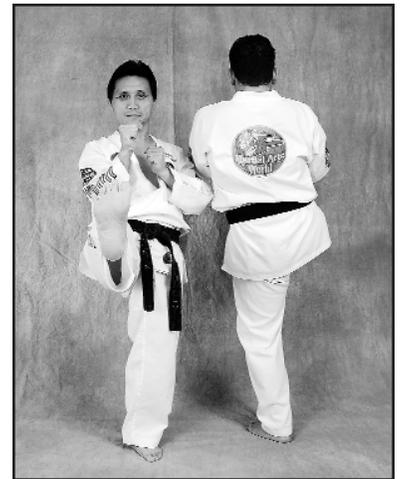
16. A. Right front kick,

16.B. Landing forward in a right front stance as you execute a right hand back fist,

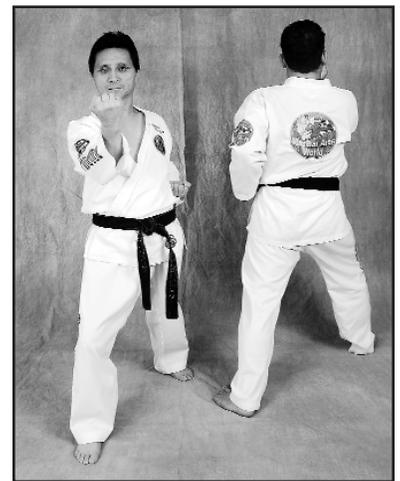
16.C. Then left inside middle block;

16.D. Pivot on the ball of the right foot turning 180 degrees to the left, landing in a *jhoon-bi* riding stance facing A as you execute a double elbow strike back; *ki-hap!*

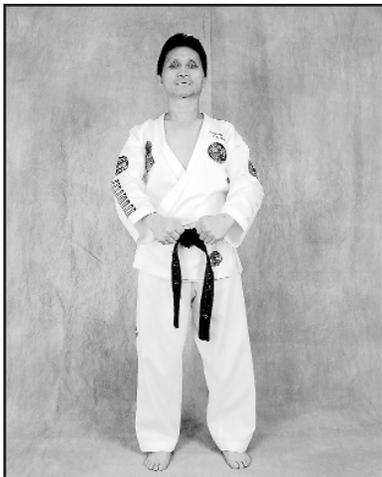
Ba-rote. (Step left leg right into *jhoon-bi* stance.)



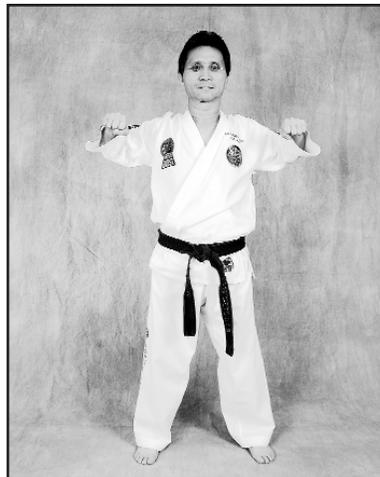
16.A. Front Kick



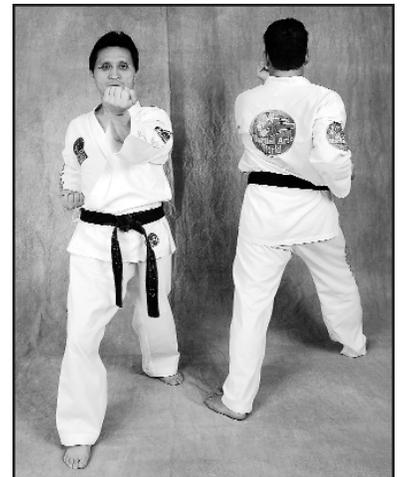
16.B. Backfist



Ba-rote



16.D. Double Elbow Strike



16.C. Inside Middle Block

Red Belt Breaking Technique:

At the PYUNG-HWA level, you will be performing combination breaks. The Red Belt breaking technique is a combination of a punch and a jumping side kick, to show balance between upper body and lower body development.

Speed Punch

This technique is a speed break. When you hold the board yourself without top and bottom support, your striking hand must literally break the board before it can move.

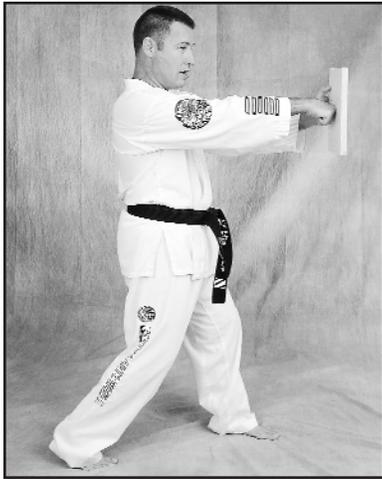
A. From a left fighting stance, lightly hold the board with your left hand on the side; extend your left arm and measure the target distance taking a slow practice punch at the target;

B. Pull your right hand back by twisting your hips;

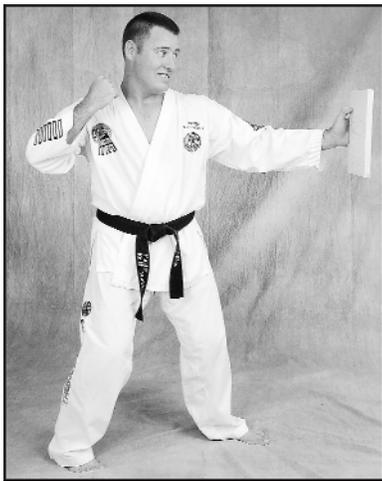
C. As fast a possible, strike the center of the board with the first two knuckles, continuing your motion through the board.

Note:

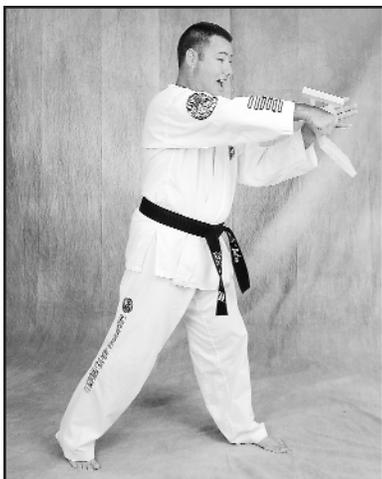
Punch slightly downward to send the pieces of the board to the floor for the safety of others.



Speed Punch A.



Speed Punch B.



Speed Punch C.

Attention, Jumping Side Kick

A. Stand at attention. Adjust the board to the proper height -- ideally, your fingers tips should touch the center of the board when you extend your right arm directly to the side of your shoulder.

B. Bend both knees and slightly lower your weight;

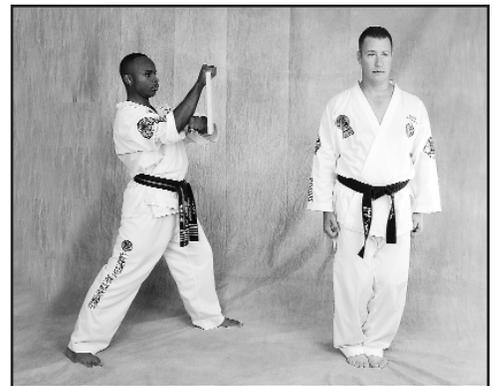
C. Jump as you look to the right to find the target, raising your kicking knee up, ankle bent;

D. When your body is almost at the peak of your jump, extend your side kick directly to the right side (be sure to strike with the heel);

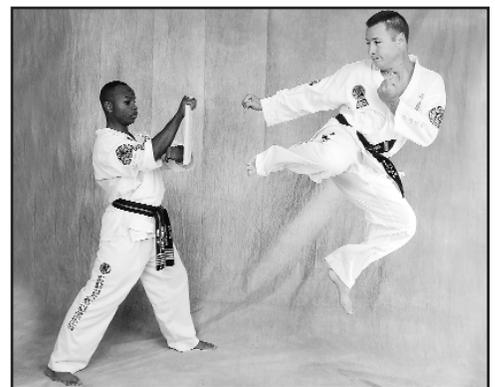
E. Land softly in an attention stance.



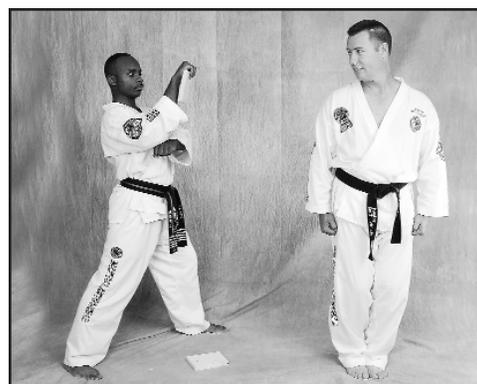
Attention, Jumping Side Kick A.



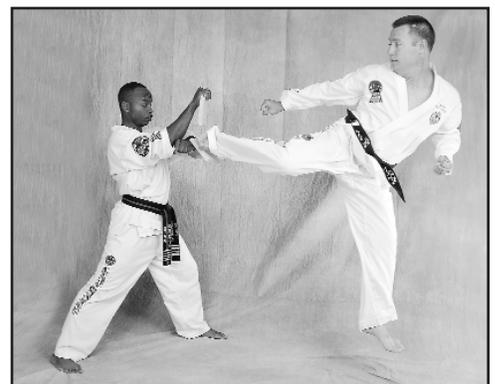
Attention, Jumping Side Kick B.



Attention, Jumping Side Kick C.



Attention, Jumping Side Kick E.



Attention, Jumping Side Kick D.

PYUNG-HWA Self-Defense

In PYUNG-HWA Self-Defense, we begin in grappling position, where each partner has a good hold on the other partner, and we must change equilibrium to advantage. All of the PYUNG-HWA Self-Defense techniques end in a submission hold, where the partner submits rather than risking serious injury.

Continue to practice your Break Falls and PYUNG-HWA Self-Defense 1 - 10 as described in the Brown Belt, Red Stripe section, including Slow Motion, Exhibition, and Counter Attack Styles. Learning the motions is not enough. At the red belt level, you must practice your control, so that you know by feel exactly when you are not hurting your partner, and exactly where the pain begins for him. The more sensitivity you develop, the more effective your techniques will become.

Kicking Combinations

Now that you have gained some skill with your intermediate techniques, it is time to start combining intermediate techniques into combinations. At the red belt level we have some specific kicking combinations that combine the most exciting and most difficult intermediate techniques. This combination will challenge your technique, your balance, and above all, your cardio-vascular conditioning.

The following are the Red Belt Combinations for your test:

Jumping Back Side Kick, Jumping Back Swing Kick, Jumping Back Hook Kick.

For descriptions of each of the individual techniques, look at the basics section of your JA-YUN Curriculum Manual

Sparring

Sparring is the practical application of the Martial Arts. In sparring, we have the chance to put together all that we have learned in a very challenging situation -- someone is trying to punch and kick us. We have to judge distance, attack, block, and counter-attack on balance, with speed, timing, accuracy, and above all, control. If we make a mistake, we get hit.

Sparring by its very nature is competitive, pitting one athlete against the other, to determine who will be the winner. Sparring teaches us to succeed under pressure. It teaches us that life is not always a bowl of cherries, but that if we are strong and determined, we can overcome the challenges it places before us.

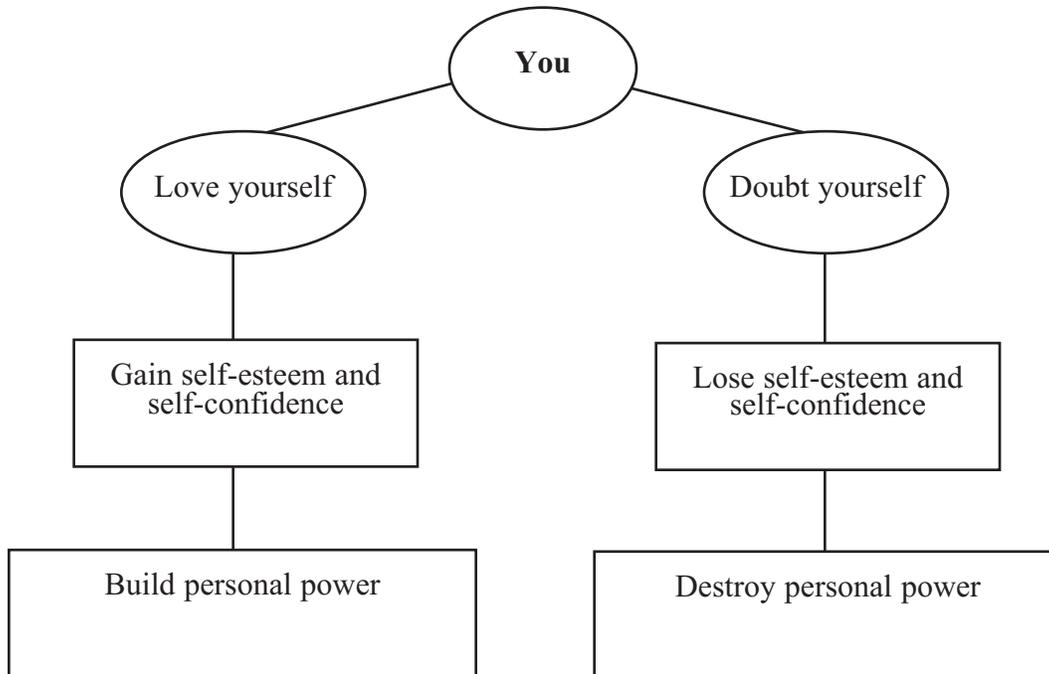
On the red belt level we will continue to practice sparring, but we must remember that there are many different styles of sparring, and many different areas to develop this skill. Some styles teach competitive spirit, while others teach cooperation over competition. Throughout the remainder of your study of the martial arts, you will encounter many different styles of sparring, and continue to learn by experience what works and what doesn't work in different situations.

<p>Physical Fitness Sparring Styles develop a strong body.</p>	<p>Moral Fitness Styles of Sparring develop strong moral fiber and outstanding character.</p>
<p> 1. Aerobic Sparring 2. Alternate Sparring 3. Tournament Sparring 4. Practical Style Sparring 5. Exhibition Style Sparring 6. Target Sparring 7. Belt Sparring 8. Group Sparring </p>	<p> 15. Solitary Sparring 16. Motivational Sparring 17. Emotional Sparring 18. Spiritual Sparring </p>
<p>Mental Fitness Styles of Sparring develop a strong mind and a positive personality.</p>	<p>Financial Fitness Style Sparring develops peace of mind through financial freedom.</p>
<p> 9. Eye Contact Sparring 10. Smile Sparring 11. Enthusiasm Sparring 12. Limited Sparring 13. Set-up Sparring 14. Team Spirit Sparring </p>	<p>Life Fitness style of Sparring develops a happy life and personal leadership.</p>

**Philosophy
for
Red Belt**

**Love
Yourself
Unconditionally**

7. Love Yourself Unconditionally



The most dangerous thing in the world isn't a weapon; isn't disease; its self-doubt. Self-doubt is the most crippling feeling in the universe. When you are filled with self-doubt, your insecurities become so strong that you become a coward, afraid to do anything. This fear then turns into self-hatred, which makes you doubt, envy, and hate others as well. To prevent self-doubt from destroying you, you need to love yourself unconditionally.

The benefits of loving yourself unconditionally are priceless: you gain strong self-confidence, high self-esteem, and the ability not only to change yourself, but also to change the world. In fact, the most successful people in history were successful partly because they loved themselves. Those who failed, even after achieving great success, did so because they stopped loving themselves.

The greatest gift you can give to yourself is unconditional love because of its endless benefits. Without loving yourself, personal power would not exist. So embrace yourself and eradicate self-doubt.

Here are four ways to love yourself to build your self-esteem:

The Four Ways of Building Self-esteem

Build self-esteem to lead yourself

I. Love Yourself

To love yourself is to strengthen yourself.

II. Love your family

To love your family is to love yourself.

III. Love your job

To love your job is to energize yourself with passion.

IV. Love other people

To love people is to show love for yourself.

Love creates, love unites, love energizes, love inspires, love motivates; love generates self-esteem; love builds self-confidence; love strengthens body, mind, and spirit; love is a best medicine for health; love brings happiness; and love produces success.

---Y. K. Kim---

I. Love Yourself

"A Shoe Full of Holes."

There was once a young man named Lee who came from a very poor family. He was always reluctant to leave the house because of his shoes; they were riddled with holes. Having to wear these shoes squashed Lee's desire to change his life. He blamed his parents for being so poor.

One day, Lee was on a morning walk when he noticed lot of people gathering around a man that was talking. Lee was also drawn to the happy and well-spoken man. Lee tried to move in closer to get a better glimpse of this joyful speaker, but only saw his smiling face. When the man finally stopped talking, the group left. Once they left, Lee saw the speaker and was stunned; he had no legs beneath his knees.

"Here is this legless man who should feel devastated and miserable because he has no legs, yet he seems to be the happiest man on Earth," Lee thought.

Lee finally realized that all he did was complain about being poor and his tattered shoes. He was ashamed of his selfishness, but at the same time realized that the solution to his problems was not in new shoes, but learning to love himself for the way he was. By loving himself, Lee built his self-esteem and personal power, which forever changed his life.

*Love transcends fame,
wealth, hope or faith.*

Put yourself in Lee's shoes. Are you asking yourself why you aren't strong enough, why you aren't rich, aren't popular or beautiful, and/or why aren't you good enough? If you are asking yourself these kinds of questions, you are poisoning your mind with insecurity, transforming your self-esteem into the ugly monster of self-doubt.

The good news is anyone can have self-esteem and self-confidence if they want them, and it's easier than you think to attain them. By loving yourself unconditionally, you gain high self-esteem, which generates positive energy, makes you more productive, and you gain more respect and understanding for others.

How do you learn to love yourself? You do so by believing in yourself, caring about yourself, and being proud of yourself.

Believe in Yourself

First and foremost, you must believe you are the most important person in the world to yourself because once you do, your belief in yourself will become so strong that no mountain will be too high to climb, no wall too tough to bust through, no goal ever impossible to reach. You will become unstoppable. So please try the following exercise that will help you believe that you are the most important person in the world to yourself.

*Lay the book aside, stand up, and shout as loud as possible "I am the best in the world!" while thinking of your positive qualities. Do this, jumping up and down while pumping your arms in the air each time, for 10 times (if you are in an airplane or in an office, just say it quietly). If you feel silly while and after you have done this, that's ok but don't stop. Keep trying until you feel that you really are the best in the world to yourself. Once you have finished all your stress, tension, and self-doubt will go away, you'll feel great, that you are the best in the world, and that you are unstoppable.

The true meaning of the phrase "I am the best in the world" is that you strongly believe in yourself, and that you are competing within yourself, not competing with others, accepting that everyone has strengths and weaknesses, positive and negative qualities, good and bad characteristics. To say you are the best in the world is to also fight against your weak points and negative qualities until you believe you are strong, positive, and can do anything and everything. Most of all when you say you are the best in the world; you believe that you are the most important person to yourself in the world.

By acting with passion during this exercise, you begin feeling really good about yourself; that's where believing in yourself begins.

If you don't believe that you are the best person in the world, you can change what you believe and become the best person the world. You are what you believe. As long as you believe you are the best in your world, you compete within yourself to have strong self-confidence. Remember: belief in yourself is the first step towards loving yourself unconditionally.

Care for Yourself

When you care for yourself, you take responsibility for your body, mind, and life, meaning that you respect your appearance and yourself. Caring for yourself begins by showing appreciation for everything around you and enjoying life. By appreciating what you have, you demonstrate that you have strong self-confidence and good character.

However, it's important not to confuse self-care with vanity. When you're vain, you may take responsibility for your appearance but you don't consider how your conceited attitude affects others.

Self-care is a continual process. If you stop caring about yourself, you lose everything. Elvis Presley stopped caring for himself once he fell into a lifestyle of excess, indulging in food and drugs. Because of that, Elvis lost his wealth, fame, all of his achievements, dignity, and his life.

By caring for yourself, your high self-esteem shines to the world as you build your personal power. Strengthen yourself by caring for yourself.

Be Proud of Yourself

There's a difference between being proud of yourself and being arrogant. Arrogant people are arrogant because they have no self-confidence, thus putting on a show of false confidence as they try to fool everyone into thinking that they are really confident. Being proud of yourself shows you are honest and responsible, demonstrating that you are someone with integrity and ability. Having all these things means you have self-confidence.

Pride in yourself, not arrogance, is a positive attribute. Live and enjoy every day with passion and unbridled enthusiasm to make yourself proud. As long as you are proud of yourself, you will have personal power.

When you take pride in yourself, you will achieve self-satisfaction. To be proud of yourself is to love yourself.

These are two quick tips on learning how to love yourself:

* Think about your best qualities and begin your day by looking in the mirror and saying to yourself, 'I love myself,' with a smile between 10 to 30 times. Then, replace the phrases with 'I like me' with a smile; and 'I am the best in the world!' with a smile--all at least 10 to 30 times a day. If you stand in front of a mirror while doing these exercises, you will see and feel the fantastic results! Make your life fun, exciting and meaningful.

* Write down seven of your best qualities, your strong points, positive qualities, or good characteristics. Doing so will help you to naturally love yourself as your sub-conscience will motivate, energize, and encourage you to continue loving yourself.

These are mine

1. Leadership ability
2. Intelligence
3. Communication skills
4. People skills
5. Intuition
6. Passion
7. Physical, mental, and moral fitness

What are yours?

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

Now that you know how to love yourself, you can learn the next way to build self-esteem, loving your family.

II. Love Your Family

Loving your family is key to the development of high self-esteem because loving your family teaches you the importance of open communication in building understanding, establishing reciprocal care, encouragement, and support.

Some people hate their family because of their family's faults or horrible actions, some of which include alcoholism, drug addiction, violence, and abandonment. You have no reason to like or support what your family has done wrong, but you should never hate them. Your hatred for your family could act as a poison, slowly eating away at you or as a time bomb, ready to explode in rage at any moment. We all make mistakes.

Love your family because they are your family, not for what they do or have done. Remember the power of forgiveness. You love your family, but you don't always love their choices in life. Always forgive their wrongs.

*One of the keys to inner
peace is family happiness.*

By accepting and loving your family for who they are, you motivate positive change within yourself and develop more trust and goodwill for your family at the same time. Don't forget that to love your family is to love yourself.

*Now write down the three best things about your family. Remember: no one is perfect. Forgive the wrongs and focus on everything that is good and right about your family. You will only love your family more by doing so.

These are mine

1. My family cares for and loves each other.
2. My family understands and respects each other.
3. My family supports each other.

What are yours?

1. _____
2. _____
3. _____

Now that you know how to love your family, you need to learn to love your job.

III. Love Your Job

While I lived in New York in 1977, I had a job cleaning stores, and that included cleaning their bathrooms. At first I hated cleaning bathrooms, but I eventually realized complaining about it wouldn't help make me or the job go any faster or feel any better. Instead, I started inventing ways to clean them faster, easier, and with better results, as I put these new ideas into action. I had no time to think negatively, work was much easier, and I finished earlier because of my new attitude towards my job. The quality of my work improved, too, because when I finished, the bathrooms looked immaculate, which made me look and feel good. I kept up a superb work ethic until I finally was able to do what I love, teach the Martial Arts full time. I learned something very valuable from these experiences; to love my job is to love myself.

We have the power to choose to love what we do and with this power, change our lives. Yet at the same time, some may feel change is impractical. Some feel trapped in their jobs, unable to leave because of financial constraints, a lack of education, or

because of a limited job market. They feel that choice is not an option. Because of these things they constantly ask, "How can I love my job?" The answer is a simple one: You can choose. You can choose to love your job because that choice is always there.

*How much passion you give your job is
how much fun your job gives back.*

Did you know most of us spend one third of our lives working eight or more hours per day, five days a week and at least a third of our day is spent at work? If work isn't enjoyable, you lose valuable time forever. When you love your job, you work with passion, making yourself productive and valuable. Work doesn't feel like work; it feels like fun. Those who love their jobs exceed their potential and accomplish all of their objectives. Those who work solely out of obligation are typically mediocre in their productivity. Those who hate their jobs will be counterproductive. Therefore, the need to love your job is critical to success and happiness.

Anyone can love his or her job, but it's the commitment you show that makes a profound difference in your long-term potential as

an employee or as an employer. Learning how to love your job is just as important as choosing to love it. **First**, find the job that you like. If you're in the right job, it's easy to develop passion for what you do. **Second**, set specific goals at your job and become a self-starter.

With these two things in mind, choose to love your job with unbridled passion, or find one that you can learn to love. If you're unable to find a new job now, learn how to love your current position; it will make the waiting bearable. Once you've found the right job, make a continued effort to improve your job skills. Learn about all of your respective industry's latest technology and trends to better yourself. By loving your job, you build high self-esteem and generate personal power. To love your job is to love yourself.

* Write down three of the best things about your job. Remember no job is perfect so focus on everything that is good and right about your job. You will only love your job more by doing so.

These are mine

- 1. I'm able to improve myself and help improve others.
- 2. I feel like I work with a second family.
- 3. My job is bigger than my life.

What are yours?

- 1. _____
- 2. _____
- 3. _____

The final way to build self-esteem is to love other people.

IV. Love Other People

When you love other people, you reflect your high self-esteem and self-confidence, and help to make your present and future very, very bright. However, if you don't love others, your present and future will be bleak because not loving other people makes it impossible to get dates, keep a family together, succeed at a job or as a business owner, or join social groups; you actually limit yourself.

For example, think of American politics. You've got right-wing Republican extremists who hate Democrats, and you've got left-wing Democrat extremists who hate Republicans. Because of their hatred and close-mindedness, neither side will ever achieve mainstream political success. In fact each side, left and right-wing, is not only hating the other side, but hating half of America, thus limiting themselves. You can disagree with or dislike the opinions of others, but you should never hate other people because that hatred only serves to hurt and limit you. Loving other people isn't just key to building your self-esteem, but essential to survival and success in the real world.

*Being a people person opens
many doors of opportunity.*

In fact, based on personal experience and studies, I found that 85% of our happiness comes from others, while the other 15% comes from within. The reason for these figures is that we have an instinctual need to make others feel happy and loved. When we make others feel happy and loved, we feel the same. For example, if you smile at someone, he or she will smile back.

The following examples illustrate the right and wrong attitudes we encounter in others and ourselves.

Wealth

Wrong-I'm rich, so I only like rich people. I'm poor, so I hate rich people.

Right-I like people regardless whether they are wealthy or not.

Ethnic groups

Wrong-I'm white, so I think I'm better than other races. I'm black, so I don't like other ethnicities. I am Asian, so I only like Asians.

Right-I like to meet, talk, and befriend people of different ethnic groups because I love people.

Religion

Wrong-I believe in only my religion because all the other ones are wrong.

Right-I am devoted to my religion, but I respect all other religions because I love people.

Education

Wrong-I have a Ph.D., so I am prestigious, and I ignore uneducated people. I am uneducated, and I hate educated people.

Right-Even though I may be more or less educated than other people, I still respect them regardless of their education.

Organization

Wrong-I am Republican, so I don't like Democrats. I am a Democrat, so I only like Democrats.

Right-I may disagree with their opinions, but I like Democrats and Republicans regardless because I love people.

In order to love other people, eliminate negative thoughts, talk, and actions by changing them into positive thoughts, talk, and actions.

The ability to love others is powerful, but it wouldn't be possible if you didn't fight within yourself. By fighting within yourself, you learn to love yourself, your family, your job, and others. By being a people person, people will love you, and you will have personal power. What goes around, comes around.

Maximize your life!

Review of "Love Yourself Unconditionally"

What is the best gift you can give to yourself and why?

What are the four ways to build your self-esteem?

How do you learn to love yourself?

What do you gain by believing in yourself?

Why is it so important that you care for yourself?

What is the difference between being proud of yourself and being arrogant?

What do you think is the best thing about yourself?

If your family hurts you, should you still love them? Please explain your answer.

Why should you love your family?

What is the best thing about your family?

Do you love or hate your job? If you love your job, please explain why.

What benefits do you get by feeling passionate about your job?

What do you like the most about your job?

What do you gain from loving others?

How does loving others help you to succeed in life?

How do you make other people love you?

Summary

The Seven Steps to Building Personal Power

Become the person you've always wanted to be.

1. Discover Yourself

Unleash your potential power by discovering the real you.

2. Build Physical Fitness

Eat and drink wisely, exercise daily, recharge your energy and think positively to become physically fit.

3. Build Mental Fitness

Build mental muscle by exercising your mind with education and positive thinking.

4. Build Moral Fitness

Discipline your personal freedom, discipline your instincts and follow principles.

5. Manage Your Time & Money Productively

Manage your time and money to enjoy life. Don't let time and money control you.

6. Create a Positive Self-Image

Create personal power by developing a positive internal and external self-image.

7. Love Yourself Unconditionally

Loving yourself unconditionally creates self-esteem, allowing you to love your family, your job, and other people, giving you internal strength.

Excerpted from *Winning is a Choice* by Grandmaster Y. K. Kim, © 2004
by Y. K. Kim Productions, Inc.

Notes:

Personal Power

Written By: Y. K. Kim

Music By: Frank Starchak

B E A E B

You're the on ly one who has the key to be - come the per - son that you want to be

E A E B

5

un - lock your po - ten - tial turn the key walk through the door and set it free walk

A E B E

9

through the door and set it free one thing that I can guar - an - tee

A E B E

13

and I'm sure that you won't dis - a - gree that on - ly faith in what you can be can re -

A E B A E B

17

lease a pow - er like T. N. T. you can re - lease a pow - er like T. N. T.

A E B A E B

21

re - lease a pow - er like T. N. T. per - son - al pow - er is what you need

A E B A E G A

25

per - son - al pow - er is what you need per - son - al pow - er per - son - al pow - er

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Martial Arts Courtesy Questions

Is competition good or bad?

Competition is good when it motivates us to train harder. Competition is bad when we compete with others wrongfully.

What is the difference between temporary motivation and lasting motivation?

Temporary motivation is based on feelings, lasting motivation comes from positive goals.

How can you be a winner every time?

When I compete within myself or compete with others rightfully, I can win every time.

Red Belt, Black Stripe (1st Keup)

Testing Requirements

Martial arts training provides a model for an automatic goal setting system through our belt achievement curriculum. The purpose of testing is to test yourself, measure your progress, improve your technique, and build self-confidence.

Red Belt, Black Stripe Pre-Test Requirements

In order to test for your Red Belt, Black Stripe, you must earn three tips through pre-tests.

Red Belt, white tip: Breaking Technique + Kicking Technique + Courtesy

Red Belt, yellow tip: Poom se + Stances + Philosophy (Love Yourself Unconditionally)

Red Belt, green tip Self-Defense 1-15 + Sparring + Questions

Testing Requirements

1. Earn your three tips by pre-testing during class.
2. Fill out and turn in a completed Test Application (ask your instructor for one).
3. Invite at least five family members and friends to witness your test using the special invitation tickets available from the staff (ask your instructor for tickets).
4. Prepare your self well by practicing your technique and studying your curriculum guide.

Children:

Children are required to fill in the Citizenship Award Sheet and turn it in with their test application.

Children are also required to bring their latest report card and turn it in with their test application.

You will have an exciting, meaningful, and beneficial experience at your test.

Notes:

Red Belt, Black Stripe Curriculum

Congratulations!

On your achievement and welcome to the Red Belt, Black Stripe Team. As you complete your studies in the PYUNG-HWA curriculum, you must redouble your efforts to perfect all that you have learned so that you will be ready to move on to test for your Deputy Black Belt.

Red Belt, Black Stripe is a very important level. For your breaking technique you will learn to perform a combination kick where you break two boards with two kicks. It is important that you learn how to combine basics into combinations, and that the process shows you that your basics may not have been as good as you thought they were before you tried to combine them at this level.

Many people want to learn advanced jumping techniques and combinations, but they neglect to perfect their basics, which are the foundation of advanced techniques. When you discover the slight imperfections in your basics, you must focus on improving them in order to improve your advanced techniques.

Of course, the same principle is true in school, in business, and in relationships -- you must first learn to walk, then run, before you can fly. If you try to fly too early, you will only crash and burn. Follow the proper progression in developing any skill, whether it is a jumping back side kick, or how to replace a timing belt. When you build upon a solid foundation of basics, you will soon be able to soar with the eagles.

What is a Red Belt, Black Stripe?

Black is the combination of all colors. It symbolizes the complete knowledge of all the other color belts together. The Red Belt, Black Stripe is the first taste of Black Belt you have encountered. The Red Belt reminds you that you are still in a fiery time in your development, but the Black Stripe shows you how close you are getting to your goal of Black Belt.

Red is the color of the sun, and the red belt reminds you of this incredibly powerful source of universal energy. At the Red Belt, Black Stripe level, continue your search for universal energy, but realize that PYUNG-HWA means “Peace”, and the ultimate peace is found in the void, the stillness beyond all activity, which is symbolized by the color black. In all your activity and effort, be mindful that you can also advance during inactivity. The Red belt, Black Stripe is a reminder to balance your physical training with meditation.

Notes:

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Courtesy

Dealing with Criticism

How We Learn

From the day we are born, we begin learning. Our eyes see, our ears hear, we touch, taste, and smell. We look for patterns, and begin to get ideas on how the world works. We learn to act and react to things that happen so that we can seek pleasure and avoid pain.

Pain is a powerful teacher. When we see the coils on a stove glowing red, and we touch it, we get burned. We learn not to touch glowing red coils again. In most cases, our parents warned us not to touch the stove, but many of us touched it anyway. It seems to be natural that we want to experience life for ourselves, and not take someone else's word for it. However, after getting burned a few times, we learn that certain people, like our parents and our teachers, warn us in order to save us from pain.

As we grow, there are so many lessons to learn. We not only learn that the stove can be hot, but how to control the heat by turning the knobs. We may learn how to cook, and we may even learn how to cook gourmet meals. One of the joys of life is that there is always something new to learn.

We can learn two ways: 1) by trial and error (but error usually leads to getting burned), and 2) from others' experience, by asking for help or instruction. That instruction usually includes telling us what to do and what NOT to do.

For example, when you wanted to learn the martial arts, you came to Martial Arts World seeking a great teacher who could teach you the martial arts. Your instructor has taught you many things by showing and telling you what to do, and what not to do. Usually, your instructor will tell you what you are doing right and what you are doing wrong. This process is called criticism.

Most people think criticism is only negative -- telling what is wrong. True criticism (which comes from the Greek word meaning to judge) looks at both the positive and the negative, so it tells what is right and what is wrong.

Without criticism, you could never improve. You would never know what you are doing right and what you are doing wrong, so you would not know what to change. The problem is that most people like to hear what they are doing right, and don't like to hear what they are doing wrong. We seek pleasure and avoid pain, even if the pain is just an ego bruise.

As a martial artist, you must strive to be better than most people, and more importantly, better than yourself by being better today than you were yesterday. In order to improve, you have to endure the pain of criticism. You know that it hurts to sweat and exercise, but as a result of the pain, you get stronger and you improve your technique. The same thing is true of emotional exercise: it hurts to be criticized, but as a result you get emotionally stronger and you become a better person. If you want to improve, you should welcome criticism, not avoid it.

Constructive vs. Destructive Criticism

Criticism, as we said earlier, can be positive or negative. Constructive criticism tries to build up. Destructive criticism tries to tear down. For example, if your instructor said, “Your front kick is terrible! I am ashamed to say that you are my student!” it would be destructive criticism. The words are negative, and they offer no information about specifically what is bad, so there is no direction for improvement. The purpose of the criticism seems to be tearing down the student.

On the other hand, if your instructor said, “I can see you’re trying really hard. If you would bend your knee a little more as you chamber your kick, you’ll be able to kick faster and have more power!” it would be constructive criticism. The words start out positive, then offer specific information on how to improve, and the benefit of following the directions. The purpose of the criticism seems to be to improve the technique, and therefore build up the student.

How to Handle Constructive Criticism

As we said earlier, without criticism, you could never improve. When someone offers you constructive criticism, he is trying to help you achieve your goals. The proper response would be, “Thank you, Sir!” or, “Thank you, Ma’am!”

When your instructor or any higher ranking student offers you constructive criticism, always express your appreciation by saying, “Thank you, Sir!” When you say, “Thank you,” you encourage that person to offer you more help in the future, so that you can learn more and more. If you do not say, “Thank you,” then you show that you do not want that person’s help, and encourage him to ignore you in the future.

The same etiquette is important outside of the *do jang*. When a teacher, coach, parent, or friend offers constructive criticism, be sure to thank the person, so he or she will continue to teach and help you. If you get defensive, upset, or worse yet, say something mean back to the person trying to help you, you will cut off future help by this valuable ally.

How to Handle Destructive Criticism

Try not to handle destructive criticism with more destructive criticism. If someone says, “You’re ugly!” and you respond by saying, “So what? You’re fat!” you are just as guilty as he is of bad behavior. What will happen next? Either he will respond with another insult, and you will have helped start a fight, or he will shut up because you hurt his feelings. Either way, you have behaved badly.

When someone lashes out at you with destructive criticism, try to smile and be understanding. Usually, the person who offers destructive criticism is insecure, so this attempt to put you down is really an attempt to build himself up. Unfortunately, it doesn’t work. When he puts you down, he may fool himself into thinking he’s better than you, but deep down inside he realizes that what he did was wrong, and that knowledge destroys true self-esteem.

Always listen to ANY criticism, even destructive criticism, and consider if there is any truth to it. Perhaps you are doing something to make the other person feel insecure. Perhaps, even though this person is trying to hurt you, he is saying something that is true, and identifying an area where you need to improve. Perhaps he is just upset, and lashing out at the closest person. You must listen to the criticism, and decide what is true. Then smile, and try to help the other person feel better. You may even disarm some of his aggression by thanking him for helping you to improve. When you are alone, you may even laugh about the situation to help yourself feel better, and then forget about it.

The most important thing to remember about destructive criticism is not to believe it. If there is some truth behind the criticism, learn from it, but NEVER believe that you are a bad or worthless person. If you trust the person, accept their judgement about your actions, and try to improve your actions. NEVER accept anyone's judgement of you as a person. You may have done something bad, but you can make a decision right now never to do that again. You are not a bad person; you are a good person who made a mistake. You can change your behavior easily.

How to Give Constructive Criticism

If you want to become a leader, part of leadership is influencing others to improve themselves. In order to help them grow, you must criticize their behavior by telling what they did right and what they did wrong. Always be sure that any criticism you offer is constructive, not destructive.

A good rule of thumb to remember when trying to help others is the PIB rule.

The P stands for Positive.

The I stands for Identify.

The B stands for Benefit.

Start by saying something POSITIVE by about the person and their actions -- what the person is doing right. You may even point out several things the person is doing right before you IDENTIFY the area of improvement. Try to be as specific as possible, identify what the person is doing now, and what specific changes you believe would be a better way of doing it. Finish up with the BENEFITS of making these changes and taking your advice. The example of constructive criticism used above follows this PIB pattern.

Summary

Criticism is how we learn. Criticism is both positive and negative. The goal of constructive criticism is to build up. The goal of destructive criticism is to tear down.

When someone offers constructive criticism, always say, "Thank you." When someone offers negative criticism, always smile and try to understand why the person is acting that way, and then help them feel better. When you are alone, laugh about it to help yourself feel better, and then forget it.

When someone criticizes your behavior, try to improve it. When someone criticizes you as a person, do not accept it. Understand that they are judging on your behavior, and you can easily change your behavior.

When you offer constructive criticism in an honest attempt to help someone, remember to use the PIB method, beginning with Positive praise, then Identifying one area of improvement, and finishing with the Benefits of making this change.

Advanced Basics

Most of the Advanced Basics are the same techniques you learned in the MU-DO curriculum. Excellence in the martial arts is not so much a matter of how much you learn, but how well you do what you have learned. We will continue to practice basics and advanced basics throughout all levels of the curriculum. Even master instructors still practice their basics, trying to perfect them. At the PYUNG-HWA level, try to focus on the snap at the end of each technique. You still focus the power of your entire body into each technique, starting from the floor, through your stance, increasing power through the hips, and then focused into a very small area with the snap of the specific technique.

Stances

Open Stances

Closed Stances

Advanced Basics (Horse Riding Stance)

Double Low Block

Double Inside Block

Double High Block

Double Knife-hand Block to the Side

Double Knife-hand Strike to the Neck

Double Spear Finger Strike

Double Palm Strike

Stepping Kicks (Fighting Stance)

Stepping Leg Raise

Stepping Outside Swing Kick

Stepping Inside Swing Kick

Stepping Pick Ax Kick

Stepping Knee Kick

Stepping Pushing Kick

Stepping Front Kick

Stepping Roundhouse Kick

Stepping Side Kick

Turning Back Kicks (Fighting Stance)

Back Side Kick

Back Swing Kick

Back Moon Kick

Jumping Kicks (Fighting Stance)

Jumping Back Side Kick

Jumping Back Swing Kick

Jumping Back Hook Kick

Jumping Front Kick

Attention, Jumping Side Kick

Poom Se

Poom se is the art and beauty of the Martial Arts. It is a set combination of basic blocks and attacks performed in a specified pattern. The proper way to learn, teach, or practice *poom se* is to first know the name and meaning of the *poom se*, then learn the three components of each movement in this order:

- a) Direction
- b) Stance
- c) Technique of block or attack

Poom se PYUNG-HWA (Peace)

Poom se PYUNG-HWA means “peace.” The goal of martial arts training is peace: peace within yourself and peace in society. The ultimate sign of success in your life is peace of mind. World peace begins with individual inner peace. Inner peace is a sign of internal strength, which is personal power.

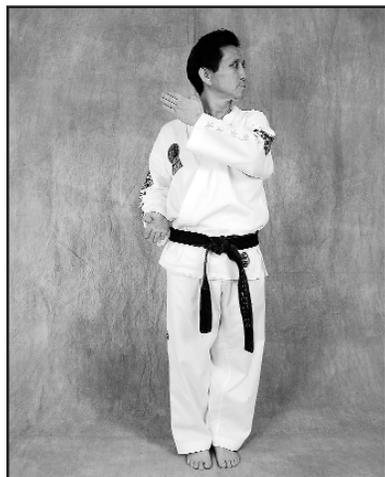
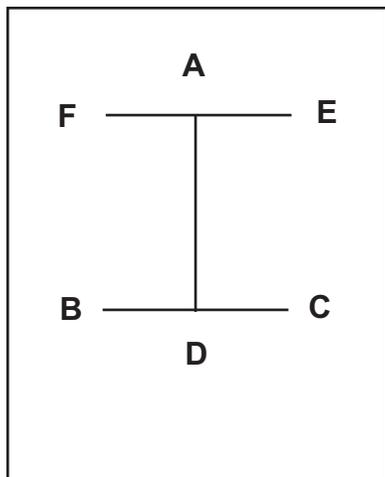
The shape of the form on the floor is comes from the symbol of "empty mind" or peace. An empty mind is a ego-less mind, one without selfish pride or greed. When we empty our minds of negative habits, we can have peace.

Red Belt, Black Stripe Level: 17 through 24

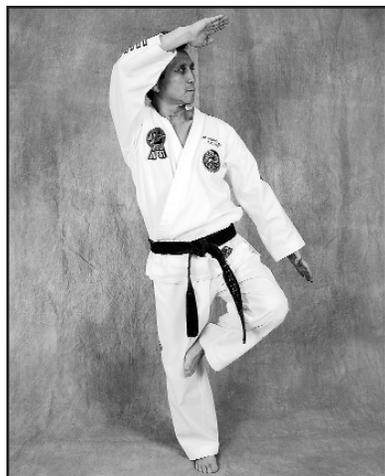
For PYUNG-HWA 1-8 See Page 58-68

For PYUNG-HWA 9-16 See Page 142-149

17.A. Look to the left and step the right foot to the left, then raise the left foot into a right single leg stance as you execute diamond knife-hand low block (right knife hand high block and left knife-hand low block);



17.A. (Chamber)



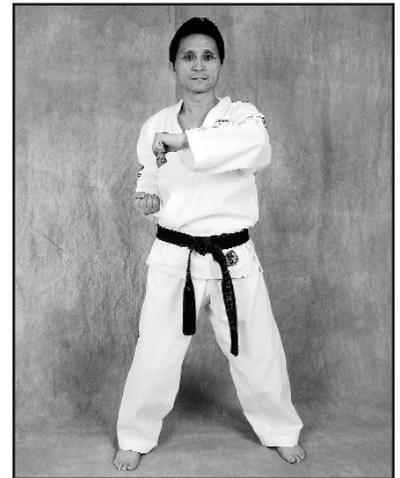
17.A. Block

17.B. Step left into a horse riding stance facing A as you execute a right elbow strike across,

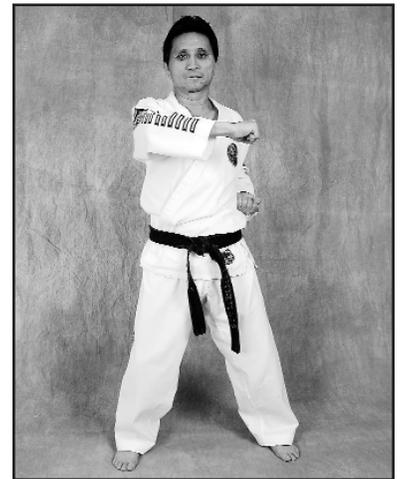
17.C. Followed by a left elbow strike across,

17.D. Then a right assisted upper cut,

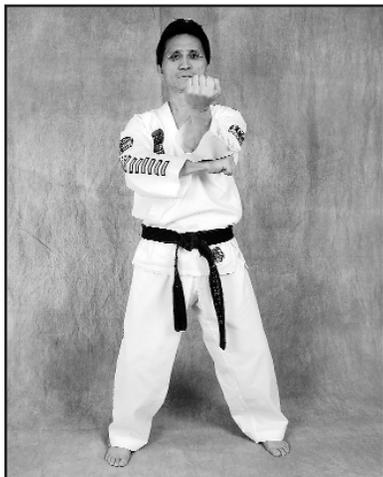
17.E. Followed by a left assisted upper cut.



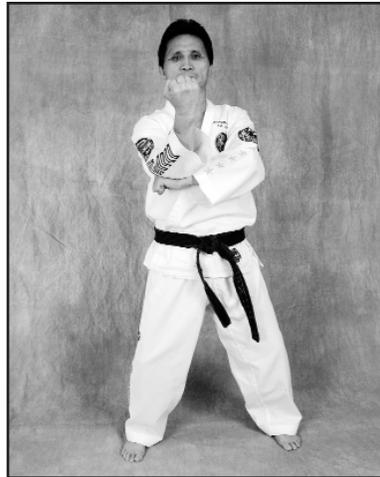
17.B. (Chamber)



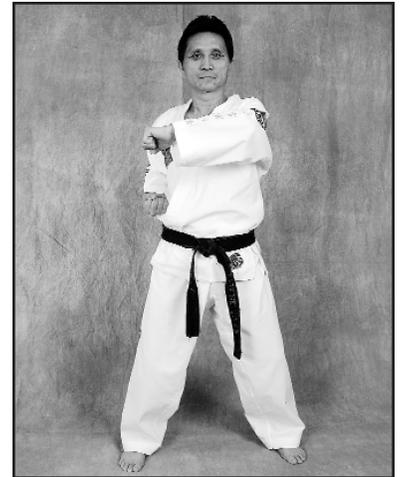
17.B. Right Elbow Strike



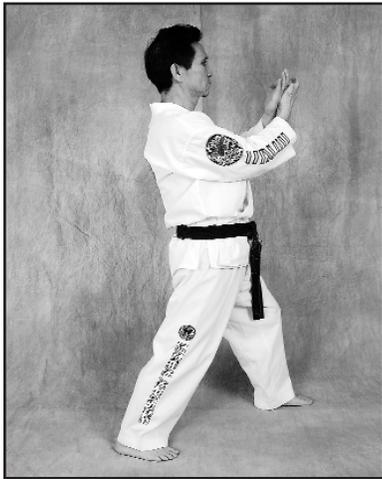
17.E. Left Assisted Upper Cut



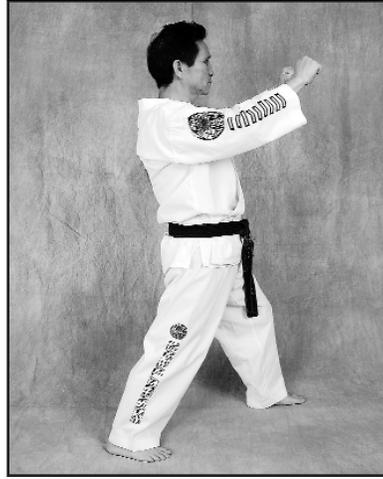
17.D. Right Assisted Upper Cut



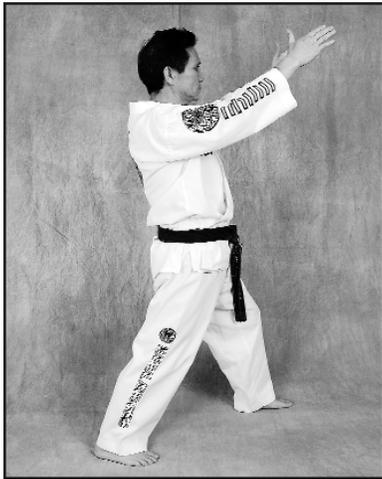
17.C. Left Elbow Strike



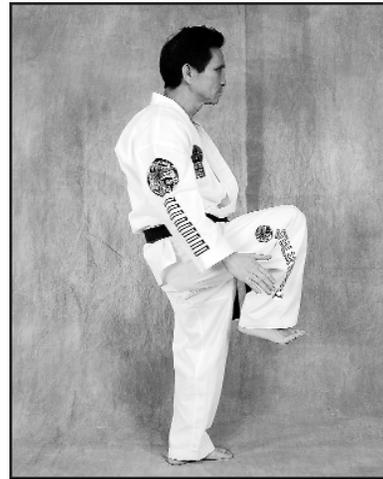
18.A. (Chamber)



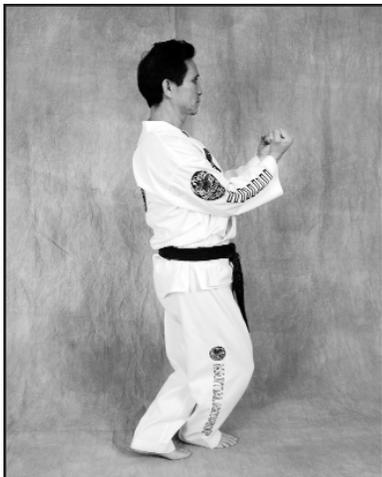
18. A. Spreading Block



18.B. Grab Head



18.B. Knee Kick



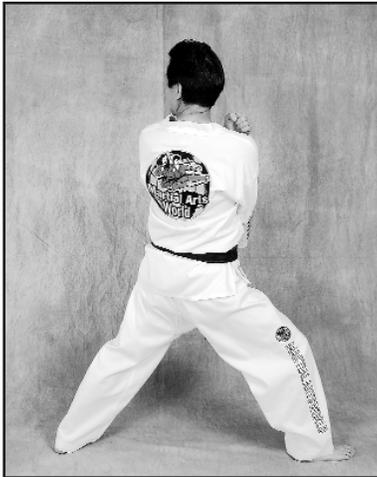
18.C. Double Upper Cut

18.A. Look left and turn 90 degrees to the left into a left front stance Facing B, as you execute a middle spreading block palms down;

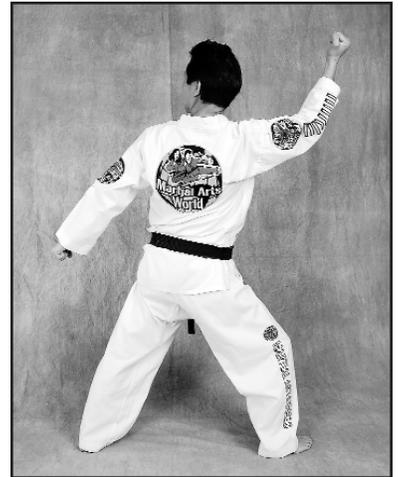
18.B. Open your hands as if grabbing the back of your partner's head and pull your palms to your knee as you right knee kick;

18.C. Step forward into a right X stance as you execute a double upper cut;

18.D. Look over your left shoulder and step your left foot toward C into a front stance facing B as you execute a right hand single mountain block;

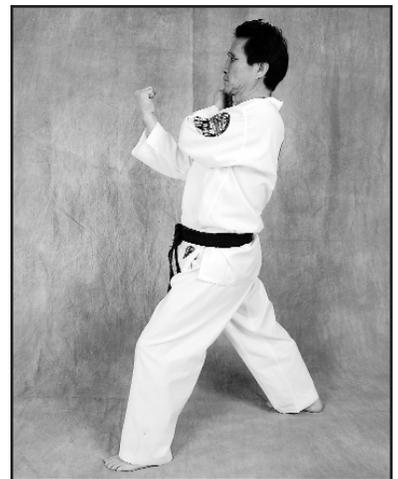


18.D. (Chamber)



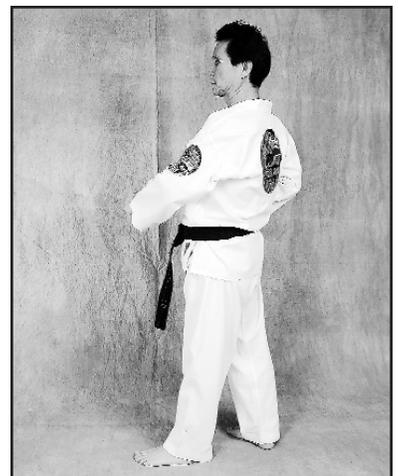
18.D. Single Mountain Block

18.E. Sep left foot to the left as you turn 180 degrees into a left front stance facing B as you execute a right upper cut as you pull your left fist to your right shoulder;

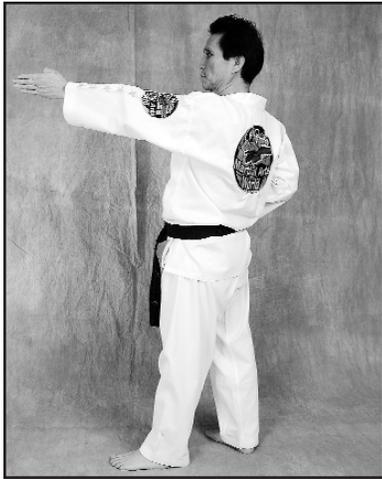


18. E. Pull Upper Cut

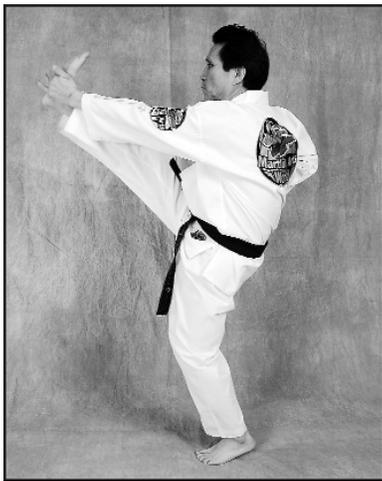
18.F. Then step back into a left walking stance as you execute a left low block.



18.F. Low Block



19.A. Extend Hand



19.B. Swing Kick

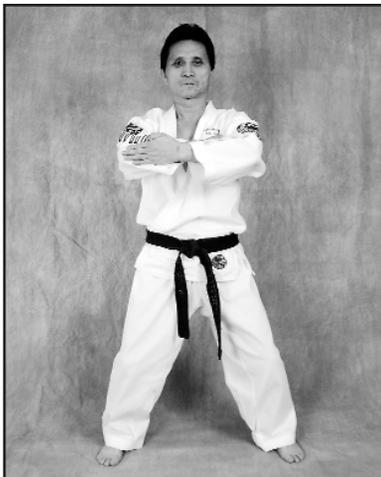
19.A. Extend left hand as a target toward B,

19.B. Execute a right leg inside swing kick to your palm,

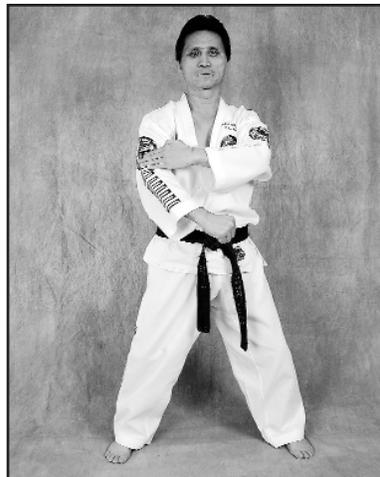
19.C. Landing in a horse riding stance facing A as you execute a right elbow strike to the same palm;

19.D. Right low block with your left palm supporting your right forearm,

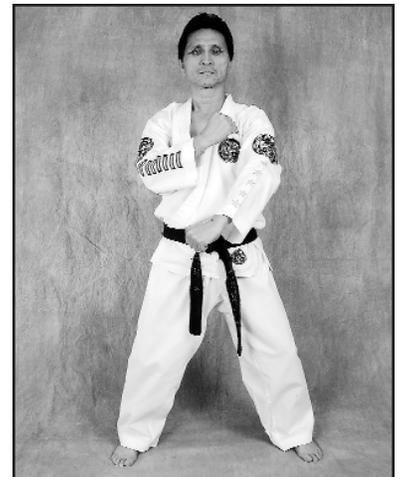
19.E. Left low block,



19.C. Elbow Strike



19.D. Right Low Block



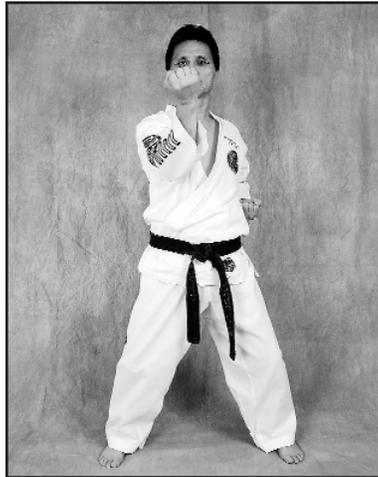
19.E. Left Low Block

19.F. Right inside block,

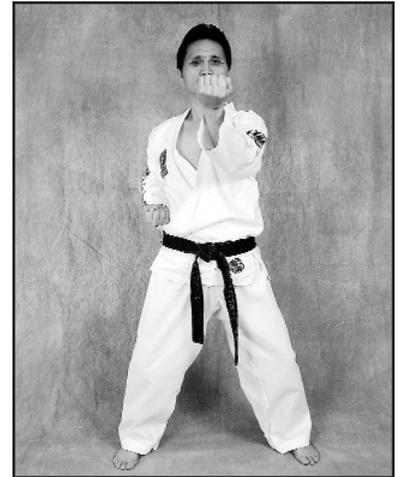
19.G. Left inside block,

19.H. Right high block,

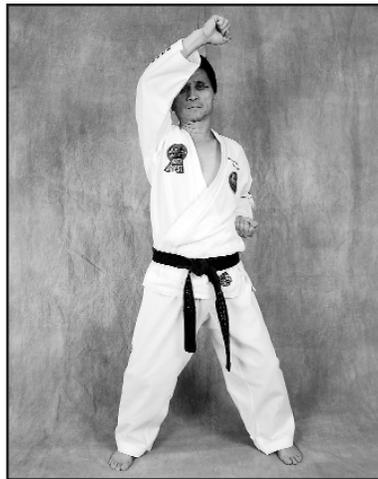
19.I. Left high block, in rapid succession.



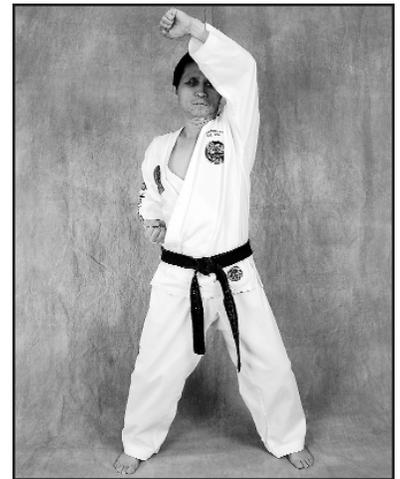
19.F. Right Inside block



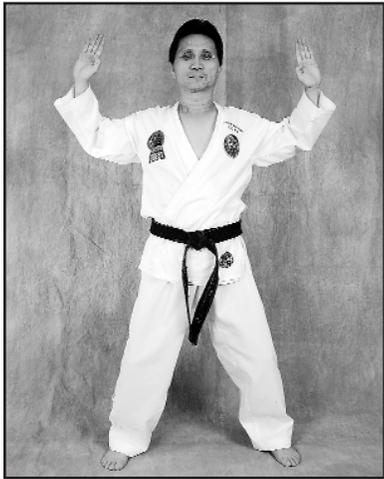
19.G. Left Inside Block



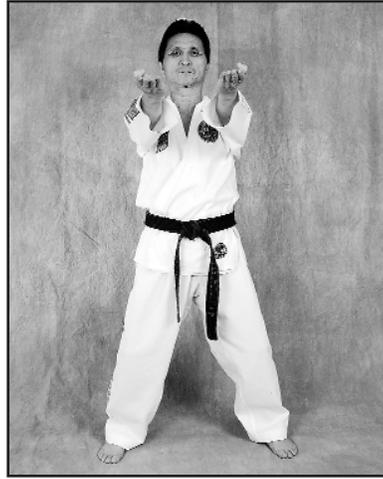
19.H. Right High Block



19.I. Left High Block

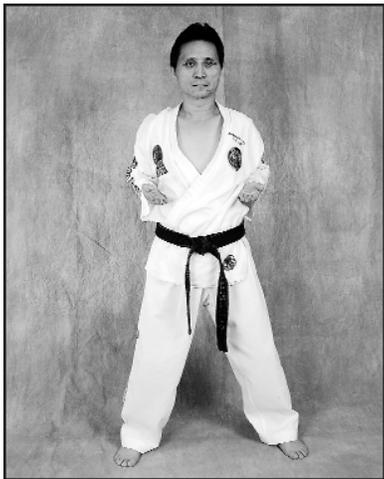


20.A. (Chamber)

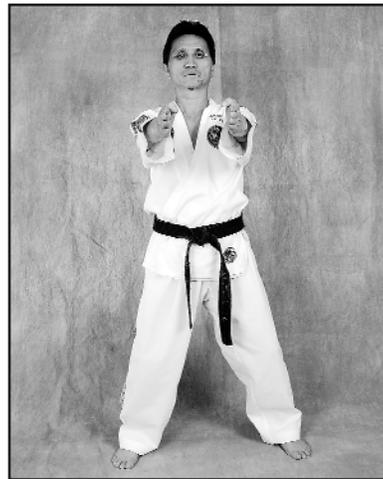


20.A. Double Knife-Hand Strikes

20.A. Double knife-hand strike the neck in a concentrated motion,



20 B. (Chamber)



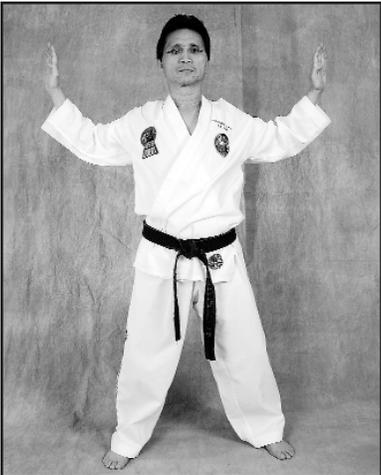
20 B. Double Spear Fingers

20.B. Double spear finger in a concentrated motion,

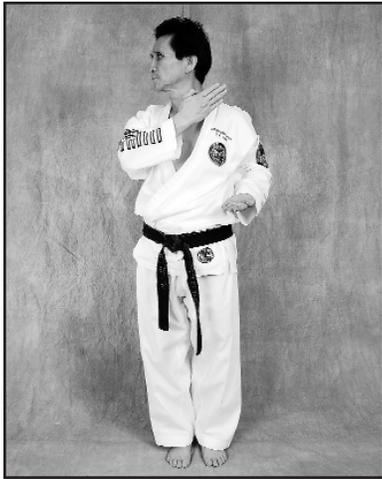
20.C. Double outside knife-hand blocks in a concentrated motion.



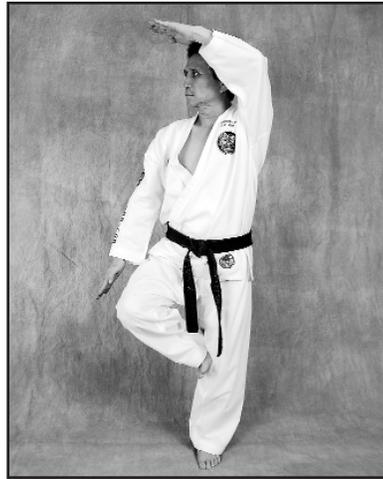
20.C. (Chamber)



20.C. Double Outside Knife Hand Blocks

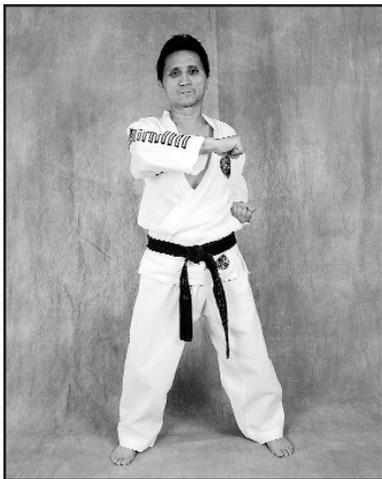


21.A. (Chamber)

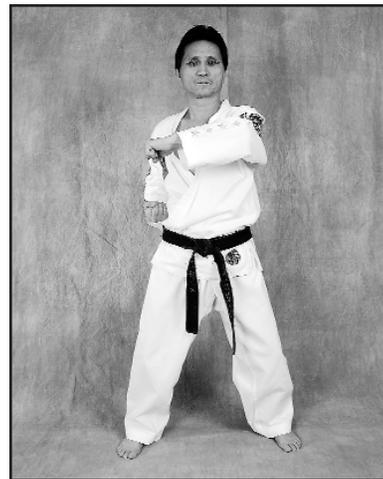


21.A. Block

21.A. Look to the right and step the left foot to the right, then raise the right foot into a left single leg stance as you execute diamond knife hand low block (left knife hand high block and right knife hand low block);

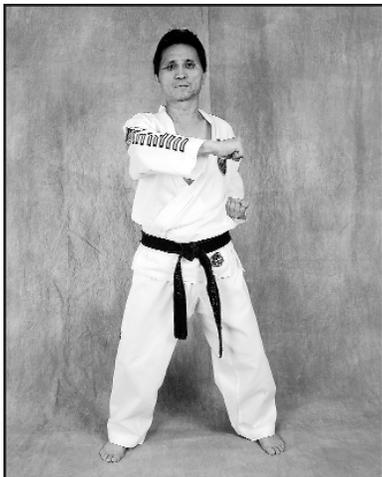


21.B. (Chamber)



21.B. Left Elbow Strike

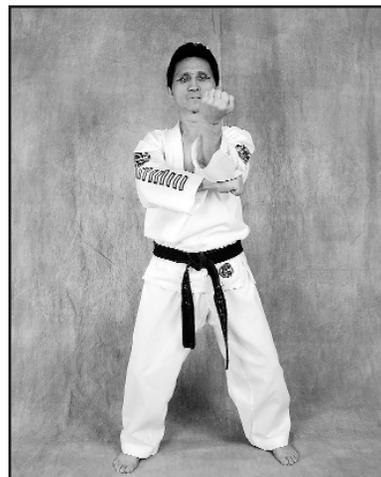
21.B. Step right into a horse riding stance facing A as you execute a left elbow strike across,



21.C. Right Elbow Strike

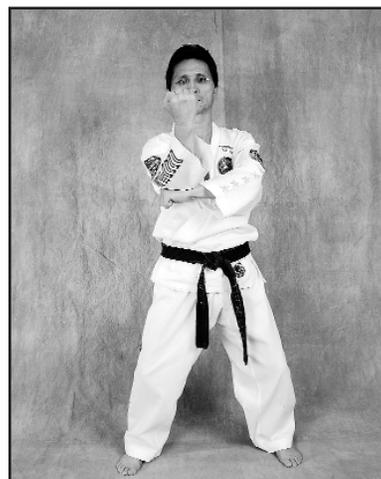
21.C. Followed by a right elbow strike across,

21.D. Then a left assisted upper cut,

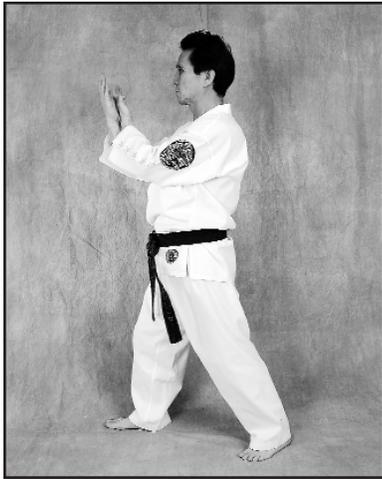


21.D. Left Assisted
Upper Cut

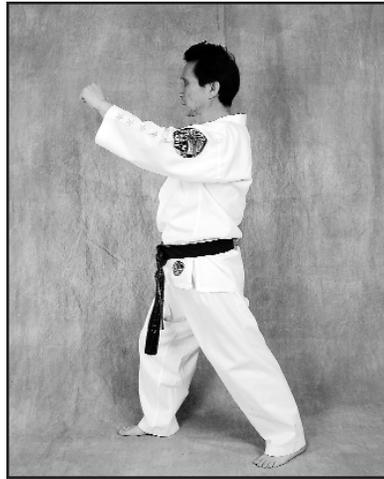
21.E. Followed by a right assisted upper cut.



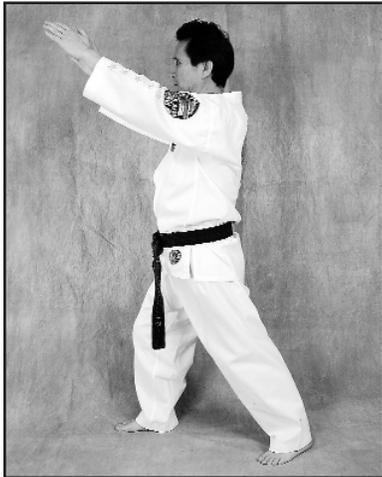
21.E. Right Assisted
Upper Cut



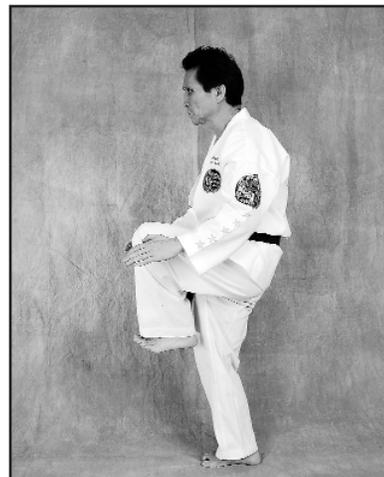
22.A. (Chamber)



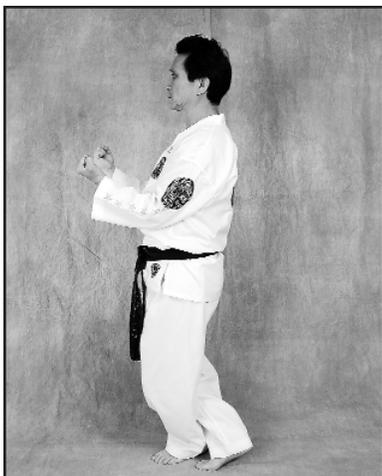
22. A. Spreading Block



22.B. Grab Head



22.B. Knee Kick



22.C. Double Upper Cut

22.A. Look right and turn 90 degrees to the right into a right front stance Facing C, as you execute a middle spreading block palms down;

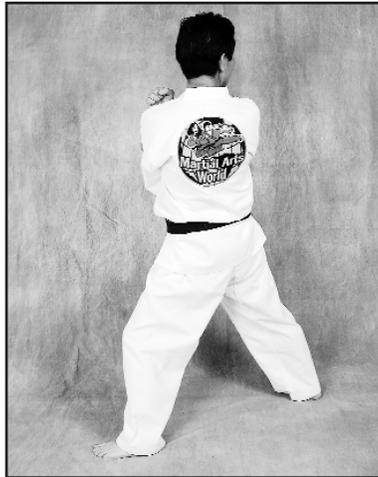
22.B. Open your hands as if grabbing the back of your partner's head and pull your palms to your knee as you left knee kick;

22.C. Step forward into a left X stance as you execute a double upper cut;

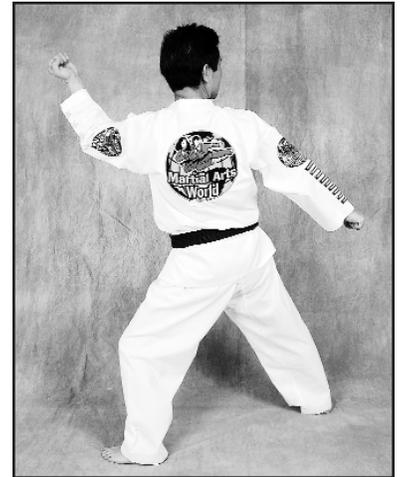
22.D. Look over your right shoulder and step your right foot toward B into a front stance facing C as you execute a right hand single mountain block;

22.E. Step right foot to the right as you turn 180 degrees into a right front stance facing C as you execute a left upper cut as you pull your right fist to your left shoulder;

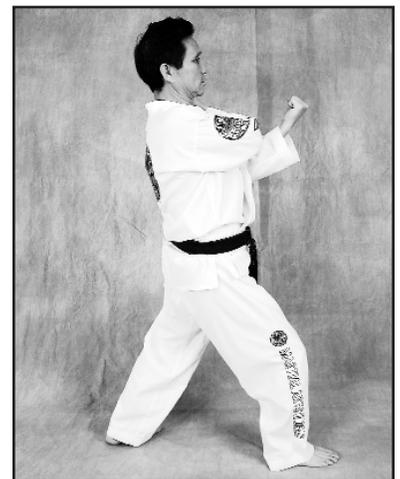
22.F. Then step back into a right walking stance as you execute a right low block.



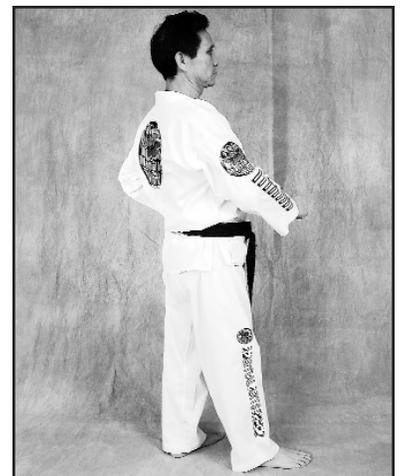
22.D. (Chamber)



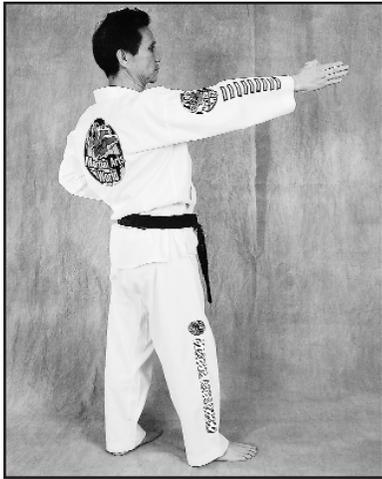
22.D. Single Mountain Block



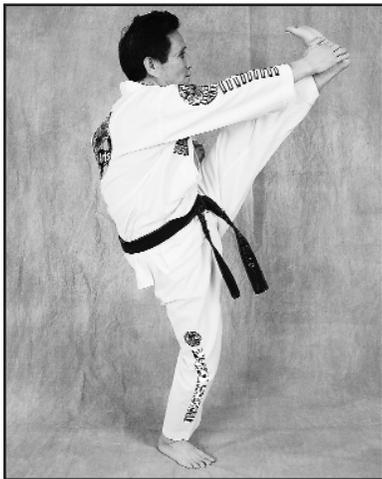
22. E. Pull Upper Cut



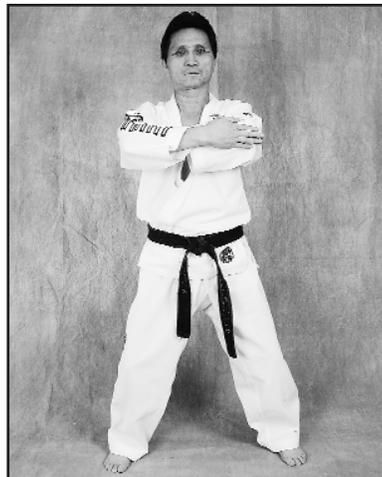
22. F. Low Block



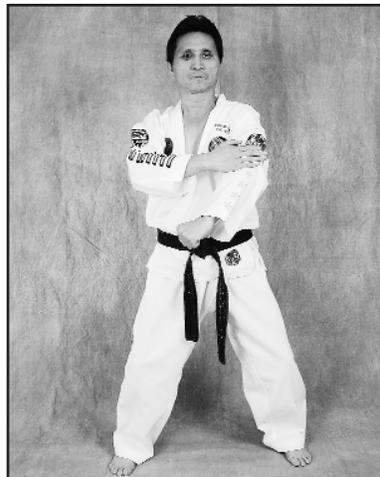
23.A. Extend Hand



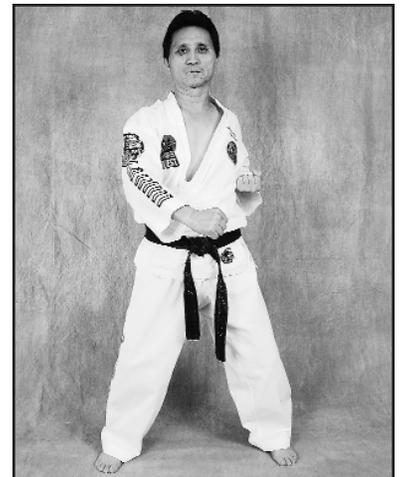
23.B. Swing Kick



23.C. Elbow Strike



23.D. Left Low Block



23.E. Right Low Block

23.A. Extend right hand as a target toward C,

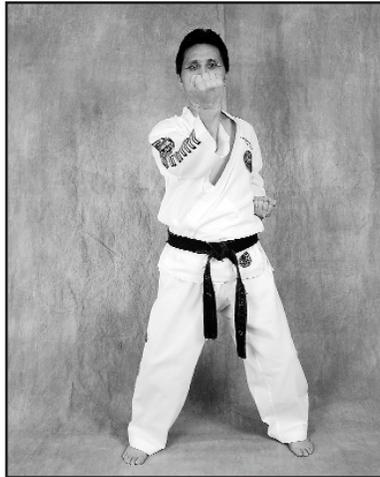
23.B. Execute a left leg inside swing kick to your palm,

23.C. Landing in a horse riding stance facing A as you execute a left elbow strike to the same palm;

23.D. Left low block with your right palm supporting your left forearm,

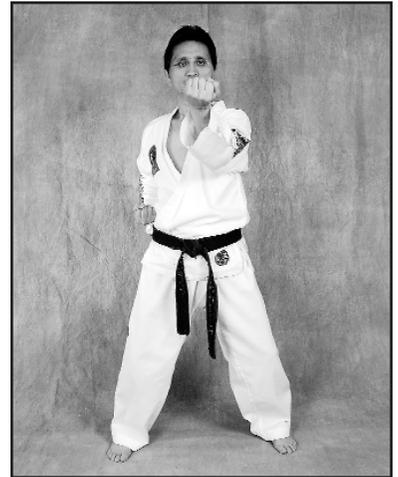
23.E. Right low block,

23.F. Left inside block,



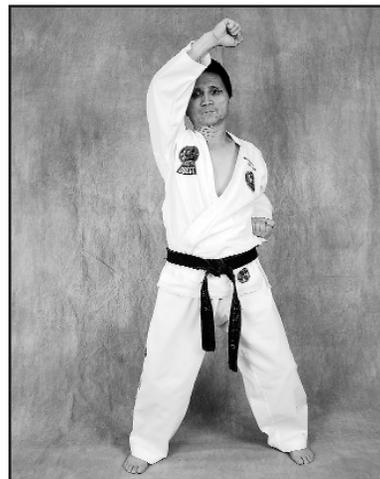
23.F. Left Inside block

23.G. Right inside block,



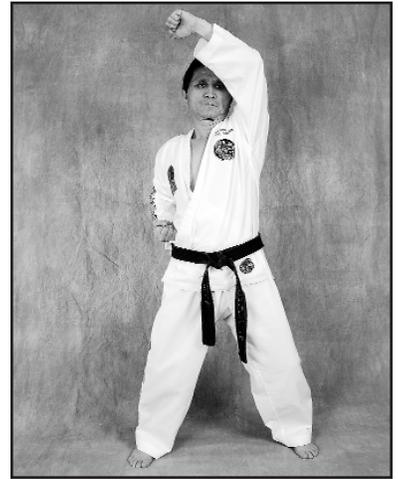
23.G. Right Inside Block

23.H. Left high block,

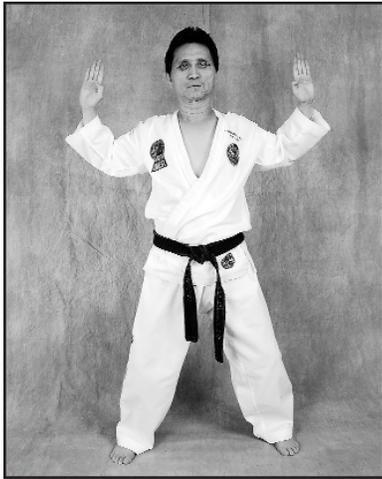


23.H. Left High Block

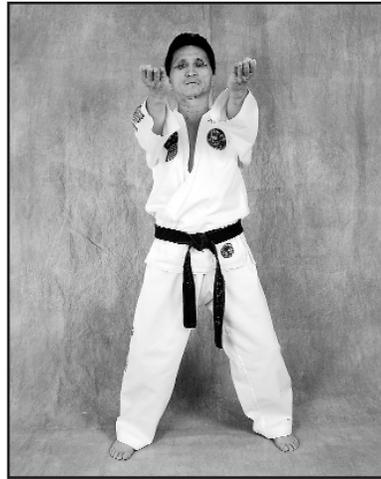
23.I. Right high block, in rapid succession.



23.I. Right High Block

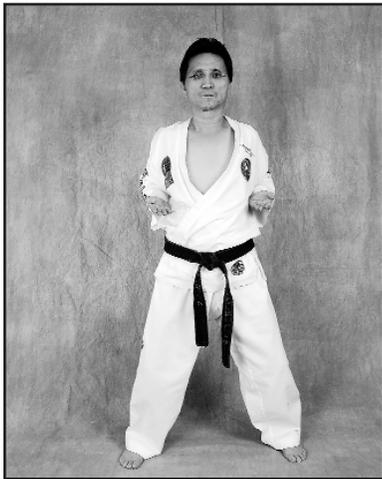


24.A. (Chamber)

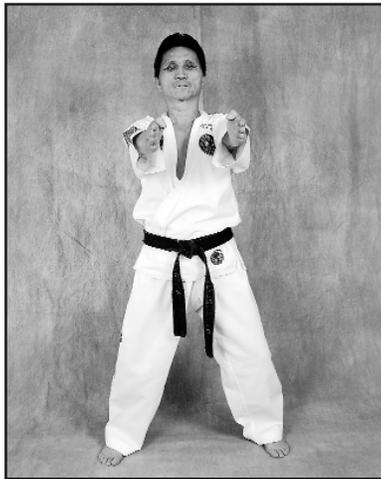


24.A. Double Knife-Hand Strikes

24.A. Double knife-hand strike the neck in a concentrated motion,



24.B. (Chamber)

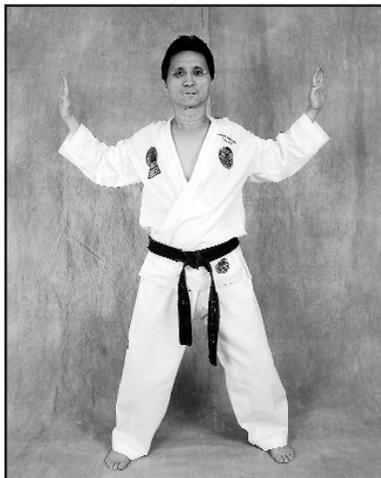


24.B. Double Spear Fingers

24.B. Double spear finger in a concentrated motion,



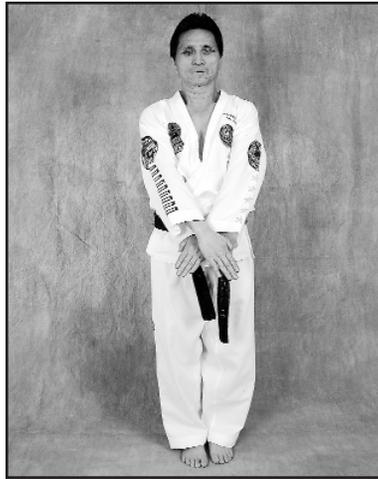
24.C. (Chamber)



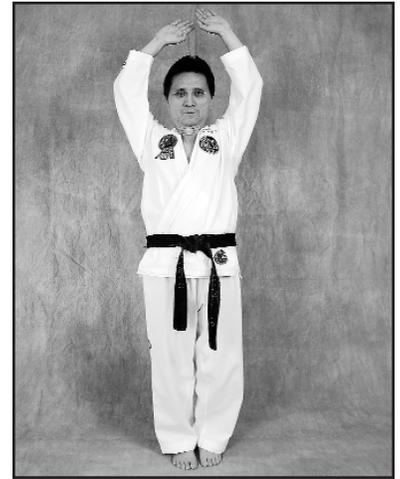
24.C. Double Outside Knife- Hand Blocks

24.C. Double outside knife-hand blocks as you ki-hap in a concentrated motion.

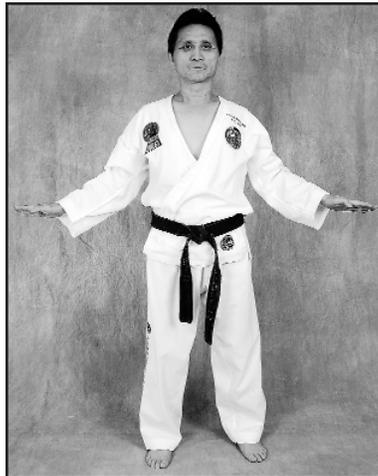
24.D. Step left leg right into attention stance and rise up on your toes as you swing both knife hands up over your head, outside, around, down, and back up to meet palm-to-palm in front of your *solar plexus* as you settle your heels to the floor.



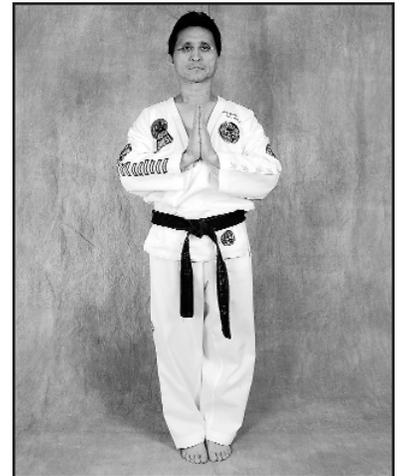
24.D. Swing Up



24.D. Over Head

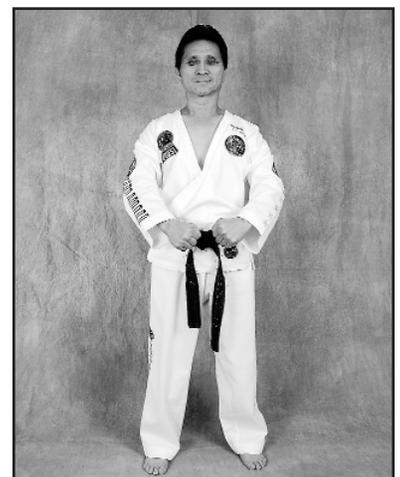


24.D. Outside



24.D. Palm to Palm

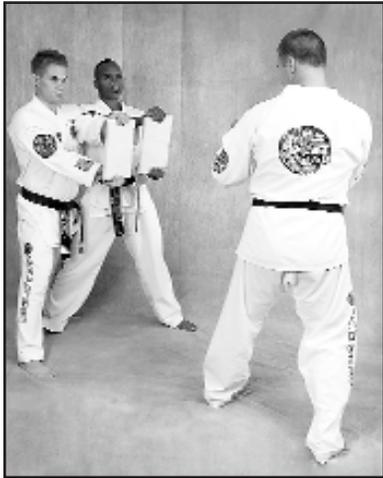
Ba-rote. Step left leg left into *jhoon-bi* stance as you say, “*PYUNG-HWA.*”



Ba-rote.

Red Belt, Black Stripe Breaking Technique:

At the PYUNG-HWA level, you will be performing combination breaks. The Red Belt, Black Stripe breaking technique is your first “flying” technique where you must do a combination of two kicks: a side kick and a jumping side kick, both done in the air before you land.



Holding Position



A. Step up



C. Side Kick the Right Target



D. Back Side Kick the Left Target

Side Kick, Jumping Back Side Kick

- A. From a right fighting stance, step your right foot up to your left foot;
- B. Perform a left stepping side kick to the target on the right;
- C. Immediately spin back wards and perform a right back side kick to the target on the left;
- D. Land softly in a left fighting stance.

Notes:

1. As with all kicks, practice both sides, so that you can perform the right leg side kick and left leg back side kick also.
2. Younger and more athletic students can add a running start to utilize their forward momentum and perform a jumping back side kick before they land, but accuracy is more important than running speed or height of your jump.
3. If you have knee, hip, or back problems, ask your instructor how to modify the technique to prevent injury.

PYUNG-HWA Self-Defense

In PYUNG-HWA Self-Defense, we begin in grappling position, where each partner has a good hold on the other partner, and we must change equilibrium to advantage. All of the PYUNG-HWA Self-Defense techniques end in a submission hold, where the partner submits rather than risking serious injury.

Continue to practice your Break Falls and PYUNG-HWA Self-Defense 1 - 10 as described in the Brown Belt, Red Stripe section, including Slow Motion, Exhibition, and Counter Attack Styles. Learning the motions is not enough. At the red belt, black stripe level, you should focus on your partner's balance and his resistance. Advanced grappling is not based on muscle, but on timing and technique. Try to reduce the amount of muscle you use and increase your sensitivity, so that you "go with" your partner's moves, using his own balance and momentum against him.

Kicking Combinations

Now that you have gained some skill with your intermediate techniques, it is time to start combining intermediate techniques into combinations. At the red belt, black stripe level we continue to practice the specific kicking combinations that combine the most exciting and most difficult intermediate techniques. This combination will challenge your technique, your balance, and above all, your cardio-vascular conditioning.

The following are the Red Belt, Black Stripe Combinations for your test:

Jumping Back Side Kick, Jumping Back Swing Kick, Jumping Back Hook Kick.

For descriptions of each of the individual techniques, look at the basics section of your JA-YUN Curriculum Manual.

Sparring

Sparring is the practical application of the Martial Arts. In sparring, we have the chance to put together all that we have learned in a very challenging situation -- someone is trying to punch and kick us. We have to judge distance, attack, block, and counter-attack on balance, with speed, timing, accuracy, and above all, control. If we make a mistake, we get hit.

Sparring by its very nature is competitive, pitting one athlete against the other, to determine who will be the winner. Sparring teaches us to succeed under pressure. It teaches us that life is not always a bowl of cherries, but that if we are strong and determined, we can overcome the challenges it places before us.

On the red belt, black stripe level we will continue to practice sparring, but we must remember that there are many different styles of sparring, and many different areas to develop this skill. Some styles teach competitive spirit, while others teach cooperation over competition. Throughout the remainder of your study of the martial arts, you will encounter many different styles of sparring, and continue to learn by experience what works and what doesn't work in different situations.

<p>Physical Fitness Sparring Styles develop a strong body.</p>	<p>Moral Fitness Styles of Sparring develop strong moral fiber and outstanding character.</p>
<ol style="list-style-type: none"> 1. Aerobic Sparring 2. Alternate Sparring 3. Tournament Sparring 4. Practical Style Sparring 5. Exhibition Style Sparring 6. Target Sparring 7. Belt Sparring 8. Group Sparring 	<ol style="list-style-type: none"> 15. Solitary Sparring 16. Motivational Sparring 17. Emotional Sparring 18. Spiritual Sparring
<p>Mental Fitness Styles of Sparring develop a strong mind and a positive personality.</p>	<p>Financial Fitness Style Sparring develops peace of mind through financial freedom.</p>
<ol style="list-style-type: none"> 9. Eye Contact Sparring 10. Smile Sparring 11. Enthusiasm Sparring 12. Limited Sparring 13. Set-up Sparring 14. Team Spirit Sparring 	<p>Life Fitness style of Sparring develops a happy life and personal leadership.</p>

**Philosophy
for
Red Belt,
Black Stripe**

**Build
Win-Win
Relationships**

Enrich Your Life

Build Win-win Relationships



I've never been able to understand how easily and unpredictably relationships fluctuate and change. I've witnessed people who almost violently hated each other one day become the best of friends the next. Then I saw people who were really *really* close suddenly at each other's throats. I've seen these changes happen between couples, siblings, families, and even nations.

Russia was a bitter enemy of the United States not too long ago. Now, they are strong allies. Germany and Japan fought viciously against America in World War II, and now they, too, are allies with America. I thought it was almost impossible to predict who would be friend or enemy because I saw them constantly change.

Then I saw families, siblings, and friends that had amazing relationships, celebrating the good and sticking together through the bad, always supporting each other. I saw this same kind of relationship between countries too, especially when England was the first to stand up and support the U.S. 100% after the attacks on September 11th. It seemed like these relationships would never end; I was envious. How could I have that kind of relationship?

For a long time, I couldn't figure out how these people and countries were able to accomplish such a feat until I realized the kind of relationship they had: a win-win relationship.

The best way to control the way relationships fluctuate and change is through a win-win relationship dynamic, which ensures that everyone wins and no one ever loses.

One of the best examples of a win-win relationship lies in the relationship Michael Jordan and Phil Jackson had. Their extraordinary leadership built a win-win relationship that led the Chicago Bulls to unparalleled heights in the NBA, winning 6 NBA World Championship titles (1991-1993, 1996-1998). To better understand the importance of win-win relationships in the real world, we must look closer at the successful bond these two men forged.

Michael Jordan & Phil Jackson

Michael Jordan and Phil Jackson were individually talented and skilled from the start of their respective NBA careers. Both came into the NBA with tremendous potential and continued to be successful in their roles in the league. Once Jackson and Jordan made it a point to form a win-win relationship with each other and the Bulls, their potential increased exponentially.

With Jackson's guidance, Jordan combined the right attitude with his extraordinary skills and strong leadership to reap many rewards in Chicago, winning the NBA Finals' Most Valuable Player (MVP) award in each of the Bulls' championship seasons. Time Magazine named him the "The Best Athlete of All Time." In addition to all of these accolades, Jordan was the highest-paid player in the NBA and earned the most money from endorsements, more than any other athlete in the world. All of these things made him one of the most honored athletes in the world.

Jackson's supreme confidence in Jordan was never more evident than in 1997, when Jordan lost the regular season MVP Award to the Utah Jazz's Karl Malone and Jackson publicly denounced the decision more than anyone. He believed Jordan deserved the award because of his character and skills. Jackson's outcry exemplified his win-win relationship with Jordan. Their relationship was more than just a player-coach association; they were like brothers.

*The supreme relationship is
"You win, I win, so we win."*

Jordan respected Jackson equally, which became obvious following the 1996-1997 season when Chicago Bulls owner Jerry Krause threatened to break up the team for financial reasons. When Krause said he considered releasing Jackson, Jordan informed the management that he would leave the team if Jackson were released. Realizing his predicament, Krause re-signed both, and Chicago subsequently won its sixth NBA championship.

Michael Jordan's leadership proved vital to the team's fortunes. Not only had he been able to get management to re-sign Phil Jackson, Jordan was able to return to the team and win another championship.

Jordan's appreciation of Jackson's coaching abilities was well founded. Following his departure from the Bulls in 1998, Jackson signed on to coach the Los Angeles Lakers, eventually leading them to world championships from 2000-2002.

Prior to Jackson's arrival in Los Angeles, the Lakers changed coaches three times in five years. This constant coaching turnover wreaked havoc with the team's continuity and hampered the potential of star players Shaquille O'Neal and Kobe Bryant. Jackson changed all of that, uniting the squad under his leadership.

Bryant thought so highly of Jackson that he called him the greatest coach in the NBA. Former Lakers star and coach Magic Johnson said the same thing. Shaq, who formerly started for the Orlando Magic, said that if Jackson had coached the Magic during the 1994-95 season, they would have defeated the Houston Rockets for the world championship and things would have turned out differently in Orlando. He also said that the Magic would have been working on their fifth or sixth title by now had Jackson coached the team.

*Win-win relationships
are the ropes that hold
up the bridge to success*

"I needed someone like Phil Jackson to keep me straight and keep me in line," Shaq said. "I never had that before. Phil Jackson is a great coach."

As for Michael Jordan, upon leading Chicago to its 6th NBA title in 1998, he retired from the game for the second time. (He retired the first time in 1993.) Jordan eventually became the Washington Wizards' President of Basketball Operations, a job that fueled his desire to return to the game during the 2001-02 season. Suiting up for Washington, Jordan helped the Wizards become one of the most improved teams in the league. His decision to return as a player was brilliant--both from personnel and marketing standpoints--as it reinvigorated both the team and the league. Fans everywhere wanted to see Jordan play again. Attendance and television ratings improved tremendously.

For years following Jordan's second retirement, the NBA's public relations department desperately searched for a young, up-and-coming player to be the official face of the league. It only has been in recent years that the Los Angeles Lakers' Kobe Bryant, the Orlando Magic's Tracy McGrady, and the Philadelphia 76ers' Allen

Iverson became NBA superstars in the mold of Jordan. None has yet to duplicate Jordan's popularity or achievements.

Perhaps some NBA players were as talented or more talented than Michael Jordan was. If that's true, then how did he become one of the greatest NBA superstars of all time? If the NBA has lots of talented coaches, then how did Phil Jackson become a legendary NBA coach?

Jordan and Jackson had dynamic leadership ability and knew that a win-win relationship was the only way to lead the Bulls to title after title. Their collective use of their leadership benefited themselves, their team, the fans, their sponsors, and the NBA. Michael Jordan and Phil Jackson illustrate the importance of win-win relationships in our lives.

*Independence is stronger
than dependence.
Interdependence is much
stronger than independence.*

Through the following Eight Steps to Building Win-Win Relationships, you, too, can build your own win-win relationships

Eight Steps to Building Win-win Relationships

1. Develop the Principles of Win-win Relationships

To truly be win-win, relationships need fairness, negotiation, and investment.

2. Make Other People Like You

People like positive attitudes so build a positive attitude.

3. Be a Necessary Person

People need people so be necessary.

4. Develop Proper Communication Skills

Relationships begin or end with communication.

5. Embrace the Friends of Win-win Relationships

Embrace these friends to make others feel important in securing win-win relationships.

6. Avoid the Enemies of Win-win Relationships

Prevention is better than a cure; avoid making others feel unimportant.

7. Strengthen Your Special Relationships

Cherish the ones closest to you by tightening your bonds with them.

8. Make International Friends

Open your heart and mind to the world.

By building win-win relationships, you will build indestructible bridges to success.

---Y. K. Kim---

1. Develop the Principles of Win-win Relationships

The principles of win-win relationships come from the belief that everything in the universe has balance, the "EUM" and "YANG," night and day, female and male, negative and positive, water and fire. This balance is known as natural dualism. There is no such thing as a one-time friend or enemy, or even a permanent enemy in win-win relationships because such an imbalance is against the nature of win-win relationships. If you can maintain balance, you can have good relationships, but if you can't maintain it, you will lose relationships.

Win-win relationships are becoming the norm, not the exception. Other relationship philosophies, "You lose, I win," or "I lose, you win," are pointless because one party ends up feeling good and the other feels bad; such relationships are unbalanced.

How do you maintain balance? By following the three principles of win-win relationships:

* **Fairness**- The balance of "you win" and "I win," so "we win."

* **Negotiation**- Communication is the key to negotiation. Relationships should never be dictatorships or a master and servant dynamic.

* **Investment**- Care for your win-win relationships like you would a garden.

Fairness

Fairness is balance, illustrated by a "You win, I win, so we win" situation, unlike an "I win so you lose" or "you win so I lose" situation. Allow me to clarify why fairness is so important in building and maintaining win-win relationships.

Would you like it if your friend strives to make you a loser as he tries winning all the time, no matter what you do? I don't think so. Do you think if the roles were switched that your friend would like it, too? I don't think so.

Now, let's say you had an argument with your spouse: do you want to win or lose? If you say, "Win," you may win and then your spouse will be a loser. Do you like living with a loser? You would probably say, "No," which means if you continue to win arguments, you technically

will eventually live with a loser. Do you think your spouse will be happy constantly losing argument after argument? I highly doubt it; that would make your spouse unhappy. If he or she is unhappy, do you think your spouse can make you happy? I don't think so. In order for both parties to be happy, you should develop a win-win relationship.

*Fairness is like a two-way
street in relationships.*

Always make sure that fairness is central to all of your relationships so that they become and stay win-win.

Negotiation

Negotiation is necessary to having and maintaining win-win relationships. If we do not learn to compromise, relationships will become one-sided, miserable, and eventually break apart, much like a master and servant or dictatorship relationship dynamic. Allow me to illustrate the need for compromise and negotiation in win-win relationships through the following scenarios.

Bob just got a big raise and wants to take his wife, Julie, out to celebrate.

Bob: "Honey, I got a huge raise today."

Julie: "Bob, that's awesome, congratulations! We should go out and celebrate. There's this movie I've been dying to see, and we should go to it."

Bob: "But, sweetie, I made 8 o'clock reservations to that fancy French restaurant you like so much. I want to spend this special night just with you."

Julie: "I'm not hungry. We can do dinner anytime. According to the t.v. this movie is leaving theaters soon. I wanna go see it, tonight."

Bob: "But.... This is my night. I'm the one who got the raise."

Julie: "Fine. You get some of your friends and take them out to dinner. I'm going with my girlfriends to see this movie." Julie grabs her purse and coat and walks out the door.

Bob: "But...but.... (The door slams.) Thanks a lot, Honey."

This is what can happen when you don't negotiate in a relationship. You end up doing either nothing for the night or something completely different from your spouse, just like Bob & Julie. Because they were unable to negotiate, their marriage will become miserable, and eventually fall apart.

Another couple, Jack and Mary, is in the same situation. Let's see how they handle it.

Jack: (Rushing in the door) "Baby, I got a promotion at work today!"

Mary: (Hugs Jack) "Jack, that's so wonderful. We should go out and celebrate. How about a movie?"

Jack: "Honey, I have a better idea. How about dinner at a nice restaurant? We can get dressed up, have a great meal. There's that black dress of yours I really like."

Mary: "But I've been wanting to see this movie for a long time and you promised you'd take me to it."

Jack: "How about this: we get dressed, go out to a nice restaurant, and after we eat, we go to the movies. Fair enough?"

Mary: "You are so wonderful! Thank you. (Kisses Jack on the cheek). I'm gonna go get dressed now."

Jack and Mary remembered that negotiation is part of the dualistic nature of relationships, so they communicated, compromised, and ended up doing what they both wanted. By doing all of these things, they continued having a win-win relationship, making both Jack and Mary incredibly happy. Be like Jack and Mary. Don't be like Julie and Bob.

Investment

Always invest in win-win relationships to help them grow and to maintain them, like you would invest care into your garden. If you cultivate plants and flowers, trim tree branches, and remove the weeds; your garden will look beautiful. However, if you do nothing with your garden or stop caring for it, it will be filled with weeds, eventually all the plants and flowers will be dead, and your garden will be ugly. You have to invest care in your win-win relationships as well so they don't become like an ugly garden.

*Investment makes
win-win relationships
grow taller and stronger.*

Investment requires time, energy, patience, understanding, sacrifice, and especially care.

Applying the Principles of Win-win Relationships

When I brought up the subject of win-win relationships to my students in class, one of them asked me how we could create a win-win situation in our next tournament because championships are win/lose situations. I told him that tournaments are tournaments, not relationships.

Then, I explained that in tournaments, you do your best, win or lose. Opponents are just opponents, not your enemy. After the tournament, you can build a good relationship with your tournament opponents. If you lose, you could get depressed or get angry and blame others for your loss. If you win, you could become conceited or arrogant, and others will ignore you. You aren't developing win-win relationships when you behave in these ways. If you lose, you should always show confidence and good manners as well as congratulate the winner because that opponent didn't defeat you in life. He or she only won the tournament. If you win, you should show appreciation to your coach and supporters, be very humble, and treat your opponents like winners. When you behave in this manner, you build win-win relationships -- not just in tournaments, but in all aspects of life.

***Win-win relationships
have no alternative***

No matter what the circumstance, there is no alternative for a win-win relationship strategy. By working selflessly with others, you form the best relationships, ensure their success, and lead yourself to a successful life.

Review of "Develop the Principles of Win-win Relationships"

What are the three principles of win-win relationships?

Why is fairness so important in building and maintaining win-win relationships?

Why do you have to negotiate to build and maintain win-win relationships?

What do you invest to make win-win relationships?

Can you apply the principles of win-win relationships in a competition? If yes, please explain how.

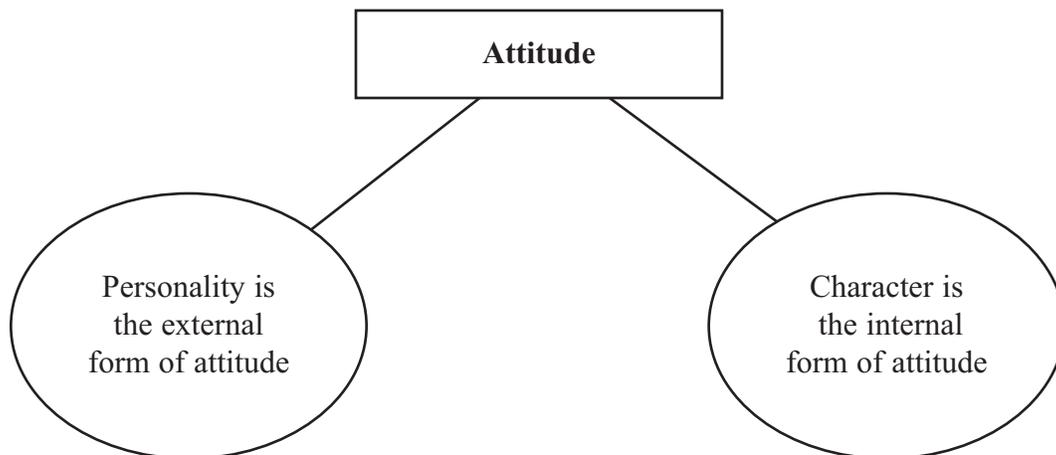
2. Make Other People Like You

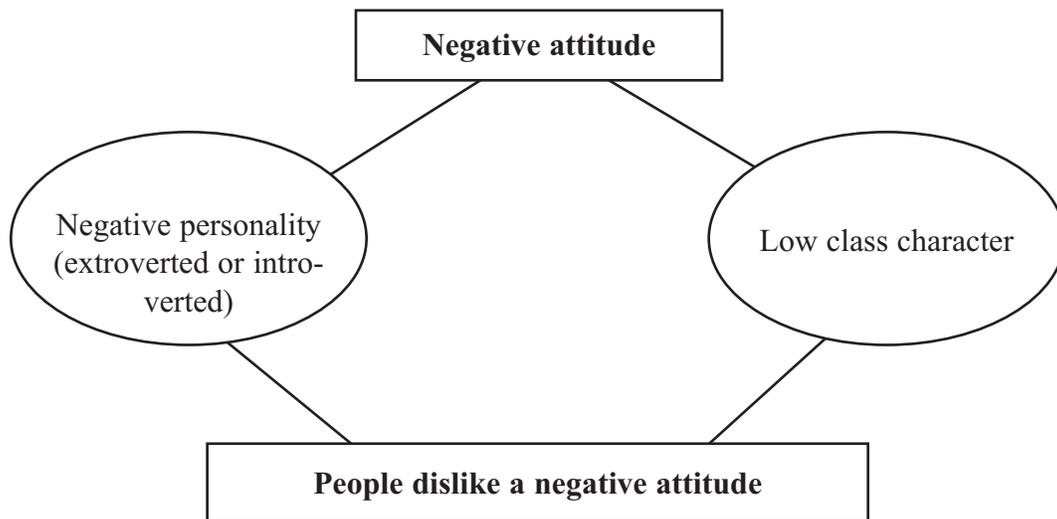
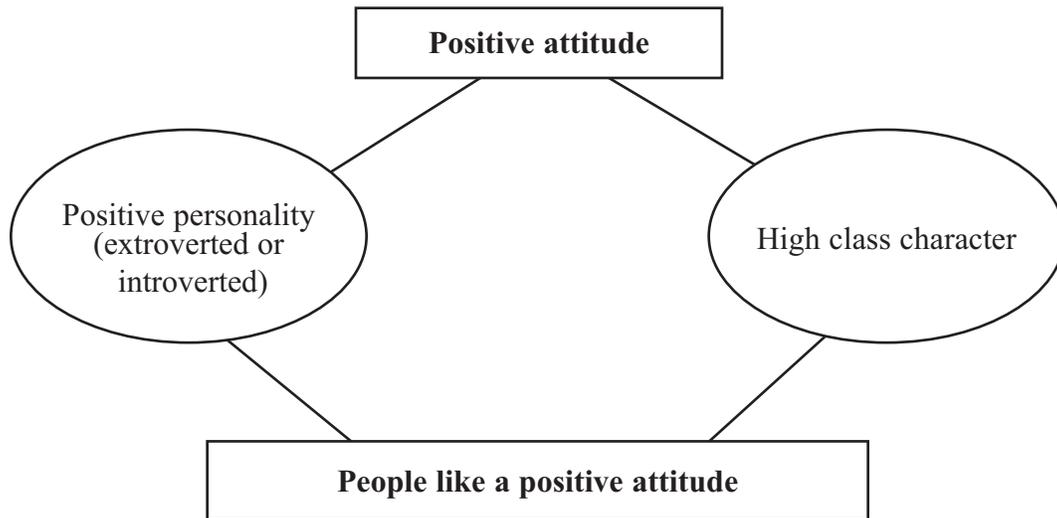
Why do you think other people like you? Is it because you're beautiful? Smart? Strong? Rich? Famous? Powerful? No. Though all of these things are nice to have or be; these aren't the real reasons why others like you. Other people will truly like you if, and only if, you have a **positive attitude** because everyone naturally responds well to positivity. In fact, positivity is contagious.

What does attitude exactly mean in the context of people liking you? Attitude is your habit; habit is your second nature, which is behaving almost without thinking. Behaving is an action, an action from a way of thinking. Thinking and acting positively lead to positive results and are helpful to living a successful life.

Attitude is everything!

What makes attitude even more interesting is that there are actually two parts to it. The first part is personality, which is seen by others, and the second part is character, which can be felt by others. The combination of personality and character determines whether a person has a positive or negative attitude, and how he or she is received. Thus, the ability to manage attitude is powerful, making it the most integral and important part of any relationship. Take a look at the following illustrations for a little more insight:





We must learn how to assess our personality (external form of attitude) and character (internal form of attitude) to determine their level so we not only know how to maintain and improve them, but assess others based on these factors as well. When we can accurately assess people's personalities and characters, we can better choose the right people to associate with in building win-win relationships.

The Impact of Personality

Would you like to date or hang out with negative or positive people? Of course you would want to date or hang out with positive people because negative people pull you down, give you nothing but headaches, and make you miserable.

Personality is the way a person expresses himself or herself externally based on his or her emotions. Within this expression, people are extroverted or introverted. Extroverts are very outgoing and talkative, while introverts are quiet, mostly keeping to themselves. There are three types of personalities: positive, negative, or impersonal. The chart below illustrates what each personality is like when communicating and interacting with others.

Positive personality (Extroverted or introverted).	Conveys passion and optimism, is constructive, energetic and open-minded, which makes people like them.
Negative personality (Extroverted or introverted).	Conveys nastiness and jealousy; is critical, discouraging, angry, and close-minded, making people dislike them.
Impersonal personality (Introverted).	Conveys disinterest and is non-engaging, reflecting neither a positive or negative attitude, which confuses others.

Be a positive person so people will like you.

Probing the Depths of Character

Character is derived from conscience and inner strength, internal qualities we all possess. Character is classified as high, middle, or low class, with this classification having nothing to do with wealth, education, fame, skin color, religion, position, physical appearance or intelligence.

<p>Low class--Provokes dislike from others.</p>	<p>Traits include immoral thinking and action, selfishness, dishonesty, and irresponsibility, often hurtful towards others.</p>
<p>Middle class--Commands no interest from others.</p>	<p>Traits are neither positive nor negative, while their moral compass and inner strength causes them to neither care about nor harm others.</p>
<p>High class--Earns trust and respect from others.</p>	<p>Traits include moral thinking and action, honesty, integrity, responsibility, and generosity, and has an indomitable spirit</p>

Assessing Personal Character

The qualities that determine character come from thought and action. Our handling of these factors determines if our character is **Low class, middle class, or high class.**

- * **Thinking:** What you think is what you will be.
- * **Conversation:** Your conversational skills represent who you are.
- * **Time:** Punctuality assesses your level of responsibility.
- * **Appreciation:** Recognizing someone for his or her positive qualities or actions shows how good you are.
- * **Consistency:** Following through with your own promises shows your reliability.
- * **Ethics:** How ethical you are reflects the strength of your integrity.
- * **Generosity:** Giving freely of yourself and caring about others shows how good you are.

Let's examine how each of these seven factors determines our character.

Thinking

Consider the following:

If you think big, you will be big.
Think small, and you will be small.

If you think good, you will be good.
Think bad, and you will be bad.

If you think positive, you will be positive.
Think negative, and you will be negative.

If you think the right way, you will act the right way.
Think the wrong way, and you will act the wrong way.

Energy in, energy out.
Garbage in, garbage out.

Your thoughts are truly the root of your habits.

Here is how thinking is divided in the formation of character:

* **Low class:** People that have low class character always **think wrong and think small.** Their thoughts are always negative, pessimistic, selfish, and destructive. They think of ways to lie, steal from, corrupt, and con others with the intention of hurting, humiliating, antagonizing, horrifying, and/or destroying others. People with low class character wish for others to fail and enjoy watching them do so.

* **Middle class:** People with middle class character **think only about themselves.**

※ **High class:** People who have a high-class character always **try to think right and think big.** Their thoughts are positive, optimistic, selfless, and constructive. They think of ways to appreciate, recognize, help, support, motivate, and encourage others with the intention of sharing or accomplishing goals, ideas, and/or cooperation in order to improve the future. High class characters wish for everyone to succeed and encourage them to do so.

Special Note

Do you think other people know what you are thinking? At first they don't unless you say what's on your mind; only you know what you are thinking. After a while, your actions will reflect what you are thinking, and other people will see what's on your mind.

Character, in terms of thought, is determined by a person's thinking over a period of time, or a habitual way of thinking. It also should be noted that a habitually bad way of thinking could be changed to a good way of thinking. By thinking positively, one can build a high-class character and form win-win relationships.

Conversation

There is a saying that a person's heart can be known through conversation, which is a very wise statement, considering a lot can be determined about a person's character as well. Conversation can be uplifting and motivating, or demoralizing and degrading. All of us have the ability to choose our words carefully and powerfully affect others.

Here is how conversation is grouped in the formation of character:

✳ **Low class:** People with low class character always have wrong or terrible intentions in mind when speaking with other people, often criticizing, complaining, discouraging, blaming, and generally talking bad about others without justification through negative, pessimistic, and/or destructive words.

✳ **Middle class:** People with middle class character talk primarily about themselves or their self-interests.

✳ **High class:** People with high class character always have the right intentions in mind when talking to other people, often talking about goals, dreams, ideas, and visions with others so that they can help to improve the future. These people are always energetic and cheerful as they motivate, encourage, acknowledge, and admire others. By doing these things, people with high class character make others feel excited, educated, valued, and proud.

Special Note

Without conversation, relationships would be extremely difficult to build. Yet, it's important to have the right kind of conversation to establish win-win relationships. Positive conversation helps others to like you. Negative conversations make others dislike you. However, conversational miscues shouldn't be mistaken for lack of character. Perfection in communication is not possible for anyone, but establishing good communication habits is.

Time

How we handle time shows how we value and appreciate it, not to mention our level of character. People can't trust those who lack time management but can trust and depend on those who have good time management skills. In fact, our mortality demands that we should sincerely care about time and use it wisely because time can't be captured or reused, so proper management of it is vital to success in life. By valuing time and developing punctuality as a habit, you honor it and reflect an outstanding character.

Here is how time management is divided in the formation of character:

✳ **Low class:** People with low class character are irresponsible with their time, habitually 5, 10, or even 30 minutes late for work or appointments, offering no explanation or apology for their tardiness. They constantly look for opportunities to leave work early, ruining their reliability.

✳ **Middle class:** People with middle class character strive to always arrive on time for work and always leave when they are supposed to.

✳ **High class:** Those with high class character manage their time very well, always make the effort to arrive 5 to 30 minutes early to work or an appointment, stay late at work when there are necessary or important things to do. These people exhibit professional conduct when they are late, offering an apology. All of these things show that they are responsible with their time.

Special Note

While time management is a key element in the development of character, it can't be effortlessly accomplished on a consistent basis. Humans make mistakes, so don't judge people based on one or two mistakes or situations that they have no control over. Understanding and flexibility are important in gauging time management as a character trait. When you manage your time productively, you develop win-win relationships, and you guarantee yourself a successful life.

Appreciation

Showing appreciation is one of the kindest forms of character one can display. If you show appreciation, people will always want to associate with you. In the following scenario, Bill, Jimmy, and Richard needed \$20.00 for gas so they each could drive home. Charlie lent all of them \$20.00.

Let's see how Bill, Jimmy & Richard appreciate their friend's kindness.

* **Low class:** Bill said he could pay back Charlie because he had money, but instead asked for more money later. When Charlie refused, Bill tried stealing the money he needed from him. Low class people never show any sort of appreciation, even when they're able to, let alone repay a simple debt, which is totally wrong. Furthermore, they show no appreciation for their friend's kindness. In some cases, this type of person has the nerve to ask for even more favors, insulting their friend's integrity in the process. They are worse than worms. Bill showed he was low class.

* **Middle class:** Jimmy paid Charlie back and thanked him. These people always make an effort to repay a debt and show some appreciation. Jimmy is middle class.

* **High class:** Richard tried paying back double what was lent to him, but Charlie refused the extra money. Instead, Richard took Charlie out to dinner. High class people always try to pay back their debt with twice as much as they borrowed and show sincere and deep appreciation for the gift that they received, which is totally right. They also remember to always reciprocate kindness. Richard showed he was truly high class.

Special Note

Nobody likes feeling empty; showing appreciation will make others feel whole. Develop the habit of showing appreciation, beginning with yourself, then to your parents, and others. Once you do, you will have good relationships with others.

Consistency

Staying true to your word is extremely important in relationships. Trust is built through reliability. Consider the following scenario: John and George are very close friends who live in the same town. One Friday evening, John was looking for a buddy to accompany him to a bar.

George: (Hears a knocking door) "Who is it?"

John: "It's me, John."

George: (Opening the door) "Hey man! Wassup!"

John: "Nothin' much, bro. Just gonna go to a bar and grab a couple of drinks. Wanna come along?"

George: "No way, dude. I gotta ton of things to do before the big move tomorrow."

John: "Oh Yeah! I forgot you were moving to your new house."

George: "Yeah, yeah. Um, John, I need a huge favor from you. I'm gonna need your help moving my stuff. I know we can do it in 3 or 4 trips with that truck of yours. I would so appreciate your help. Please?"

John: "No problem man. What time do ya need me here?"

George: "11 o'clock in the mornin'."

John: "That's doable."

George: "Thanks so much. So I'll see you tomorrow, right?"

John: "Yeah man, no worries. I'll see you at 11."

George: "Don't get too wasted."

John: "I won't, I won't."

Upon arriving at a bar, John met two beautiful women, and they wanted to make a date to go on a picnic the next day, the same day George needed John's help in moving.

Let's look at John's various responses, and how they correspond with the consistency of his actions compared to his speech:

*** Low class:** *"Hey ladies. A picnic sounds like a great idea."*

John forgot or ignored his promise to George, and his unreliability will hurt George. You couldn't depend on this kind of person and certainly would not call him a friend.

*** Middle class:** *"I'd love to go on a picnic, but I promised a bud of mine that I would help him move. How about we all go out for dinner tomorrow night?"* He doesn't forget his commitment to George.

*** High class:** *"Ladies, I would love to go on a picnic with you, but I made a promise to help a buddy of mine move out of his house. He's actually very intelligent, handsome, a great guy to be around, and very single. How would you two like to pitch in with the move tomorrow? We can all go out later that night on a double date."*

John not only remembered his promise to George, but thought of a way to introduce George to his new lady friends; this kind of behavior is incredibly reliable.

Special Note

Don't make a promise you can't keep. Remember: we aren't perfect. However, don't judge a person's character based on one or two mistakes. Always remember: habits count.

Ethics

The strength of your ethics reflects your level of integrity. Depending on your ethics, people will trust or distrust you. Ethics is especially important when you are put into a role where you are taking care of something, such as an organization or other people's money. A lack of ethics doesn't just harm you; it can harm others too. For example, when employees steal money or other items from their company and don't believe that what they have done is unethical, they not only hurt themselves (being reprimanded and possibly losing their jobs), but they hurt the company as well (more money spent on security). The more ethical you are, the more integrity and trust you will have from others.

Here is how ethics is divided in the formation of character:

✳ **Low class:** People with low class character always lie, cheat, and steal from others, showing that they are dishonest in all aspects of life.

✳ **Middle class:** People with middle class character don't lie, cheat or steal from others.

✳ **High class:** People with high-class character always show great integrity when dealing with and taking care of others, showing that they are honest in all aspects of life.

Special Note

We should not judge people based on their mistakes, but we should judge them based on their habits. It's one thing if a person accidentally takes something once, but it's another when a person intentionally steals from others. When placed in a position where you are taking care of money or an organization, it is absolutely important that you have integrity, which will help you build good relationships with others. If you practice unethical behavior, you won't just destroy relationships, you will go to jail. Always be ethical.

Generosity

Being generous demonstrates personal leadership ability and that you are truly successful. Mother Teresa was the best example for generosity. Ted Turner, founder of CNN, donated \$1 billion to the UN in order to help out poverty stricken nations. Jerry Lewis uses his fame to promote and raise funds to fight against muscular dystrophy during his annual Labor Day telethons. Generosity is the best investment in filling your emotional tank of self-esteem.

Here is how generosity is divided in the formation of character:

✳ **Low class:** People with this kind of character have an attitude of: "**Yours is mine, and mine is mine.**" This type of person is self-centered, selfish, and wrong.

✳ **Middle class:** Those with middle class character have an attitude of: "**Yours is yours, and mine is mine.**"

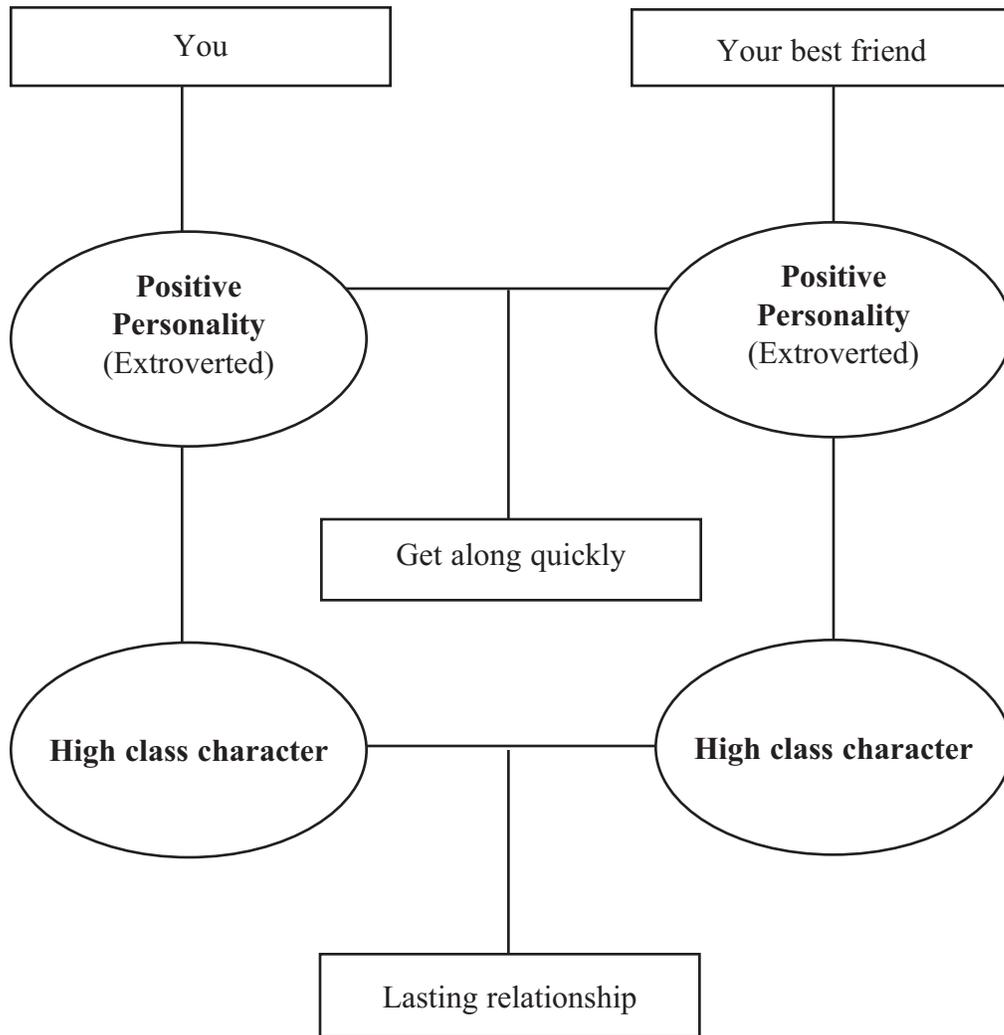
✳ **High-class:** People with high-class character have an attitude of: "**What's mine is yours.**" They will not only share their fame or money if they have it, those with this kind of character will also share their time, experience, and heart; this kind of behavior is right.

Special Note

Remember: what goes around, comes around. When you are generous, people will be generous to you. Generosity will help create warm and meaningful relationships.

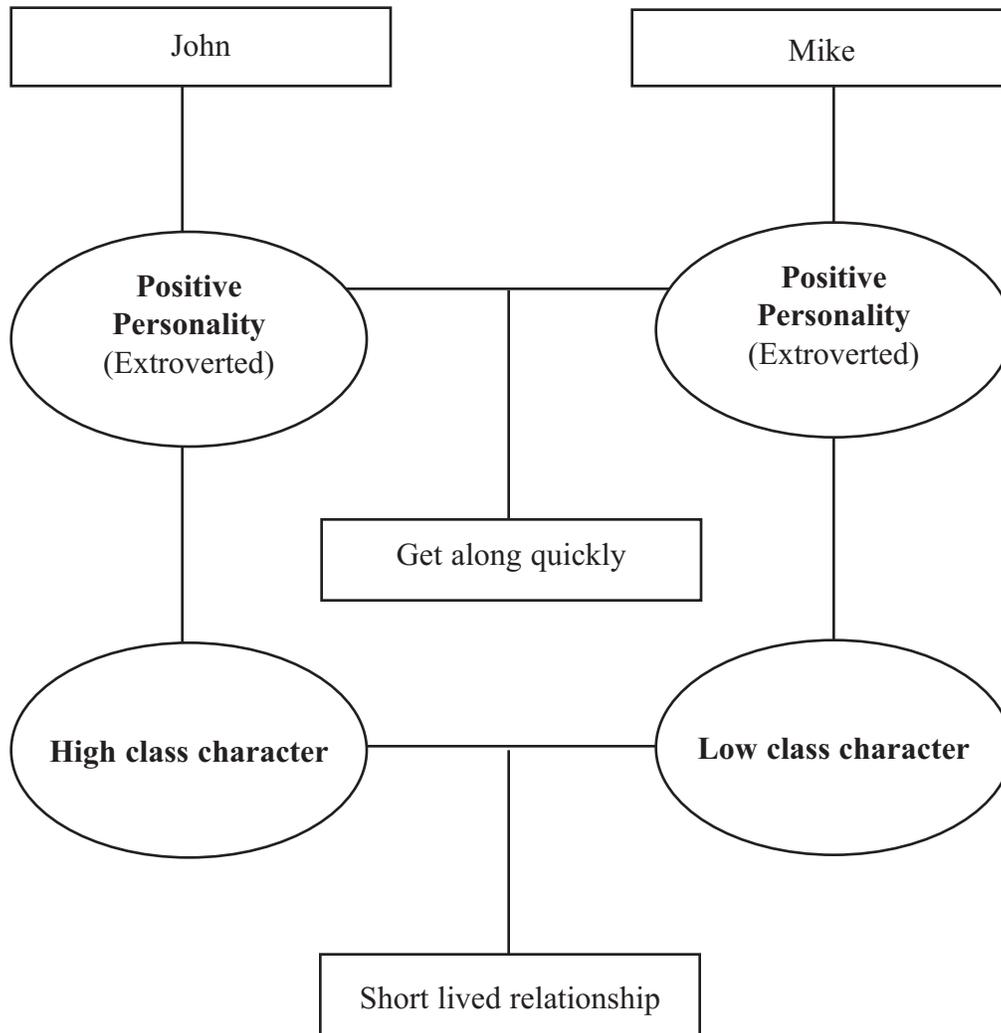
With all of their variations, personality and character have a direct and powerful impact on how relationships form and work. Let's look at how personality and character influence different relationships:

Why do some people quickly get along and develop lasting relationships?



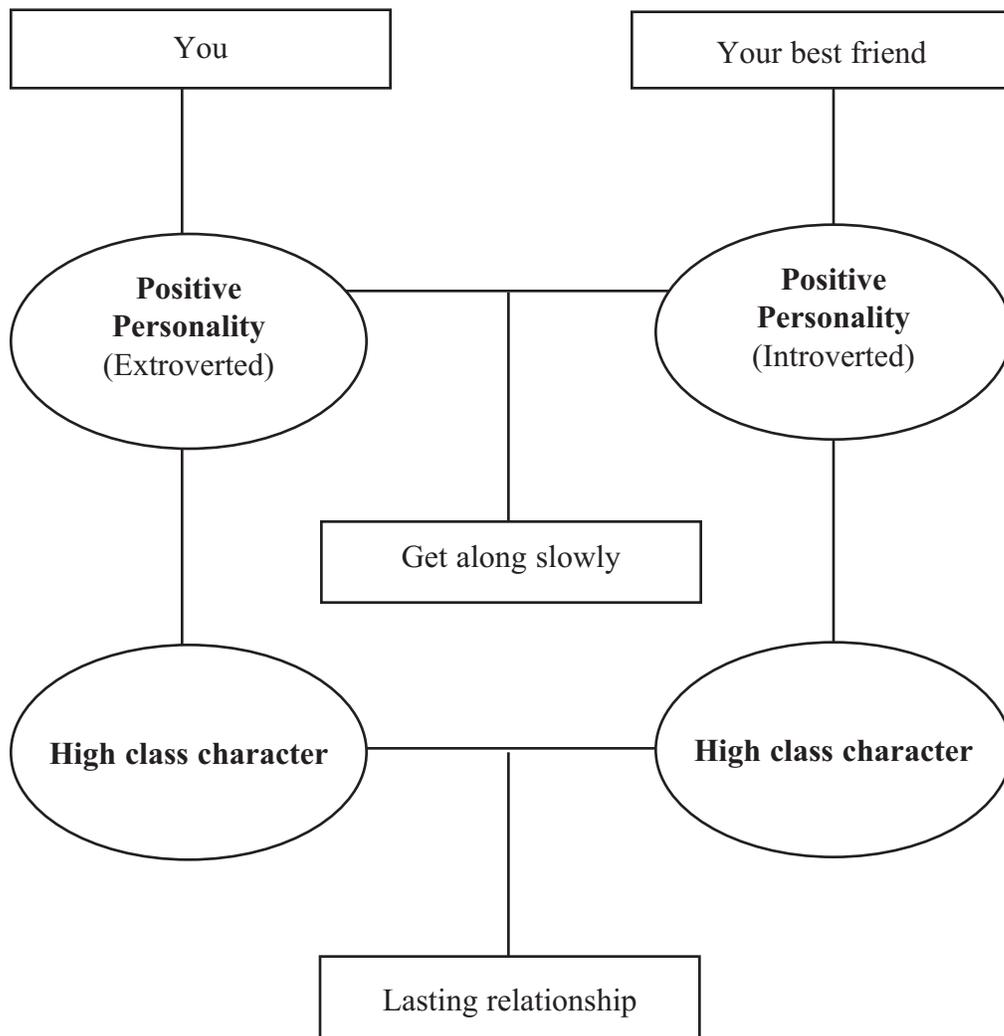
When two individuals with positive personalities and high-class characters meet for the first time, it is the beginning of an ideal relationship, a win-win association--the ultimate relationship. This kind of relationship begins with a bang, with the two parties acting like long-time friends in their first meeting. The immediate chemistry leads to a lasting relationship.

Why do some people get along quickly, but their relationships are short-lived?



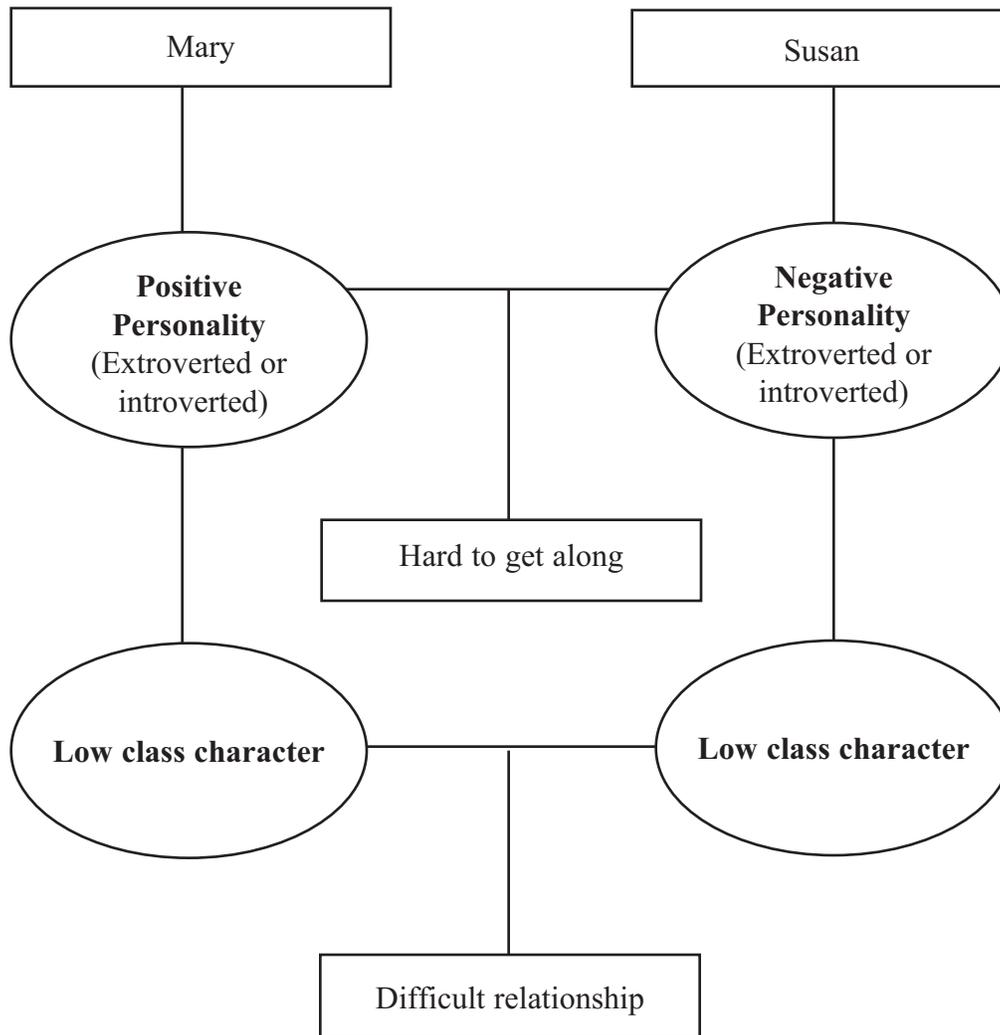
Equal personalities, but unequal character development results in a relationship that starts fast but sputters out over time. This kind of relationship is not unusual as similar personalities are often drawn to each other through their external expression. However, they often go their separate ways once their moral compasses conflict later on.

Why does it take some people so long to build a lasting relationship?



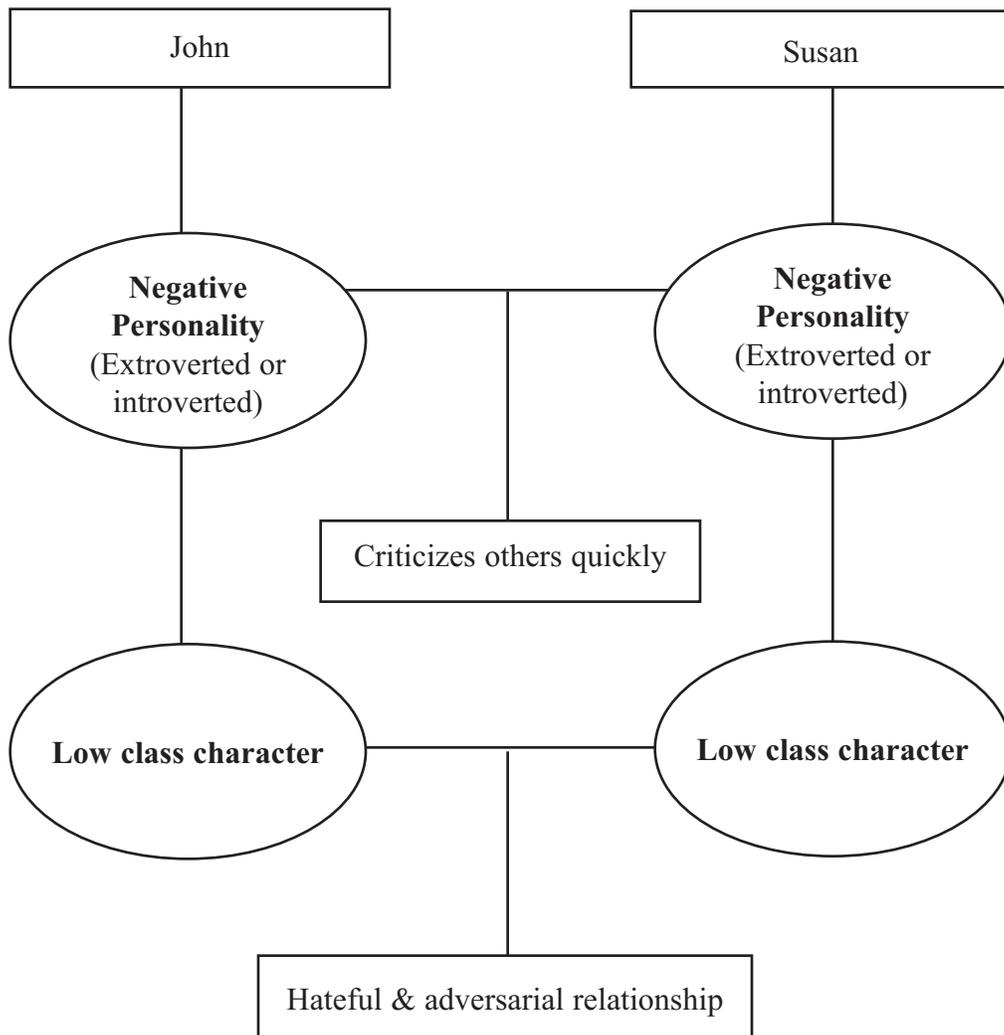
The difference in each person's nature (extroverted vs. introverted) causes the relationship to start slowly, but their conversation is still equal to that between long-time friends. Also, equal possession of high-class character helps the relationship grow and strengthen over time.

Why can't some people ever get along?



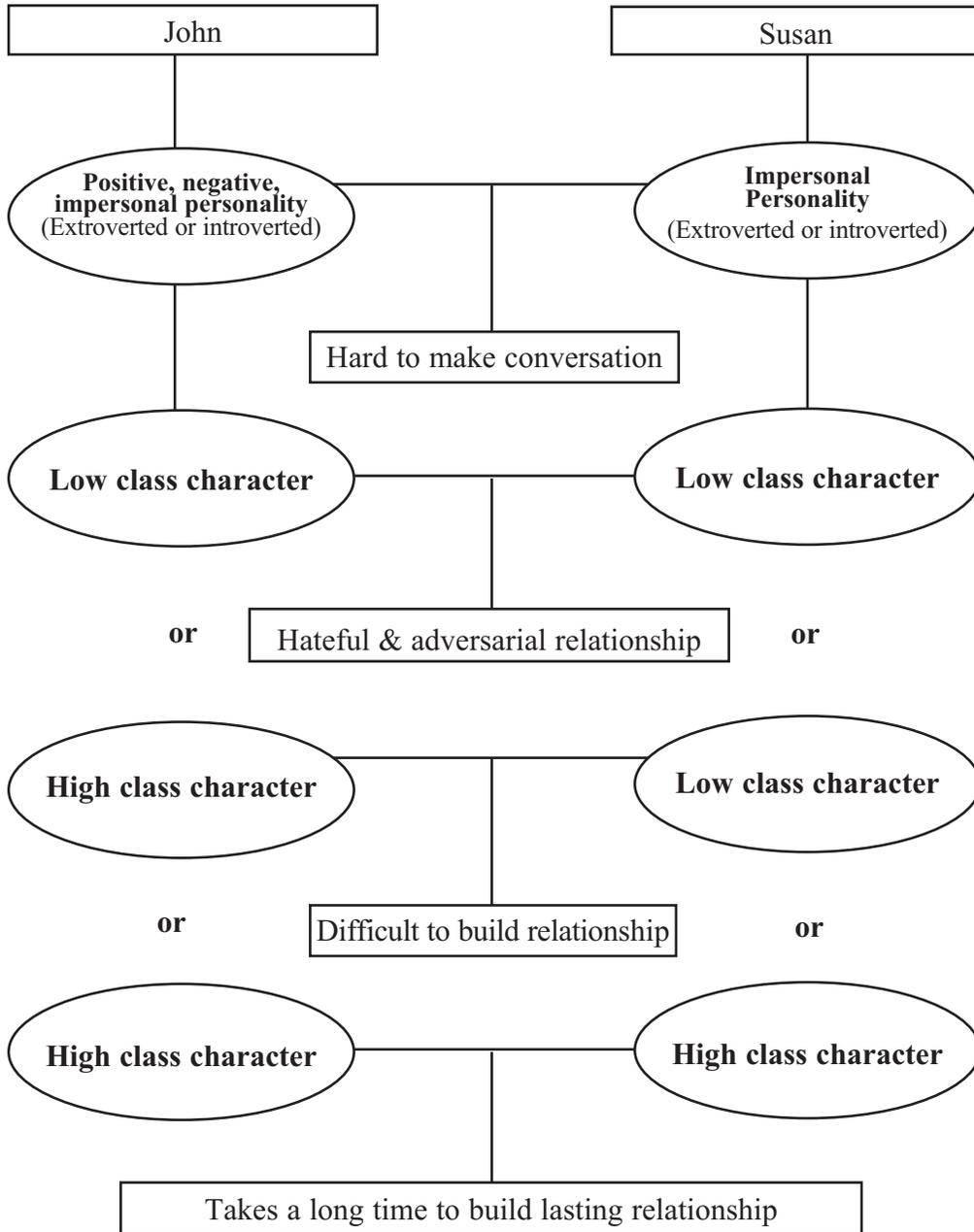
Opposing personalities and characters make for a grueling relationship. The two parties struggle to get along because one of them has negative conversational skills and unconvincing action. Though the other party has a positive personality and high-class character, he or she will find it difficult ever getting along with a person of opposing qualities.

Why do some people fight all the time?



With equally negative personalities and low-class characters, people in this relationship get off to a great start because both enjoy criticizing and mocking others. Eventually, they will conflict with each other and wind up enemies until the relationship is dissolved. Neither party can form a relationship with each other because of their incompatibility, which is the worst type of relationship to be in.

Why are some people hard to talk to?



A person with an impersonal personality has no desire; is senseless and boring; doesn't pass judgment or display anger; and is emotionally detached. No amount of time can help these personalities to ever form a relationship.

However, there is an exception to this rule. If an impersonal personality has a high-class character, he or she will eventually form a relationship with someone of equal character, regardless if she or he is positive, negative, or impersonal.

Now that you know how personality and character differences directly impact relationships, allow me to show you how to build a positive attitude so you can better form win-win relationships.

Build a Positive Mental Attitude

Attitude is everything

In relationships, attitude is more powerful than wealth, fame, education, or power. However, no one is born with a specific type of personality or character. Discipline develops and improves personality and character.

For instance, if an extroverted person with a positive personality doesn't discipline his character, he will offer you lip service when you ask him to do something ("Hey, I can do that. No problem.") but never get anything done ("Oops. I forgot. Sorry."). Also, if an introverted personality doesn't have discipline, at the very least she will be unable to properly release her feelings and emotions, keeping them all bottled up inside.

***Your attitude determines if you will
build or destroy relationships.***

On the other hand, an introverted personality with high-class character can discipline himself to become extroverted, keeping his character intact. Personality and character are made or broken based on discipline. Only you have the choice to discipline yourself to eliminate mental and moral fat, and build mental and moral fitness to have a positive personality and an outstanding character.

Please allow me to show you how to discipline yourself in developing, improving, and maintaining a positive attitude, which is made up of positive personality and character

How to Build a Positive Mental Attitude

1. Start a smile campaign with passion.

A positive attitude begins with a smile. Start a smile campaign and always smile. Once you are more positive, it will be easier for you to live your life passionately. A smile campaign starts now and continues with passion.

2. Set positive goals.

Setting positive goals produces positive thinking. Set positive goals now and pursue them.

3. Focus on the positive.

A. Think positively: You are what you think. How you act becomes your habits, and your habits are your attitude, which defines your personality and character.

B. Look positively: Look at things with three eyes, instead of two (the third eye is the eye of the mind). Always look at the bright side, instead of the dark side. Looking positively will give you positive energy.

C. Talk positively: Choose positive words when communicating with others; doing so will give you positive results.

D. Listen positively: In order to always learn positive knowledge, listen to positive things and ignore negative things.

E. Act positively: Actions speak louder than words, so act positively.

4. Exercise daily.

Anyone who wants to change his or her life for the better must change his or her body first; which will give him or her the strength to be positive. So start exercising today and exercise daily to get in shape to change your life for the better.

5. Associate with positive people.

The old saying "Monkey see, monkey do" rings true when it comes to how people act in social groups. Choose to associate with positive people. Remember that negative people are always trying to pull down everyone around them, so avoid negative people.

6. Follow the principles of life with discipline.

The principles of life are harmony, truth, and survival of the fittest. By continuing to follow these principles with discipline, you gain honesty, integrity, a strong sense of responsibility, a willingness to work with others, compassion and indomitable spirit; these things are the foundation of character. In fact, your principles will help you to determine what is truly right and wrong. Always stand up for what you believe in and fight against opposing beliefs with an open mind.

7. Always enjoy educating yourself.

Be positive in seeking knowledge and truth for self-improvement.

Review of "Make Other People Like You"

How do you make other people like you?

What two ingredients make up your attitude?

Would you like to date negative or positive people? Explain why.

How would you react to the following personalities?

Positive: _____

Negative: _____

Impersonal: _____

Describe how people think when they have the following kinds of character.

Low class: _____

Middle class: _____

High class: _____

What are the differences between low, middle, and high class conversations?

How do people with low, middle, and high class characters treat punctuality?

In what ways do people with low, middle, and high class character show appreciation?

Which of the three character types can you truly rely on? Please explain your answer.

How do some people get along with others right away and end up developing lasting relationships?

How do some people get along with others quickly but only have short-lived relationships with them?

Why can it take a long time to build a lasting relationship with someone else?

Why is difficult to develop a relationship with certain people?

Why do some people fight all the time?

Why are some people hard to talk to?

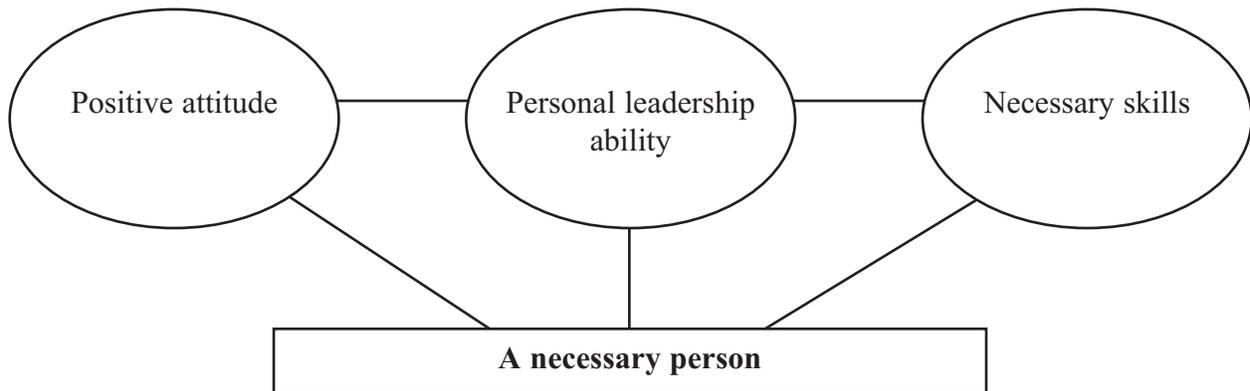
What does it take to build a positive attitude?

3. Be a Necessary Person

There are three types of people in our society: necessary, unnecessary, and invisible.

<p><u>Necessary person</u></p>	<p>People need a necessary person.</p> <p>This person has a positive attitude, personal leadership ability, and necessary skills.</p>
<p><u>Unnecessary person</u></p>	<p>Nobody needs an unnecessary person.</p> <p>On a personal level, if a person lacks the right attitude or leadership ability, he or she becomes unnecessary to other people. On a professional level, if a person lacks the right attitude or skills, he or she becomes unnecessary to their profession.</p>
<p><u>Invisible person</u></p>	<p>Nobody is interested in an invisible person.</p> <p>This person has an impersonal attitude, lacks leadership abilities, and is unskilled.</p>

Let's take a closer look at each of these types of people to better understand them.



Though having a positive attitude is necessary to building win-win relationships, that alone is not enough to make them strong. In order to strengthen your win-win relationships, you need personal leadership ability, and in some situations, even the right skills. Check out the examples below for more insight.

Choose a lifetime partner

Linda is interested in two men, Mike and Charley. Though both are incredibly attractive, positive, honest, and responsible, that's where the similarities end.

When things go as planned, Linda finds Mike and Charley a great joy to be with, but whenever an unexpected problem comes up during a date, they become completely different people. When Charley meets a problem, he doesn't know what to do; often looking confused, makes things worse, and ends up ruining the date. When Mike faces an unexpected problem, he stays cool and figures it out easily, no matter how difficult it is, making Linda very comfortable and at the same time avoiding potential catastrophe.

Now my question is who would Linda most likely end up marrying, Mike or Charley? Most likely, Linda would choose Mike because **fun alone does not help marriages stay together**. Mike would be a great personal coach and advisor when needed, and could help in any crisis. The two of them together will make life easier and successful. Though Charley is a good person, and she has lots of fun with him, he doesn't have personal leadership ability. Almost everyone would make the same choice that Linda would because everyone wants an easier, meaningful and successful life. Build your personal leadership ability so people always need you.

Hiring a New Employee

If you needed to hire a new employee in your company, **would you hire someone who is skilled or unskilled?** You would hire someone who is skilled because unskilled people waste money, time, and often jeopardize companies.

Say you needed to hire a team leader for a new department in your company, and there are three people up for the position.

First, there's Richard, **who has a good attitude, but is unskilled and lacks leadership ability.**

Then, there's Mike, **who has a good attitude and is very skilled, but lacks leadership ability.**

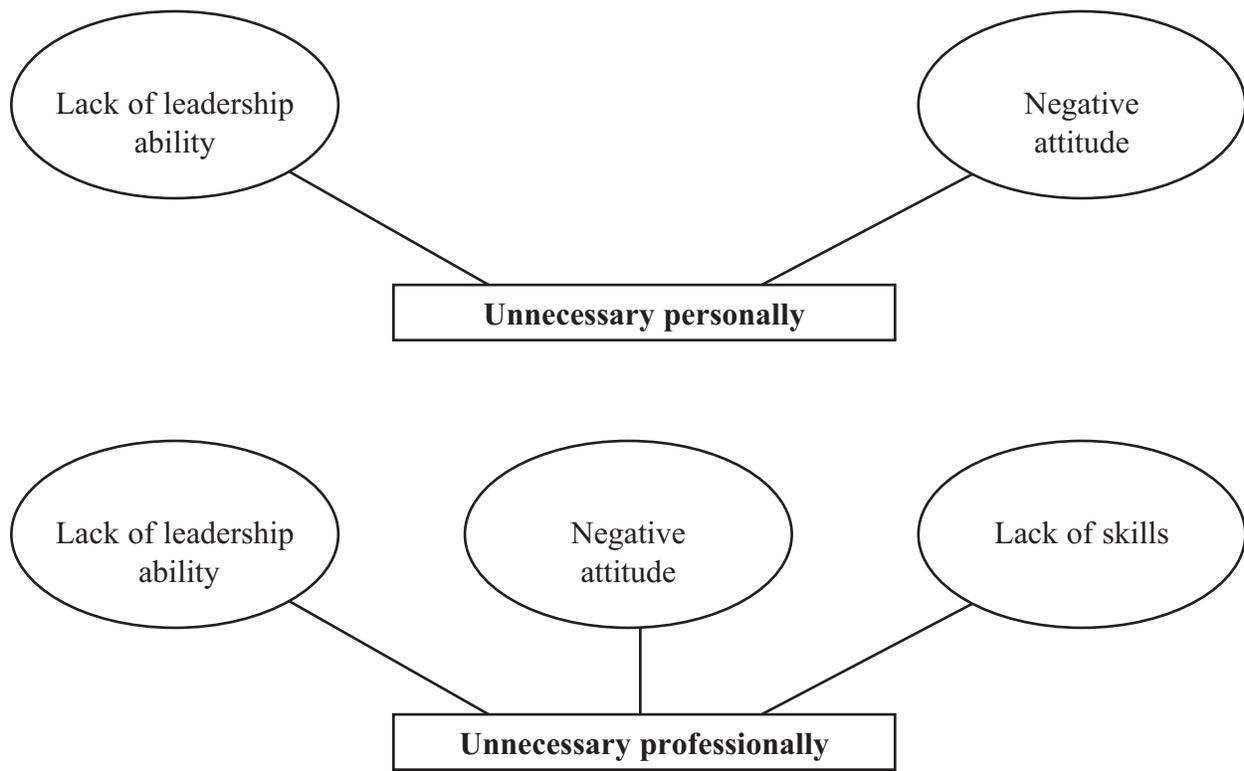
Finally, there's John, **who has a good attitude, is very skilled, and has strong personal leadership ability.**

Out of these three people, which one would you hire?

More than likely, you will hire John. If you hire Richard or Mike, your company would be thrown into chaos. Why? First off, Richard wouldn't even know what to do in this new job because he doesn't have the necessary skills. Mike has the necessary skills, but like Richard, he also lacks personal leadership. With their lack of personal leadership, both men would create lots of stress that would send the entire department spiraling in the wrong direction. When this happens, it only creates even more headaches and offers no hope for the future.

All of the previous examples illustrate that nobody likes being around an unnecessary person.

We need to be necessary people to survive and build strong relationships in the real world no matter where we are or what we do. If we want to be needed by others, our lives to be easier and our future limitless, we have to be necessary.

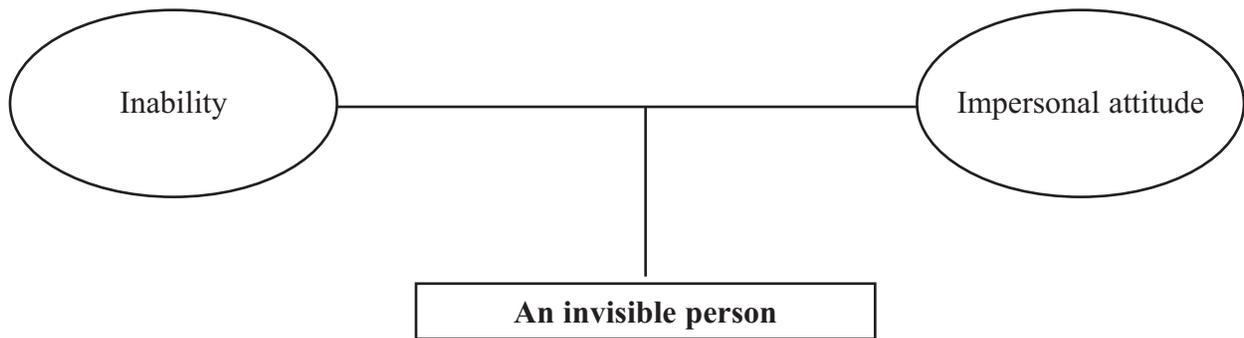


An unnecessary person is like an irreparable used car. While there are some used cars that can be repaired, others require so much work that repairs are impossible. If a used car is beyond repair, it's sent to a junkyard.

The problems we face as people are the same as used cars. Just like a used car that can be repaired, some individuals have problems, but possess the desire to change, which helps them become a better person. On the other hand, some people have deep-seated problems and no desire to change, thus junking their lives.

What kind of people are unnecessary people? Unnecessary people are typically lazy, unskilled, negative, unreliable, cowardly, ignorant, and/or dishonest.

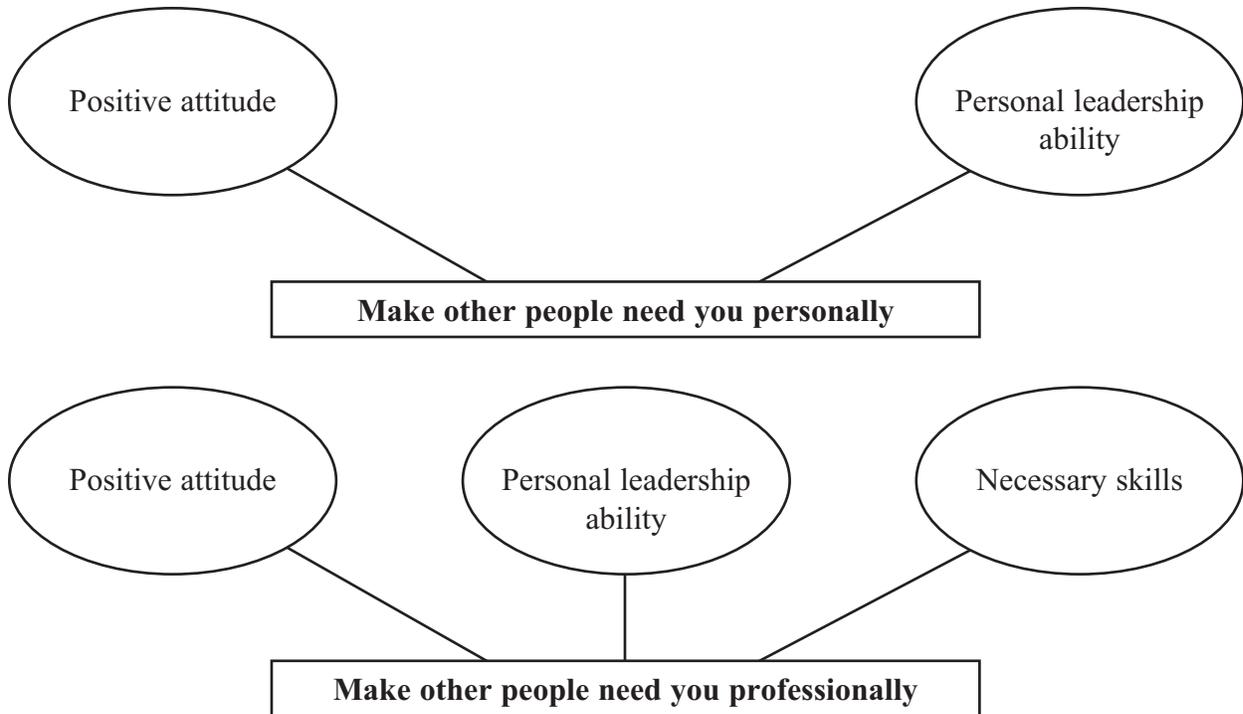
If we become unnecessary, we will fail to build good personal and professional relationships. Professionally, if we lack the skills needed for our industry or have a negative attitude, no one will like to work with or hire us. Skill alone can't build relationships, but a lack of skill can help destroy them. Personally, if we lack leadership ability or have a negative attitude, no one will want to be our friend. Being an unnecessary person will make your life miserable.



An invisible person is someone who has the capability to manage his or her own life, but chooses not to for one reason or another. This kind of person is incapable of managing his or her life without someone's help. It is because of these things that no one is interested in an invisible person.

An invisible person's inability to manage his or her life signifies a lack of leadership. Such a person does nothing but waste food, money, and time. Nobody is interested in a person who has the ability, but not the will, to help himself or herself.

How to be a Necessary Person!



Being a necessary person is important in relationships on both a personal and professional level. On a personal level, from the time you are born and young, you need your parents. As you grow older, you want and need your friends. When you are an adult, you want to get married, you need to date, or when you are sick, you need a medical doctor for treatment. On a professional level, if you have your own business, you need employees to operate it. Depending on whom you meet and how you build your relationships, your life can take many turns.

With the exception of your parents, you choose whom you want to associate with and whether to form good or bad relationships with them. However even with your parents, if you are a likeable and necessary person, you can build better relationships with them.

Attitude is the foundation of relationships, in the sense that it can help determine whether or not others like you. Personal leadership acts as attitude's tool in the sense that it helps a person lead himself or herself and eventually lead others in any relationship setting. Simply put, attitude causes others to like or not like you. Personal leadership causes others to need or not need you. When you get others to like and need you, your life becomes much more enriched.

In addition, a necessary person should always learn new skills and improve necessary skills in the workplace. By combining them with their personal leadership ability and a positive attitude, these people will earn trust and respect from others, which also makes finding a job or starting a business that much easier.

People need people. It's learning how to hone that need that makes a person a leader.

In order for you to be necessary on a personal level, you must have more than a positive attitude; you need personal leadership ability as well. On a professional level, you need to have a positive attitude, personal leadership ability, and the necessary skills for your profession. Once you become a necessary person, you will be one of the luckiest people on Earth.

To build strong win-win relationships, you must be liked and needed.

To be chosen or not is the people's choice! To be a necessary person is your choice!

Review of "Be a Necessary Person"

What is the difference between a necessary, an unnecessary, and an invisible person?

How do you make other people need you personally?

How do you make other people need you professionally?

How is personal leadership crucial to being a necessary person?

4. Develop Proper Communication Skills

Communication is the act of understanding another person through expression and listening, which counts for 99% of the kinds of relationships that are formed. Even entire nations can become best friends or bitter enemies through communication.

There are two primary ways in which we communicate:

1. **Internal or silent communication.** This form of communication is expressed through feelings and emotions. It cannot be heard, but can be felt.
2. **External communication is verbal and body language.** This form of communication also includes writing, sign language, and artistic expression, such as drawings, music, songs, or poetry.

The best way to communicate externally is to **listen sincerely** and **express yourself properly.**

Listen Sincerely

Have you ever really thought about why we have two ears, two eyes, and yet only one mouth? I believe we are blessed with two ears and two eyes for a reason: so we can be good listeners and observers. We are born to be better listeners and observers, so we can gain more knowledge and become better communicators. By sincerely listening to others, we will find out what their needs are to better understand them, thus helping to build win-win relationships.

How do you listen sincerely?

- * Give your undivided attention to whoever is talking.
- * Do not interrupt others unless absolutely necessary.
- * Instead of interrupting while someone is talking, listen and write down important points.

Express Yourself Properly

We can express ourselves properly by following CCU:

Choose the right word.

Control the tone, volume, and speed of your voice.

Use proper body language.

Choose the Right Word

One word!

One rude word can hurt someone's feelings the whole day.

One warm word can make someone feel good the whole day.

One careless word can ruin a relationship.

One caring word can build a good relationship.

One critical word can create an enemy.

One motivational word can change a person's life.

One inappropriate word can destroy a person's life.

One appropriate word can save a person's life.

Choose the right word by thinking right!

Turn an average word into a better word

Good to *excellent*

Valuable to *invaluable*

Reliable character to *honorable character*

Strong spirit to *indomitable spirit*

Beautiful to *gorgeous*

Different to *extraordinary*

The first step to expressing yourself properly is choosing the right or appropriate words based on the situation. What's the difference between right and wrong words? Consider the following examples to further understand the difference:

1. It's the Christmas holidays, and you're eager to show how much you appreciate and respect your loved ones. You decide to take the money you've saved and spend the day gift shopping for family members. On Christmas Eve, you head to your family's house to exchange gifts, and your Uncle Joe and Aunt Susan just opened their presents from you. Let's see how they react.

Uncle Joe: "This looks like crap. Where the heck did you get this sweater?"

Aunt Susan: "Wow, this is such a thoughtful gift. How did you know I needed a new waffle maker? Thank you so much!"

How would you react to Uncle Joe? How would you react to Aunt Susan? The wrong word can ruin your holiday while the right word can make it the best holiday ever.

2. Mike is attending his father's funeral, and he is very sad and tired. His two best friends, Milton and Mark, come up to him after the ceremony and offer their condolences.

Milton: "Sorry about your dad. So...how much money do you think he left for you in the will? Think you're gonna be rich?"

Mark: "I'm sorry for your loss. Your dad was a great man. If there's anything I can do, please let me know."

Milton's comments would only make Mike's grief worse or even anger him, while Mark's words would be soothing and helpful. You can really feel the difference between the right word and the wrong word in this case.

3. Two couples, Elaine & Ed and Jack & Diane, go on a double date, but the conversations are entirely different:

Ed: "Baby, you look like a total pig, and you make me sick."

Elaine: "You pig!" (Slaps Ed across the face)

Jack: "Diane, I am the luckiest man alive to be with you. You know why?"

Diane: "Why?"

Jack: "Because you aren't just beautiful outside, but inside, too."

Diane: "That's the sweetest thing anyone has ever said to me (Kisses Jack)."

Ed just ruined his evening with Elaine because of his careless choice of words while Jack just made his evening a whole lot better because he chose the right thing to say.

4. Bobby's mom and dad just saw his report card, and it was full of bad grades.

Mom: "How did I raise such a stupid little boy? What do you wanna be when you grow up, a loser?"

Dad: "Bobby, don't feel bad. Everyone has trouble in school some times. Whatever subjects you are struggling with, I will be more than happy to help you. I am always proud of you because I know you are smart, strong, and are my son."

Think for a moment. Mom's way of raising Bobby would send that child into the wrong direction. His father's way of raising him will help Bobby become a very successful individual, and make his parents very proud.

Choosing the right words is the first step to becoming a good communicator.

Control the Tone, Volume & Speed of Your Voice

In communication, using the proper tone and volume, as well as controlling the speed of your voice is just as important as choosing the right words. You may choose the right or appropriate words in a conversation with someone, but if you don't control the tone, volume, and speed of your voice, the meaning behind your words will be misinterpreted.

For example, John and Mary are on a date in a public park and John wants to show Mary how much he loves her. He thinks very carefully before saying what he wants to say. *"I love you. You complete me!"* John was so excited before this lovely statement that he couldn't control the volume, tone, and speed of his voice, sounding like he was crazy. Do you think Mary will feel good after hearing this statement? It is obvious if John yells this statement that Mary will be stunned, even run away and never talk to John again.

If John controlled his voice and made the same statement in a very soft, sincere tone, in the right speed, do you think Mary would have felt good or bad hearing this statement? Mary would feel wonderful and therefore shower him with affection because John used the right voice along with the right choice of words.

*One shift in tone can forever
shift a relationship.*

Now despite John being very tender towards her after telling her he loved her, Mary replied with "I don't like you. You're too rough," in a soft, light-hearted tone. Do you think John would hate her? Not at all. Even though she chose the wrong word, Mary controlled her tone, volume, and the speed of her voice in making what she said sound very humorous.

Remember: controlling the speed of your voice is just as important as controlling your tone and volume. If you talk too fast, what you say won't be understood at all, no matter how correct your tone of voice is. If you talk too slowly, you will bore whomever you talk to, regardless of your voice's tone or volume. So control the speed of your voice as well, depending on what you are saying and what kind of message you are trying to convey.

Controlling your voice is as important as choosing the right word. You can try acting the above scenarios out if you would like a better grasp on the importance of controlling the tone, volume, and speed of your voice.

Controlling the tone, volume, and speed of your voice can work wonders in all relationships, even between parents and children. Do you remember how you felt when you did something wrong and your father sometimes scolded you nicely in a calm tone, and other times by yelling? If you control your tone, volume, and speed of your voice when you speak, you will become a great communicator.

Use Proper Body Language

When communicating with others, it is absolutely important to use proper body language because action is always louder than words. When you meet people, you can immediately tell if they are comfortable or uncomfortable in talking to you through their body language. They can convey a range of feelings and emotions, including arrogance or modesty, without saying a word.

If you choose the right word and control the tone of your voice, but not your body language, the wrong message will be sent. For example, you could say, "I love you," to someone with angry body language (Examples of angry body language include an ugly or frowning face) or with a warm smile and convey two completely different meanings. You could even say, "I hate you," with a big smile or with angry body language and you would know the difference. Take a moment and try it so you understand what I'm saying.

*We all speak different
languages, but we all
share body language.*

Yes, body language can even be perceived from a non-visual standpoint. If you were to say, "I love you," to your girlfriend or boyfriend with an ugly face over the phone, he or she will be able to hear that face and may never want to see you again.

The best facial expression in our body language is a smile. Try smiling with me now. It's so easy. Smile when you are face-to-face with someone you love or even over the telephone.

Always choose the right words, control the tone, volume, and speed of your voice, and use proper body language to properly express yourself. However, the best way to communicate is to understand others, then get others to understand you.

Review of "Develop Proper Communication skills"

What are the two primary ways that we communicate with each other?

Why should you listen sincerely and express yourself properly to others in building win-win relationships?

CCU is the best way to express yourself properly. What does CCU stand for?

Why do you need to choose the right word in communication?

Why should you turn an average word into a better word? Please give an example.

Why is it so important that you always control the tone, volume & speed of your voice? Please give an example.

What is body language, and why is it crucial to building win-win relationships? Please give an example.

5. Embrace the Friends of Win-win Relationships

A. Understand Others

Understanding others is one of the best ways to build win-win relationships.

B. Recognize Others

By recognizing others, you recognize yourself.

C. Admire Others

Admiring others shows that you have strong self-confidence.

D. Show Appreciation

Showing appreciation reflects an outstanding character.

E. Care About Others

Caring about others builds strong bonds in win-win relationships.

F. Treat People Fairly, not Equally

We have to treat everyone fairly because everyone is different.

G. Share with Others

We must share with others in order to have successful relationships.

Make friends by embracing the friends of win-win relationships.

---Y.K.KIM---

A. Understand Others

In the Martial Arts after days, weeks, and months of training, students endure promotional testing to advance to the next belt of their respective style. Following the completion of a testing at the school, the students' families came to me complaining about the fairness of the testing. One parent in particular named Mr. Hunter* wanted to pull his child out of my school because of my testing methods. I couldn't understand why they were complaining because I knew these methods were valid. All the students did great and were very happy about the rewards of their hard work. I asked Mr. Hunter to please elaborate on his concerns. He said that he noticed one of the students made 10 attempts to break the board and barely broke it. Mr. Hunter went on to say that the student had lousy technique and couldn't understand how he earned the new belt. He finished his diatribe by accusing me of only being interested in making money from my students, not fairly advancing their belt rank saying, "Looks to me like you just sold the (new) belt."

I was crushed after I finished listening to Mr. Hunter because the student he referred to, Matthew, may have looked like a normal 12-year old boy, but he wasn't. Matthew had the mental capacity of a 3-year old, was physically challenged and had a severe learning disability. When Matthew joined the school, he couldn't stand properly. After training diligently, his learning ability and physical coordination improved incredibly. I was worried about the uproar that was being caused because I knew it would hurt his parents' feelings. Matthew's parents were very proud of him for taking Martial Arts. They saw the remarkable improvement in him since he began taking lessons. In fact, both parents and Matthew's brother knew the benefits of Martial Arts personally because they were black belts.

*Put yourself in other people's
shoes to produce
win-win relationships.*

Facing Mr. Hunter and the other angry parents, I took a deep breath and explained the purpose of testing. I told them that, as an instructor and evaluator, I knew that technique was important in

* Names have been changed.

testing but not as much as attitude. When I look at a student, I first notice their attitude, desire, and improvement because testing is not a competition in which a championship is at stake, it's a measure of individual progress. I also accounted for the fact that everybody has different levels of coordination and intelligence. I then told them about the child's disabilities and went on to say how proud I was to be teaching this brave kid. After I finished, Mr. Hunter and those around him were at a loss for words.

I think everyone learned a lesson that day: it is important to accept people for who they are.

By understanding others, people will want to be with you and you can successfully build win-win relationships.

How to understand others

Put yourself in other people's shoes. When you can see their point of view, you can easily understand others.

B. Recognize Others

When Former Director of KCIA (Korean Central Intelligence Agency), Mr. Sea Dong Chang finished his term, he was jailed three times during the terms of Presidents Tae Woo Ro and Young Sam Kim for political reasons. Although previous political victims blamed their bosses or others for their predicaments, Mr. Chang never blamed his boss, former President Doo Hwan Chun. Even when the new administration demanded that Mr. Chang be questioned about any improprieties that former President Chun might have committed, he refused to cooperate and chose to go to prison instead. Chang's sentence could have been reduced or eliminated all together if he blamed former President Chun for his problems, but Chang chose not to.

Once Chang was released from prison, a reporter questioned him about his refusal to blame former President Chun for his problems and Chang replied that he would die in prison for a man who recognizes others. He also said that former President Chun was a great leader and that he had always recognized and acknowledged him.

*Recognizing others brings
people to your side.*

President Chun always recognized Chang, from when Chang was an Army officer, to his post as Chief of Staff of the Blue House and then his position as the Director of the KCIA. Chun recognized Chang as a great soldier, someone he liked and could trust, and that he (Chun) was the luckiest person to have Chang. Mr. Chang's personal sacrifice is something we can all learn from.

If you always recognize others as unique and important, you will win them over. By recognizing others, you can motivate, encourage, and energize them. Recognition is the real power behind building win-win relationships.

How to recognize others

* Find other people's strong points, positive qualities, and good characteristics, and recognize them for these things.

* If you see or hear that someone you know has improved in some way (for example, a new haircut, a new job, even a new outfit), make sure you take a moment to recognize him or her for this improvement personally. Just a short phrase of recognition can make anyone feel great all day.

* Remembering names is a powerful way to recognize others. Always remember someone's name after you meet him or her the first time. When you meet them again and you are able to call them by name, they will recognize you and be your friend. The best way you can remember someone's name is to ask questions about his or her family, job, or hobbies.

C. Admire Others

When I was younger, I remembered a day when my neighbors watched me practice my kicks. Some of them said my legs were as flexible as an octopus's tentacles. I was so motivated and energized by this compliment that I felt like I could kick all day long and never get tired. I began having more confidence in myself, which motivated me to do more stretching exercises to increase my flexibility. I have this same attitude when I teach the Martial Arts. I tell all of my students, young and old, that they have improved their techniques to build their self-confidence. Admiration is incredibly powerful.

*Showing admiration
cements loyalty.*

By admiring others you not only demonstrate your self-confidence, intelligence, and personal leadership ability, you admire yourself. Also, by admiring others, you motivate and encourage people to enhance their performances.

When you admire others, they will admire you back, building win-win relationships in the process.

How to admire others

- * Show admiration towards other when you've seen them do good things or if they have improved in something.
- * Compliment people on their positive qualities.
- * Say at least one nice thing to everyone you meet.

D. Show Appreciation

Imagine if two of your friends bought new houses, and both needed your help to paint them within the span of a week. The first weekend you woke up at 5 a.m. and prepared to help your friend paint his new house. You worked with him until 7 p.m. that night. Upon finishing the job, your friend took you out to a nice restaurant for dinner. He showed real appreciation for your help and offered to help you if you ever needed assistance with something. This made you very happy, as you were able to go home and sleep peacefully.

Show the attitude of gratitude. People will want to be your friend.

The next weekend, you did the same thing for your other friend. You used your own paints, time, and sweat all day and night to help him paint his house. After finishing, your friend's attitude was very nonchalant, like he expected this kind of favor, telling you he would see you tomorrow. You went home feeling empty and used.

Both of your friends have the same talents and skills, but if you had to choose a new partner for your business or home project, whom would you choose? _____

Showing appreciation demonstrates that you have great character, which helps build win-win relationships. Always show appreciation when others treat you well.

How to show appreciation

- * Say thank you.
- * Give a gift to the person you want to appreciate. The gift doesn't have to be big or expensive, but it must come from the heart.
- * Show the attitude of gratitude when someone does something nice for you, even if it was something small.

E. Care about Others

What goes around, comes around. If you don't care about others, no one will care about you; but, if you care about others, they will do the same to you. The bottom line is that we should care for others.

There may be no greater example of a person that cared deeply about others than Mother Teresa, who was known all over the world for her concern, love, and compassion for the human race. She spent her entire life caring about others, helping millions of unfortunate people worldwide and touching their hearts. The whole world cared about Mother Teresa because she cared about them. In fact, she won the Nobel Peace Prize.

Caring about others fortifies relationships.

What we can learn from her example is that if you care about others, they will care about you. Doing so is one of the best ways to build win-win relationships. Start caring about your family, friends, co-workers, and even your neighbors. Care about them, and they will care about you.

How to care about others

Invest your time, energy, heart, experience, and if you have it, wealth, to help and care about others.

F. Treat People Fairly, not Equally

Even though we all have equal opportunity and civil rights, being treated fairly is more important than being treated equally. Let me explain why with the following example.

Bobby and his classmates are in a 100-meter race. Bobby has one leg while everyone else has two. Therefore, it's important that we treat Bobby fairly in his race against his classmates. Perhaps Bobby can have a 90-meter head start in the race, accounting for his handicap.

Despite our differences (beliefs, level of education, cultures, religions, strengths, level of speech, etc.) we should always strive to treat people fairly, not equally. Not everyone is at your level in whatever you do, and you may not be at someone else's level. If you don't care about treating others fairly, then you will have nothing but trouble in your relationships. By treating people fairly, you will build win-win relationships.

*Treat people justly,
not evenly.*

How to treat people fairly, not equally

It's important always to be flexible to make sure everyone is treated fairly, but at the same time, be strict to prevent unfairness.

G. Share with Others

People love those who are generous towards them because such generosity makes people feel respected, recognized, and cared for; win-win relationships are built because of sharing. You show that you are a successful, confident, caring, a respectful individual, and a leader when you share with others. Sharing isn't just about giving money, clothes, and/or food. You should share your knowledge, experience, time, strength, and heart.

*Sharing is an investment
in the bank of friendship.*

How to share with others

Make a habit out of being selfless by always taking the time out to share your knowledge, experience, time, energy, heart, and wealth (if you have that) with others.

Review of "Embrace the Friends of Win-win Relationships"

Why is understanding others critical in building win-win relationships?

What is the best way to understand others?

Why is recognizing others so important in win-win relationships?

What is the best way to recognize others?

What impact does admiring others have on win-win relationships?

How can you admire other people?

Why is showing an attitude of gratitude towards others so important in win-win relationships?

How do you show an attitude of gratitude?

Why should you care about others in win-win relationships?

How do you show that you care about others?

Why should you treat people fairly, not equally?

What would you share with others in order to build win-win relationships?

6. Avoid the Enemies of Win-win Relationships

A. Criticizing Others

Criticism can create enemies.

B. Arguing with Others

Winning arguments means losing friends.

C. Discouraging Others

Discouragement destroys relationships.

D. Being Arrogant towards Others

Nobody likes arrogant people.

E. Being Negative towards Others

No one likes dealing with negative people.

F. Being Selfish towards Others

Nobody is interested in selfish people.

G. Lying to Others

Everybody avoids a liar.

Avoid these enemies to build win-win relationships.

---Y.K.KIM---

A. Criticizing Others

How do you feel when other people criticize you? Horrible; criticism is the worst thing that anyone receives in a relationship. For instance, if you told an overweight person he looked like a pig, how would he react? He probably would give you an earful of abuse or a punch in the face. Why? Nobody likes criticism because of its potential to humiliate and hurt others. If you want to build good relationships, don't criticize people.

*Criticizing others is the best
way to destroy relationships*

However, there are times when we all must offer constructive criticism in order to help someone correct a weak point. In fact, there are times that we recognize a weak point in a person, and we offer constructive criticism because we care about him. When you are criticizing someone to prevent him or her from doing something bad or wrong, that is also considered constructive criticism. Because of criticism's power to embarrass and humiliate people, the person you criticize will think twice about doing something that might be harmful or wrong.

Calling an overweight person a pig is an example of destructive criticism. This type of criticism only serves to hurt others and annihilate relationships. Many times, destructive criticism comes from a person who is only looking to excuse him or herself as a defensive measure, or from someone that seeks revenge.

Let's take a look at the contrasts between constructive and destructive criticism:

Mike is a terrible shot on his school's basketball team. Here are two ways his coach can remedy the situation:

Constructive criticism: "Mike, you have a great arm but your aim needs a little work. If you flick your wrist as you throw the ball, your shots should be more accurate."

Destructive criticism: "Mike, you are a terrible shot. You are so bad you shouldn't even be on the court."

How to handle criticism

There are several ways that we normally react to criticism. We get angry, embarrassed, or argumentative, and even become vengeful towards these critics for their harsh words. Sometimes we feel defeated, allowing these criticisms to fill our hearts and minds with self-doubt. All of these reactions hurt us.

When you hear criticism or discouragement, take a couple of deep breaths. As you listen to these words, determine if the criticism is constructive or destructive. If constructive, take the criticism to heart and use it as advice for self-improvement. In fact, we all need to discipline the way we handle and accept constructive criticism from a self-improvement standpoint. If destructive, ignore it or just laugh it away. By doing these things, you can become a leader.

How to constructively criticize others without hurting their feelings

When criticizing constructively, you must do so by first admiring someone and then informing him or her of the mistake. Most of us can handle criticism easier when we are admired by our critics. Another useful method in constructive criticism is informing the guilty party that you've made the same kind of mistake. This approach helps the guilty party handle criticism more easily.

Special note

Remember that criticism can be a source of mental cancer (destructive) or the best cure for correcting or improving a problem (constructive).

B. Arguing with Others

All of us think winning an argument is important and often necessary. I speak from experience when I say that arguing with others is a bad thing.

As a kid, I used to be pretty proud of myself whenever I won an argument with a friend. In those days, I was confident in my arguing abilities. My need to be always right came back to haunt me one day when my teacher caught one of my classmates, Park, and I fighting.

"What happened?" my teacher asked me.

"I did nothing wrong at all," I replied.

"I didn't do anything, either," Park answered.

"You're a liar!"

"Just tell me what happened," my teacher replied calmly.

"Park took my pen and threw it away. When I asked him for my pen back, he claimed he never touched it. I have witnesses who will say the same thing." I pointed to Lee, my classmate and friend, "He saw everything."

"Lee, please come over here," the teacher said. Lee walked over to the three of us. "Did you see what happened between these two boys?"

"No. I didn't see or hear anything."

"You're a liar too, Lee!" I shouted. "You saw everything! I know you did."

"I know I'm not lying. I saw nothing."

I was shocked when I heard him lie to the teacher. I knew I did nothing wrong to Park, but Lee lied to the teacher to get me in big trouble and hurt my feelings. I later found out he lied because I would always win in our arguments. By lying on purpose, he avenged my behavior.

I realized that though I've won arguments over the years, I've lost friends and actually hurt myself. I learned a hard lesson that day in school: never deliberately argue with people again. If I ever did have to argue, I would stop the discussion without hurting anybody's feelings.

In reality, most of us argue because we want to show how right we are, and how wrong someone else is. This kind of self-righteous

*Win the friendship by
losing the argument.*

behavior reflects an "I'm smart, you're dumb," attitude on behalf of both parties. It's hard to deny that whenever any of us starts an argument, we don't want to give up or concede because we feel that we will lose our honor or pride. The harsh reality of arguing is that everybody walks away a loser.

How to avoid arguments

Do not tell facts, truths, or lies to avoid arguing with others, unless it is totally necessary. Why?

✳ **If you provide facts**, you make yourself out to be smart while the other person feels stupid.

✳ **If you tell the truth**, you make yourself out to be righteous while the other person is made to look like a bad guy.

✳ **Don't lie** or agree with a wrong or untruth because then you will be a liar.

However, if the other person is going to do something that can potentially harm himself and others, then argue with him so you can help him. Otherwise, as long as you don't tell facts, truths, or lies in an argument with others, you will keep your relationships intact.

The best solution for avoiding arguments is trying to understand others by putting yourself in their shoes. If you do this, you will see why arguing is pointless. When you act selflessly, you can avoid confrontation. For example, if you make a mistake, acknowledge it and don't argue about it. Admitting that the other person is right prevents the potential destruction of a good relationship and helps to build a better one.

Exception!

Keep in mind that we have a reasonable right to argue in situations that require us to defend ourselves such as political debates, court arguments, or even during a law-enforcement investigation. In cases like these only, we should argue to win.

C. Discouraging Others

When you hear the following, how do these words make you feel?

"That's a stupid idea. It'll never work."

"You'll never amount to anything."

"Don't even try it. You'll just fail again."

"You are useless. Who would want to hire you?"

"You can't do anything right. You're an idiot."

"You are such a loser."

Much like criticism, discouraging words destroy good relationships, inflict depression, can entirely crush desire, and cause others to be equally discouraging. There may come a time when you need encouragement, but if you have discouraged others, discouragement is what you will receive in return; everyone hates discouragement. In fact, the acid of discouraging words can melt away the strongest bonds. Unfortunately some people have a habit of discouraging others, no matter what. Therefore, avoid being discouraging.

However, discouragement can be good for us at times. If you are contemplating a bad idea or personal move, or struggling with some sort of self-destructive behavior, discouraging words can help stop you from making a bad choice. In fact, discouragement can reflect a genuine caring attitude.

How to handle and avoid discouragement

* Don't discourage others. If you wish to help them without making them feel discouraged, use proper communication.

* Ignore people who discourage you.

* Know the difference between encouragement and discouragement. If what you hear is discouraging, say, "Thank you," for their concern and laugh, shout it out when you are by yourself, or ignore it. If what you hear is encouraging, say, "Thank you," for such valuable advice and use it.

* Don't bring other people's weak points to their attention unless it will help them. If someone close to you is doing something wrong, tell that person.

* If you have a great idea or goal, don't tell your idea to someone you know that will discourage you. (Usually family members discourage you more than anyone else because your family worries about risks or knows your strengths and weaknesses).

* Don't ask discouraging questions like, "What's wrong with this idea?"

How to go from being discouraging to encouraging

Build self-confidence so you encourage yourself and always encourage others.

D. Being Arrogant towards Others

What are the differences between respectable and arrogant people?

Respectable people have high self-esteem, confidence, intelligence, and they respect and recognize others.

Arrogant people lack self-confidence, have low self-esteem, are ignorant and disrespectful of others.

Arrogant people reflect an "I'm smart, you're dumb;" "I'm rich, you're poor;" "I'm strong, you're weak," "I'm beautiful, you're ugly," or "I'm better than you are" attitude, which shows how rude and ignorant they are towards other people. When they aren't ignoring others, arrogant people intimidate and order others around, making them feel like servants. What goes around, comes around. Remember: if you ignore others, you will be ignored too.

There may come a day when you really need that person you ignored previously, and he or she will turn his or her back on you. Consider that the person you once ignored may surpass you in power, wealth or fame, and because of your arrogance, you no longer remain in that person's favor. Your arrogance will become your loss. Therefore, don't dig your own grave by ignoring others.

How to handle arrogant people

Don't let arrogant people get to you. Avoid them if you can, but if you can't, just take what they give you at the moment and laugh away the way they made you feel. Just think of arrogant people as dog poop. Don't be afraid of it, but avoid it.

How to change from being arrogant to being respectable

Build self-confidence by loving yourself unconditionally.

E. Being Negative towards Others

Negative people are full of excuses, and are envious and hateful toward others. They resent everyone, always blaming others when something has gone wrong. Negative people drag everyone down by not only criticizing others, *but by being bad mouths, and complaining for the sake of complaining*, all of which make others feel insignificant and make it impossible for anyone to accomplish anything. The reason for their behavior and attitude is that negative people are insecure and are full of self-doubt. Remember that negativity poisons your body, your mind, and your relationships so avoid being negative.

How to handle bad mouths

When situations arise in which you can't avoid a bad mouth, listen to their words but don't mind them. Instead, thank them for the information so that he or she will think highly of you.

How to handle complainers

If people complain to you, be polite and listen until they are finished. Once they have finished, most likely they will feel better because they have nothing left to complain about. It is possible that their complaints could have some sort of merit, making it sometimes necessary to complain to improve something or fix a problem.

How to turn the negative into the positive

Love yourself unconditionally and focus on positive things. You will become a very positive person, and you can build win-win relationships.

Special note

When listening to a bad mouth or a complainer, it's important to determine if what they are saying is negative in the sense that it's a personal attack, or in the sense that it is information that is protective for personal and business reasons, or for decisions involving some form of improvement. A good or bad decision should not be made without having all the correct information.

F. Being Selfish towards Others

Some people only think of themselves, reflecting an attitude and exhibiting behavior that always screams 'me, me, me!' Their thought processes is always the same:

**"I win, you lose."
"Mine is mine, and yours is mine."**

Relationships are constructed through dualism, not individualism. Therefore, selfishness goes against one of the basic principles of relationships and is just another way to make people feel bad.

It's important to know the difference between loving yourself and being selfish; we love ourselves by taking care of ourselves. In other words, taking care of yourself isn't selfish because loving yourself is not only good for you, but for others too. On the other hand, selfish behavior is bad and unfair. Nobody likes associating with selfish people because of their "I win, you lose" mentality. Never be selfish.

How to handle selfish people

The first thing you should do is try to ignore selfish people or avoid them all together. However, if you are put into a situation where you have to deal with a selfish person, then be generous to them regardless of their behavior. If you continually show a selfish person generosity, then most of the time he will eventually become generous.

How to transform from being selfish to being generous

Change your thinking, which is the seed of selfishness, by being generous. When you think and act with generosity, you will become generous instead of selfish.

G. Lying to Others

Can you trust liars? Absolutely not. However, if you don't know the difference between bad lying (against the truth) and good lying (following what is right), you won't know how to properly build win-win relationships.

Bad Lying (Against the truth)

Joe is at a jewelry store, looking for diamonds. The owner, Bill, takes one look at Joe and thinks, "I can easily sucker this guy." Bill marks up \$600 worth of diamonds to \$5,000 but tells Joe, "These diamonds are worth \$5,000, but I'm gonna do something special for you. For today, and today only, I will sell them to you for only \$3,000." Joe, thinking that this was a great deal, purchased them right away.

Bill smiled, thinking that he had successfully swindled another customer. Joe gets home and tells his friend, Mitch, about the sweet deal he got at Bill's jewelry store, getting \$5,000 in diamonds for just \$3,000. Mitch replies, "How is that possible? It sounds too good to be true. Maybe, you should have those diamonds independently appraised." Taking Mitch's advice, Joe goes to another jeweler to have the diamonds appraised and discovers the truth; that the diamonds were worth only \$600. Bill made two mistakes. First, he mistook Joe's niceness for gullibility. Second, Bill had no idea that Joe was actually incredibly influential in their town.

Once he found out that the diamonds were worth only \$600, Joe told all of his equally influential friends about the fraud, and those friends told their friends and so on.

Why is what Bill did considered bad lying? First, Bill's dishonest act hurts the customer. Second, it hurt the reputation of the jewelry store. The store becomes known for its unethical sales practices, receives bad press, eventually gets shut down, and the jeweler could go to jail for fraud. If Bill were honest with his customer and not interested in making a quick buck, he could have had hundreds of thousands of dollars in new business but instead he destroyed potential relationships.

Good Lying

(Following what is right)

Honesty is the best policy in building win-win relationships. However, true honesty isn't about telling the facts; it's actually about following what is right.

For example, one day your two good friends, Johnny and Mike became angry at each other, venting their frustrations at you in separate conversations. Johnny said some negative things about Mike and vice versa. Both are disappointed with each other. Their relationship--either its continuation or demise--comes down to how you react to the situation.

* Tell each of them what the other said (the facts) and they likely would get into a fight, ending their friendship.

If you tell them the facts, you will be a loser. Why? You made your friends fight and destroy their relationship.

* Tell Mike and Johnny that you are surprised about how well they get along, and how each speaks highly of the other (Good lie, because it follows what is right). More than likely, when the men hear these complimentary remarks, they will build a good relationship. When they find out the facts later, Mike and Johnny should handle them well because they won't be angry at each other. If you use wisdom, you are a leader. Why? Because you united them.

Leaders follow the truth to save friendships and unite people; they don't tell the facts. Only a loser would allow a friendship to be destroyed and let others get hurt in the process.

If you have made the mistake of telling the facts when you weren't supposed to, that's ok. We can't change the past, but we definitely can improve the future. Follow the truth; don't always follow the facts.

Fact VS Truth

(Being honest versus following what is right)

You have a choice between buying a shirt for the same price at two different stores: ABC Buy and XYZ Buy.

ABC Buy: George, one of their salespersons says, "Hello," to you when you walk in and asks how you are feeling. You say you're feeling well and ask the same question of George. He responds with, "I feel terrible," in a weary voice, treating you rudely, and not caring if you make a purchase.

This person reveals information that will discourage other people proving he can't control himself. Physically, this person is an adult but mentally, is as mature as a 6-year old.

XYZ Buy: Mike, one of their salespersons, greets you with, "Hello, how may I help you?" but when you ask the salesperson how he feels, the salesperson says, "I feel wonderful," and is very kind to you, assisting with all of your shopping needs.

This person is a leader and encourages other people.

What makes this situation unique is that both salespeople started the day by having a big fight with their spouse, and they came to work feeling angry and disappointed. The differences in their attitudes were like night and day. George, the ABC Buy salesperson, told you how he was actually feeling, while Mike, the XYZ Buy salesperson, didn't tell you all of the facts ("white lie" or "good lying") and controlled his emotions; Mike followed what was right.

Which store would you shop regularly at? The ABC Buy salesperson would potentially destroy many good relationships with customers and might cause the store to close. The XYZ Buy's salesperson didn't tell the facts, using wisdom instead, which would help build win-win relationships with customers. Eventually, they will have to expand the store.

We should rid our minds of any negative impressions that may result from misunderstanding these scenarios. Also, we should not confuse following what is right with fact. Always remember: honesty and integrity are the best and only policies to follow when building win-win relationships.

Be a Leader, Not a Liar with Multiple Faces

When you control your emotions, you can build win-win relationships, but if you can't, you will destroy them; controlling your emotions follows the truth. How do you control them? You have to put on multiple faces to maintain a positive self-image in order to build win-win relationships. To this end, you should try to have at least the following five different faces that you can control under any circumstance--all based on honesty and integrity, of course.

Be an Actor, Not an Audience

The following are five faces you can put on to maintain a positive self-image and build win-win relationships:

Smiling Face

You are in the Miss America contest, and you discover that a fellow contestant hates you, which angers you. If you lose control of your feelings and show an angry face during the competition, you will lose, disappointing the state that you represent. If you control your emotions and compete with a smiling face, you will have a chance to win. You lied about your true feelings, but because you controlled your emotions, you are not a liar. You are truly a good leader. (Babies or little children cannot control their emotions because they don't have the strength to do so.) If you want to build win-win relationships, control your emotions and start a smile campaign right now.

Sympathetic Face

You just won a million dollars in the lottery, and your wife just delivered a healthy baby; you feel wonderful. However, your happiness is soon tempered when you discover that your best friend's wife died on the same day in a tragic car accident. If you don't control your happiness at the hospital, you will inappropriately show a smiling, excited face as you talk about your good fortune at the hospital; which could destroy years of friendship. However, if you control your feelings and show a sympathetic face while sharing your friend's sadness, you will preserve your long relationship.

Sincere Face

Just before you are about to go in for an interview for a million-dollar job, your girlfriend calls you and breaks up with you. If you don't control your feelings, you will show a hateful, ugly face at the upcoming interview and not get the job. If you control your feelings and show a sincere face, you will present yourself professionally and have a solid chance of winning the position and even a new love later on.

Brave Face

You are the Commander-in-Chief of NATO forces during a war against terrorist groups when you receive some terrible news in an e-mail: a car killed your beloved puppy dog last week. The news leaves you terribly depressed. If you can't control your feelings and proceed to show a face of depression, your demeanor could lower troop morale and you could lose a battle, even lose the war. If you control your emotions and show a brave face, you will have a strong chance at winning the war.

Positive Face

It's a normal day for you and anything is possible. If you want to cry, please go ahead. If you want to be angry, get angry and yell. If you want to laugh, please laugh as loud as you can. If you desire to be quiet, do so. Whatever you feel like doing, please do. There is one condition: please show your emotions in isolation, whether it's in your car, house, the park, or office.

After you release your frustration, you will feel positive and energetic. You will also feel good that you didn't bother anybody. Most people will be comfortable around you if you are positive and energetic. If you can manage to be this way, you can open anyone's heart and build win-win relationships.

Review of "Avoid the Enemies of Win-win Relationships"

What is the difference between constructive and destructive criticism?

Why should you not criticize others?

How should you handle criticism?

How can you criticize others without hurting their feelings?

Normally, why should you never try to win an argument with a friend?

Why is telling the truth, facts, or lies dangerous in an argument?

When is it necessary to win an argument?

How can discouragement be good for you?

Why should you not discourage others?

How should you handle discouragement?

Why should you not be arrogant towards others?

How should you handle arrogant people?

How can you tell if someone is negative?

How can you turn negative into positive?

Why should you not be selfish?

How should you handle selfish people?

How do you transform yourself from being selfish to being generous?

What is the difference between a good lie and a bad lie?

Why is it better to follow the truth instead of following just the facts?

How does controlling your emotions follow what is right?

7. Strengthen Your Special Relationships

We all have two different special relationships in our lives: familial and non-familial.

Familial relationships are those relationships we have with our parents, siblings, spouse, children and other members of our family.

Non-familial relationships are those relationships we have with our girlfriend or boyfriend, friends, co-workers, teachers, etc.

Our lives begin in a familial relationship. As babies, we need protection and nurturing from our parents. As we get older, we attend school and begin our non-familial relationships by making friends. Later on, some of us develop a need for a lifetime companion and then, perhaps, children--all of whom bring us back full-circle to familial relationships.

Among all relationships we form, the most important one is that of husband and wife. No other relationship is as legally or morally binding as the association between a husband and wife, making this the most important relationship, especially because marriage is the foundation of familial relationships. So, without question, your lifetime partner is the closest and most-needed person on Earth.

Because our relationships aren't set in stone, we must learn how to form relationships the right way so they become special and unique over time.

Build the Four Special Relationships

1.) Special Relationship with Your Parents

Big trees have big roots.

2.) Special Relationship with Your Spouse

The closest and most important person to you is your spouse.

3.) Special Relationship with Your Children

Your children are a reflection of you and your hope for the future.

4.) Special Relationship with Your Best Friends

You are the luckiest person in the world if you have best friends.

1.) Special Relationship with Parents

"A Big Tree has Big Roots"

Can a tree survive without its roots? No tree can survive without roots because they provide nourishment, stability, and support. For example, a big tree needs big roots to stand firm in storms and other types of severe weather. Without big roots, it could fall down when subjected to hurricane-force winds. Much like a tree needs roots to live, we need good role models to survive. Good role models provide us guidance and support, among other things.

I learned a lot about role models one evening while watching the Late Show with David Letterman on NBC. Letterman was interviewing a young African-American boxer, and he asked the boxer if he thought his coach was good. The young man told Letterman that his coach was great, and that he was like a brother to him. Letterman then jokingly asked the young man if his manager took his money. The boxer replied that the manager was like a father to him, and that Letterman shouldn't make jokes about their relationship. It was at that point of the interview that this young man got all of my attention. I finished watching the interview and went to bed, impressed by this young man's attitude. Because I believed this boxer was a good role model for young children, I instantly became a fan of his and never missed one of his matches. Then, one day on November 22nd, 1986, he beat the world heavyweight champion and became the world's youngest heavyweight boxing champion in history at the age of 20. That boxer was Mike Tyson.

*Never cut your roots.
You always need them.*

Just like that, Mr. Tyson became rich and famous. This made me so proud because I felt the right guy had become a hero to millions. His rags-to-riches story played out like a Hollywood movie. Here was a guy who went from being a street thug to being the world heavyweight boxing champion. Wow!

Enamored with the young man, I told my students that Mike Tyson wasn't just a champion in the ring, but also a champion in life. I implored my students to learn from his attitude. I was, in my own little world, a public relations man for Tyson. However, that would soon change.

One day while watching TV, I was shocked to discover something was not quite right about my young role model. A reporter asked Tyson what happened to his coach, and he replied that he had fired him. Tyson went on to say that he could win without his coach and that he didn't need him. I was stunned.

Not long afterwards, Tyson was questioned at a news conference if he were going to fight Lennox Lewis and dedicate the fight to his manager. Tyson said he would not fight Lennox Lewis for his manager. He and his manager parted ways after that. This latest revelation perplexed me. I didn't know what happened to Tyson's previous attitude toward his coaches and managers. Needless to say, I was disappointed. With this latest turn of events, how could I continue to tell my students to learn from Mike Tyson's example?

After turning his back on his manager and coach, Tyson went to Japan in 1990 to defend his titles against then unknown boxer Buster Douglas and lost by knock-out. Laid out on the ring mat, he lost his title and his honor, disgracing himself by losing to an unheard of fighter.

Your roots define who you are. Always care for them.

His life unraveled from there. In 1992, Tyson was imprisoned for raping a former beauty contestant, Desiree Washington, spending nearly three years behind bars.

Tyson's loss to Douglas and subsequent imprisonment left me in disbelief. Mike Tyson totally forgot where he came from and had cut his roots, leading to his downfall.

If there is one thing we can learn from Mike Tyson, it's that we can't cut our roots.

I came upon a similar story in Orlando. One day, a headline in my local newspaper, *The Orlando Sentinel*, was rather appalling and made me reflect a moment. The headline said a son from a rich, famous and politically powerful family was taking his father and brother to court.

The son, an attorney, brought his father and brother to court out of anger, pride, and greed. Because of the son's testimony, the father and brother were imprisoned, destroying the family's relationship. Several years later, I received more disturbing news when the son who had forced the break-up of his family committed suicide.

Apparently, he didn't realize he cut his roots when he cut himself loose from his family.

We can learn a lot about the importance of roots and maintaining them for survival from how this man prosecuted and convicted his own father and brother out of anger, personal greed, and pride; and later took his own life.

Consider what happened to the son who imprisoned his own father and brother, and later took his own life. Note how different Tyson is from Michael Jordan. Remember how Jordan stood up to the Bulls management and informed them he would not return for another season unless they re-signed Phil Jackson? Jordan did not cut his roots with his coach, who was a good role model to Jordan and his teammates. Jordan's decision prompted Chicago management to re-sign Jackson as head coach, and the Bulls went on to win their sixth NBA title. On the other hand, look at what happened to Tyson when he cut his roots. Without his manager, he was directionless and suffered the consequences, losing his world heavyweight title.

Anybody who cuts his roots commits suicide.

Both Jordan and Tyson were rich and powerful, but their lives went in totally different directions because of the way each chose to handle his roots.

All of our first roots in life lead to our parents. They're also our best role models. I've never seen rich and famous people who have turned against their parents, continue being happy. I certainly don't consider them to be successful for doing so.

Your parents are your parents, good or bad, rich or poor. Even if they abandon you or turn to crime, your parents are still your parents. You may hate what they did, but never hate them. If you hate your parents, you only hurt yourself in the long run. Hating your parents is akin to having a time bomb or poison in your body. You can never be truly happy when you hate your parents.

Please understand, I'm not asking you to condone or copy a parent's bad actions. What I'm asking is for you to utilize the gift of forgiveness to forgive them for their wrongs, and love them for who they are. By forgiving your parents, you might be able to help them stop their improper behavior and set them on the right path.

To reiterate what I said before, I have never seen anybody who turned against his or her parents live a good life. Like it or not, our

roots are our parents. If we cut our roots, we commit suicide. Take care of them.

You always need to remember your parents' good qualities so you appreciate and love your parents even more.

These are the 3 things I like about my parents:

1. They are loyal.
2. They are caring.
3. They have an indomitable spirit.

Please list the 3 things you like about your parents:

1.
2.
3.

2.) Special Relationship with Your Spouse

The closest and most important person to you is your spouse.

*** Find the Right Person to Marry**

A healthy and wise person is the best choice.

*** Maintain Marital Happiness**

The principles of win-win relationships are the keys to marital happiness.

*** Practice the Seven Ways of Having a Great Marriage**

These seven ways will help to forge long lasting marriages.

Find the right person to marry

1. Never marry someone only for money, fame, or power.

If you do, you will become either a prisoner or a gold digger. Remember money, fame, or power can't buy happiness.

2. Avoid marrying someone who is lazy or has a negative attitude.

These kinds of attributes indicate a negative personality or bad character, which will stress you out and lead you to a life of sickness and unhappiness.

3. Refuse to marry a person who is unable to manage his or her life.

(Not referring to a physically or mentally challenged person).

If you do, you will become a babysitter for life.

4. Don't just use external beauty as a guide in marrying someone.

If you date someone because of his or her external beauty, a short-term relationship is okay. If you marry someone for only his or her external beauty, you are asking for trouble.

5. Think deeply before marrying someone just out of love.

Although love is essential for marriage, a couple must have more than that to maintain a long-term commitment. Some people are blinded by love, overlooking what the other person is like on the inside. Obviously, don't marry a person that you don't truly love.

6. Marry a person who can offer you personal power, a positive attitude, and love.

You will have a happy relationship for life.

7. Marry someone who shares the same interests, hobbies, values, goals, and beliefs.

Definitely date or marry someone who shares the same beliefs and hobbies along with leadership ability, especially if you consider them healthy, beautiful and loving. If you can find such a person, then you will have the kind of marriage that will motivate, energize and strengthen your life, making you the luckiest person in the world.

Maintain Marital Happiness

To this day, I still feel like I am the luckiest person on Earth to have met my wife, SonJa Kim. She is full of vitality, compassion, leadership, and is beautiful in every way. We have so much in common, especially our culture, beliefs, and values. Getting married to her was one of the best things to ever happen to me; I love her more than anything in the world.

However, many couples can attest that emotions and beliefs before and after marriage can vary greatly. In fact, my initial thoughts of my wife weren't enough to sustain a happy marriage.

We were both stubborn, had strong personalities, and our leadership abilities didn't mesh. I wanted to do things my way and change her to be like me. She wanted to do things her way and change me to be like her. Our selfish behavior was tearing this marriage apart. We became so frustrated with each other that we couldn't figure out how to solve this crisis, making our differences all the more exasperating.

*Take care of your
marriage like you would
take care of your garden.*

One day, our conflict finally came to a head when I saw a note on my desk from my wife, listing all of my negative points. As I read it, I got very upset . . . so upset that I had to take a deep breath and wait a couple of minutes before I could continue reading. After finishing it, I wrote the same kind of note back to her. I felt much better after getting all of my anger out on paper, but I decided not to give her the note right away. Instead, I slept on it and waited until the next day to do it.

Tomorrow came and I re-read her letter. Unlike the day before, some of her criticisms made sense, and I understood why she needed me to change. I decided not to give her my letter and chose to wait until the next day to request a meeting with her.

The next day, we sat down to talk and agreed to write down 10 things that we felt the other should change so we could discuss them together. We promised that we wouldn't get angry, interrupt each other or walk away during our discussion; that promise didn't last long. Within minutes of critiquing each other, we got into a shouting match. Eventually, we calmed down, tried again, and finally realized

we needed to try understanding one another. We agreed to work on improving ourselves and not each other.

Our letters of criticism and heart-to-heart talks helped us the most in maintaining a happy marriage. These talks worked so well that we agreed to have more of them as often as necessary throughout the years.

These experiences helped me to understand that marriage is like a flower garden. Both are visually stunning, emotionally moving, and wonderful. Yet, both need constant care to remain beautiful. If you don't take care of your garden, weeds will overrun it, and a beautiful garden can transform into a haven of weeds. In every marriage, a couple needs to take care of each other, much like you need to tend to your garden. By taking care of each other, you and your spouse will build a long-term win-win relationship.

*Good communication overcomes
roadblocks in a marriage.*

I would like to share with you my seven ways of having a great marriage.

The Seven Ways of Having a Great Marriage

1. Love your spouse unconditionally.
2. Don't try to win arguments. Instead, make win-win situations, not "I win, you lose," or "you win, I lose," by communicating with your spouse.
3. Change yourself instead of trying to change your spouse.
4. Admire, appreciate, encourage and motivate your spouse, in everything your spouse does.
5. Avoid discouraging your spouse, blaming your spouse for something, or criticizing your spouse.
6. Try to maintain a positive self-image around your spouse.
7. Build on the same beliefs, interests and hobbies with your spouse and set family goals.

A personal tip

In addition to following the seven ways to building a good marriage, make a commitment always to take care of your marriage so it will remain beautiful.

You always need to remember your spouse's good qualities so you appreciate your spouse even more.

These are the 3 things I love about my wife:

1. She is very beautiful.
2. She is caring.
3. She has personal leadership ability.

Please list the 3 things you love about your spouse:

1.
2.
3.

3.) Special Relationship with Your Children

I have a lovely daughter and son that my wife and I love more than anyone else. Even with my undying love for my children, I've had to learn to build good relationships with them, understanding not to associate raising children with instructing them at my Martial Arts school. Although I've been a successful Martial Arts teacher for many years, I realized that I couldn't raise my children in the same manner. The principle of discipline might be the same, but its application is quite different in the home than it is in the school. I learned this lesson the hard way through a particularly painful experience when my children were very young. The guilt was so great that I was unable to work or sleep well for a couple of weeks.

It started following a dinner at a restaurant with my family. I was upset and embarrassed about my children's behavior during dinner, and I yelled at them on the way home. However, my words fell on deaf ears, which just ticked me off even more.

When we got home, I spanked them, sending them to bed crying.

A few hours later, I went upstairs to their rooms to check on them; staying in each of their rooms and watching them sleep for an hour. When I saw how peacefully and innocently they slept, I realized how small they were, and how I might have been too harsh punishing both my children. I questioned why I yelled and spanked them.

Feelings of guilt washed over me. I was embarrassed and upset when I realized my discipline as a Master instructor wasn't very effective with my own children. I even wondered what other people would think of me, and whether they thought I was capable of disciplining my own children.

I finally understood that my expectations of my children were way too high. I expected my children to think and act like adults, completely forgetting they were just children. After that incident, I decided to change the way I disciplined my children.

The restaurant incident helped me learn a lot as a parent, but it didn't teach me

*Children are like sprouts. They need
special care to make them grow.*

One day, my wife told me that I was very immature. I laughed and asked her to explain. She told me that our son said that I was immature. My 11-year-old son thought I was immature! Imagine that . . . but I told myself that was exactly what I wanted to hear from him. I felt good that we were communicating, albeit through my wife, but I realized I might have gone too far with talking at their level, instead of mine.

My son was 11 then, but I was still talking to him as if he were five or six years younger. I simply forgot he was getting older and wiser. From that experience, I've learned to grow with my children and understand their problems, helping me become a better parent.

*Love and discipline are the diet of a
healthy parent-child relationship.*

Most children lose confidence and stray into the wrong direction when you stop loving them. At the same time, if you stop disciplining your children, they start losing confidence and their positive habits. **Always love your children unconditionally, no matter what.**

The following are some invaluable tips on raising children to build win-win relationships with them:

Invaluable Tips on Raising Children to Build Win-win Relationships with Them

- * Love your children unconditionally, no matter what.
- * Find what talents your children have, support them, and help them achieve their goals. Also, help your children in other things that they are not as talented in, to help improve their lives.
- * Talk at your child's level, not yours, when disciplining them.
- * Help them know right from wrong and instill discipline.
- * Spanking is not the right way to raise a child with love. Try reasoning with them instead. After my restaurant episode, I promised never to spank them again.
- * Be honest and understanding when communicating with your children.
- * Don't make promises you can't keep.
- * Admit your mistakes.
- * Help your children set positive goals and achieve goals to help them create winning habits.
- * Make sure you spend some private one on one quality time with your children once a week, once every two weeks, or once a month.
- * Make your children responsible for their own chores to help develop their character and personal leadership ability. One way you can work toward this goal is to post a
list of their daily and weekly chores so they can see what they need to do.
 1. Cleaning up their own room.
 2. Making their own bed.
 3. Doing their own laundry.
 4. Doing their own dishes.
 5. Doing yard work.
 6. Doing homework.

After they have done their chores, reward them (you set up a reward system that you

You always need to remember your children's good qualities to appreciate and love your children even more.

These are the 3 things I love about my children:

1. They are healthy.
2. They are intelligent.
3. They are creative.

Please list the 3 things you love about your children:

1.
2.
3.

4.) Special Relationship with Your Best Friends

The Value of a True Friend

True friends are valuable in the sense that they are extensions of your body and mind. The more true friends you have, the greater your life will be.

How many true friends do you have? If you can say that you have at least one, then let me say that you are very lucky. If you can say that you have two true friends, then I say your life has been worthwhile, and that you have a bright future. If you can say that you have three, then you can do just about anything, and have or will have a successful life. If you can say that you have four true friends, then I say you are a leader, and that you have broken the mold. You are a true winner. If you can say that you have five true friends, you can change the world.

What defines a true friend?

First, they are very comfortable whenever or wherever you meet.

Second, a true friend sticks by you in good or bad times and shares with you big or small things.

Third, a true friend is available 24 hours a day, without hesitation.

Fourth, you both share the same interests and beliefs.

Fifth, you both understand, trust, support, care for, encourage, motivate, and respect each other as true friends.

A personal tip: Don't misunderstand my third definition on what makes true friends what they are. True friends support each other, but don't bother each other. When I say that a true friend makes himself or herself available 24 hours a day, I'm saying that a true friend should always be available in times of need.

True friendships are built on unselfish behavior. If you and your friend each have a "We win" attitude, then you are true friends. However, if either of you have an "I win and you lose" attitude, then you don't have a true friendship.

How to Build True Friendships

1. **Invest time and energy** by caring, understanding, sharing, sacrificing for/with each other in order to build trust. When you and your friend(s) are honest, responsible, and show integrity, you will respect and be loyal to each other.
2. **Exercise fairness** to create win-win situations.
3. **Develop the same interests and beliefs** by setting common goals and achieving them together.

The measure of true friendships is the amount of unwavering loyalty between two people. Many relationships are superficial. In other words, people are conditionally your friend for one reason or another; superficial relationships are short-term associations that can be hurtful and wasteful.

Consider if you are successful, a lot of people will want to be around you as you achieve greater things. If things go bad, these people won't stick around. Likewise, some people only stick together through difficult times. When things become easier, these people go away. Whether you succeed or fail, or go through good or bad times, a true friend stays with you, no matter the circumstances.

If you have the type of person you can share things with, trust and depend on--anytime, anywhere, all your life--then you have a true friend. If you have a true friend, then you are the luckiest person in the world. True friends make life valuable and worthwhile.

These are my true friends.

1. SonJa Kim
2. Master Tim McCarthy
3. Master Keith Winkle
4. Instructor Kirk Pelt
5. Instructor Nick Zambri

This is why they are my true friends.

1. I love and respect her more than anything on Earth. She is a very necessary person to me in almost every aspect of my life.
2. I trust, respect, and love him. He is a very necessary person in my personal and professional life.
3. I trust, respect, and love him. He is a very necessary person in my personal and professional life.
4. I trust, respect, and love him. He is a very necessary person in my personal and professional life.
5. I trust, respect, and love him. He is a very necessary person in my personal and professional life.

Please write down who your true friends are.

1.
2.
3.
4.
5.

Please explain why they are your true friends.

1.
2.
3.
4.
5.

Review of "Strengthen Your Special Relationships"

Who are the most important "roots" in your life and why?

How do you find the right person to marry?

What does it take to maintain happiness in a marriage?

Why are love and discipline so important in properly raising your children?

How do you build a win-win relationship with your children?

What defines a true friend?

How do you build true friendships?

8. Make International Friends

The world is a grand, beautiful place, rich with history, full of potential and opportunities that await you. Businesses, education, entertainment, communication, even politics have all become global. The world is literally now at your fingertips. If you know how to build international relationships, your future will be limitless and your life will be incredibly triumphant.

The best international relationships follow the same principle of win-win relationships: "you win, I win, therefore we win." In order to make international friends:

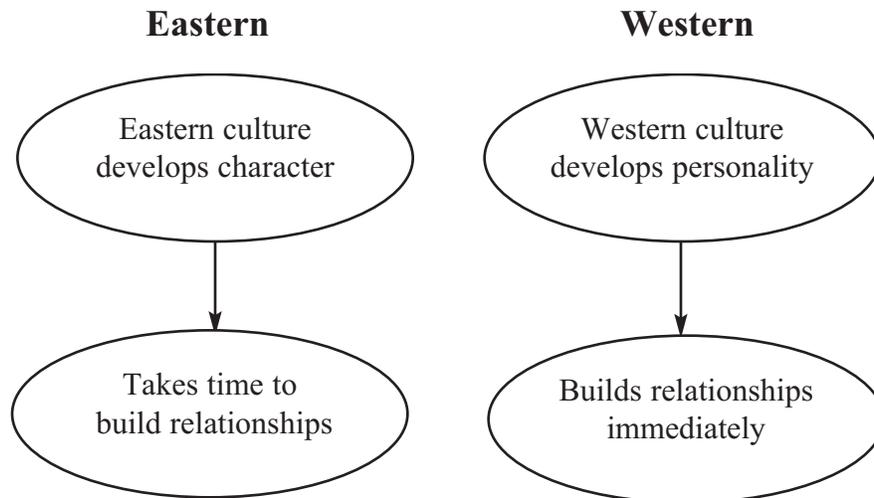
First, understand and accept people for who they are and what culture they come from. Doing so will get those people to understand your culture and accept you for who you are, becoming their friend and building a great relationship in the process.

Second, use the universal languages of smiling and showing appreciation. The power of smiling opens minds while showing appreciation opens hearts. By smiling and showing appreciation, you can make good international friends anywhere and everywhere on Earth.

We need to educate ourselves on our vast differences to better accept and understand others. By knowing how others are different, we can accept them for who they are.

To understand the value of international friendships, it might help if I shared with you my knowledge and experience of living in two different cultures: Eastern and Western.

Culture's Effect on Personality & Character



I have always been amazed at the discrepancies in Eastern and Western relationships. Two people from the West can form quick and lasting relationships after just one meeting. The same can't be said about Easterners.

I've also noticed differences in cross-cultural relations: some Westerners liked only Easterners and vice versa. A Korean friend of mine said that Koreans who formed friendships with Westerners so quickly were "Americanized." On the other hand, when I noticed that an American student of mine struggled to form close friendships with Easterners the first time around, I told him he was like a Korean.

Utilizing my own experiences along with extensive research, I established the differences in social behavior between the two cultures.

Eastern culture is intangible and invisible, with much concern for the spiritual and the causes that affect life. **The Eastern person says: "If I do this, that will happen."** Easterners believe in what they can feel or perceive, not see. This development of character, coupled with their introverted social behavior, makes relationship-building a slow process.

Western culture is tangible or visible, emphasizing material possessions and the effects of causes. **The Western person says: "This happened because I did that."** Westerners believe in what they can touch or see. This development of personality, coupled with their extroverted social behavior, makes for fast-starting relationships.

Interestingly, the immediate contrasts between the cultures produced striking similarities in the end. From these studies of the East, I found that their introverted social behavior and intangible relationships created a society that had good character, but weak personality. My research of the West showed their extroverted social behavior and tangible relationships created a society that had positive personality, but weak character. The end result for both was that lasting relationships were difficult to develop.

Consider how the East formerly lagged behind the West in economic development. China, Japan, Korea, Malaysia, Singapore, and Thailand were considerably less wealthy than their Western counterparts. That all changed when these Asian countries began adopting Western culture, thus developing a booming economy. In the 1980s, Japan's economy nearly dwarfed America's.

***Balance the best of the East
and the West to create
win-win relationships.***

Although there were many factors that contributed to this economic turnaround, the Asians' decision to become more extroverted in their social behavior and develop more efficient communication skills was one of the more important ones. They even learned how to build better relationships between family members, schoolmates, co-workers, and friends.

Cultural crossovers were even felt in the West, when many people began adopting the Eastern culture through the Martial Arts. This decision helped many Westerners, especially children, get in shape physically, and strengthen their character. The benefits of Martial Arts were especially good for children because through its discipline, children improved their school grades and built better relationships with their parents, teachers, and classmates. Personally, I have found that children who hold a black belt earn mostly "A's" in school. The Martial Arts enabled Westerners to develop character to go along with their outgoing personalities, bridging the gap between the East and the West.

To better understand how to make the best international friendships, we must look at our cultural differences and see how we can combine the best of the East and the West to create global win-win relationships.

The following examples illustrate ways that both cultures deal with similar situations:

Name Recognition

My name is Y.K. Kim.

Eastern: Kim, Y.K.

Western: Y.K. Kim

His name is John S. Smith

Eastern: Smith, John S.

Western: John S. Smith

Women's proper surname use

Woman's maiden name is Linda S. Smith:

East: Keeps her own last name in marriage (Smith, Linda S.).

West: Changes surname to husband's last name (Linda S. Kennedy).

Social Etiquette

Who goes first entering a room, elevator or car?

East: Men first (but, now changing to Western way).

West: Women first.

Other notables:

East: Men enter doorway before women.

West: Courtesy is extended to women in public (e.g., taking her coat, adjusting her chair, escorting across the street or to a car, opening doors for her.)

A personal tip

Depending on the situation, men, women, the elderly and children all should be extended courtesies. However, in all cases, the disabled should be given first priority.

Gender Roles

Who cooks and washes the dishes?

East: Mostly women (slowly changing to Western way).

West: Men and women.

Other notables:

East: A man in the kitchen preparing food is considered shameful and unthinkable.

West: It is not uncommon to find the man of a household cooking meals on a regular basis

Household Leadership

East: The home is considered a place of respect, growth and harmony. The family has high regard for its elders, parents, and grandparents. There is typically one leader of the family, usually a grandparent, who makes family decisions until such time as he or she hands the responsibilities over to the parents. Opinions of family members are regarded in order of seniority: grandparents, parents and eldest of grandchildren. The younger the family member, the less likely he or she will be able to express him or herself.

West: Individual growth, liberty and happiness are top priorities. The family has highest regard for the parents, with the father and mother usually holding equal power. Grandparents are non-factors, especially since most Westerners cut themselves off from their parents after marriage. Family members are usually free to express themselves, allowing for more democratic decision-making. However, younger members often end up with a lack of respect for their elders, including grandparents and parents.

A personal comment

East: Although every group needs a strong leader, it is important to consider individual opinions equally. The Eastern outward expression of respect and care for elderly grandparents and parents is motivating, dynamic, and great! However, suppressing the opinions of younger members of the family is unfair. Independent expressive ability is so delayed that it takes younger people longer before they can adjust socially. Children need to improve communication skills to have a better quality of life.

West: Freedom of expression for all age groups, including children, allows for the development of individual independence and is motivating, dynamic, and great! However, younger members' lack of respect for their elders and parents is not right. All groups need to have some kind of unity and a strong leader.

Children need discipline to build personal power so they can survive and succeed.

Universal: Utilize the best of the East and West. The home needs a team leader, but at the same time the family needs to have respect for individual rights.

Expression of love and respect for the elderly

East: Elderly parents and grandparents are treated with the utmost respect. Often their children support and care for them until the time comes for them to leave this beautiful world.

West: There is often a lack of respect and patience for elderly parents and grandparents. Many are sent to live in institutions for their children's convenience because they and their spouses both work or younger family members no longer can or want to support them.

A personal comment

Everyone should support and care for their parents and grandparents, remembering that someday we will join them in the afterlife. The best way to teach love and respect for the elderly is to illustrate it throughout your life as an example to your children.

Discipline of Children

East: Children are strictly disciplined to the point of inhibition and their desire to express themselves is often suppressed, which carries over into adolescence and contributes to a very modest demeanor.

West: Parents often shower their newborn children with attention, setting the stage for children to grow up spoiled and allow them to do almost whatever they please. Their discipline of children lacks consistency.

A personal comment

East: Extreme disciplinary pressure on youngsters is not good. Without enough love and attention, children gain nothing from discipline and can become depressed.

West: Parents should listen sincerely to children's opinions, becoming a good coach or advisor in the process. Love and attention without reasonable discipline creates selfishness and spoils a child.

Universal: Children are the future leaders of the world. They need the opportunity to express their own ideas and build self-confidence. They also need discipline. When they have done well, they deserve praise; when they have done wrong, they need to be reprimanded. Both freedom and proper discipline during growth will yield stable leaders for the future.

"I" the Individual or "Us" the Family?

East: Emphasis is on the family as a unit, each member being part of a whole. Cooperation is important and many families work together at family-owned businesses.

West: The individual is the unit, several of which make up the family. Independence from the household is often sought in adolescence. Some family members opt not to cooperate in family-owned businesses.

A personal comment

Individual independence is important, but family cooperation is more so.

Expression of Love

East: If a man is attracted to a woman, he doesn't immediately ask her out or express his interest in words. Instead, they take time to build a firm acquaintance. If and when he asks the lady out, it is not uncommon for her to reject his request the first time, even if she would like to accept. As a matter of custom, Eastern people do not take dating lightly. However, when two people fall in love, they don't express themselves as overtly as Westerners. Once ensconced in a relationship, Easterners don't verbalize their emotions for each other by, for example, saying, "I love you, I love you, I love you." Instead, Easterners express themselves from the heart. This social behavior is also present in Easterner's parent-child relationships, and even marriages. To better understand Easterners' expression of love, there is a popular Korean song based on a love story, which illustrates the consequences of silence:

There once was a young man named Kap-dol, and a young woman named Kap-soon. They grew up in the same town together and took a liking to each other. In his heart, Kap-dol knew he wanted to make Kap-soon his bride someday. She, too, had that hope in her heart. Time swiftly passed, and one day Kap-soon's father proposed marriage of his daughter to another man. On her wedding day, Kap-soon cried and everyone thought she was so happy. Kap-dol cried, too, at his home, but his family thought he was ill. No one knew that each was crying for the other that day. Many years later, they met by chance and revealed their true feelings to each other. This was the sad story of Kap-dol and Kap-soon.

West: A gentleman interested in a lady simply asks her out and she either accepts or declines right away. If either has the slightest change of heart, he or she will verbalize his or her feelings for the other, sometimes not allowing for enough time to think about the situation. Statements such as, "I love you," have become so repetitive that they have been rendered meaningless in some social circles.

A personal comment

Easterners put more thought and less talk into their ever-changing feelings for each other. Relationships have substance. However, Easterners should verbalize their feelings when necessary.

Westerners take little or no time before proceeding into relationships and do more talking than thinking about feelings. Relationships, including marriages, are sometimes superficial and meaningless. The divorce rate in the U.S. is over 50%. Westerners should put more thoughts into their feelings and think about the consequences of what they say.

Public Etiquette

East: The common opening of a speech is: "Gentlemen and Ladies."

West: The common opening of a speech is: "Ladies and Gentlemen."

A personal comment

It doesn't really matter which gender is mentioned first in public, as long as it is understood that both are equal.

The restaurant tab

East: When a group dines out, someone usually offers to pay the bill, whether it is the eldest family member, the boss, or anyone who so wishes. (No tip)

West: When dining out in groups, each diner usually pays his or her share. (Gratuities are part of the culture)

A personal comment

Depending on the situation or occasion, a restaurant tab can be handled either way. Eastern people need to develop a culture of gratuity.

Job or Career

East: You can get the best job and be promoted quickly, without being capable of doing the job, if you have the right connections working within a company. These connections can include relatives, people who live in the same city as you, and even people you went to school with. Working situations are a strict system of rank and file. There is minimal independence, but high cooperation among employees. Social classes are categorized as high, middle or low by individual job. However, much of work culture is slowly changing to the Western way.

West: Anybody can get a good job and a fast promotion through ability and performance. Working situations are lax. Employees are free to address their superiors by their first names. Minimal cooperation is due to excessive independence. Social classes are not divided by individual jobs, but by monetary status.

A personal comment

East: A job needs the right person, not just a person who has connections. The division of social classes by individual jobs creates a repressed country and society. Job regulations are necessary, but it is more prudent to develop a winning team without strict conformity to regulations.

West: The availability of jobs and careers are provided on an equal opportunity basis, meaning people of all social classes can aspire for any kind of position. I think this kind of job environment is fair and 100% right. However, I do think that interdependence or teamwork is more important than independence.

Universal: The positive points of both Eastern and Western cultures must be combined for optimum working efficiency, comfort, happiness and peace of mind for each employee. By meshing the positive points of each culture, work becomes a more pleasant part of one's life and contributes to making this magnificent world a better place to live.

Courtesy

East: "Friends" are those acquaintances of one's own age group whom address each other by first name. The elderly may call juniors whom they are closely acquainted with by their first names, and all adults may call young children, whether acquainted or not, by first name. Parents, teachers, and Instructors also may call students by first name.

* There is an age distinction between adults, juniors and seniors, and a distinction between men and women, all of which precludes them from referring to another as a "friend." Younger persons can rarely call an elder by first name. People cannot call married men or women by first name unless they are very close friends of the same sex.

* Public officials are almost never called by their first name, but, rather by their last name, followed by their official title, and then by a term of courtesy for their position.

* Parents and professionals usually are called by their last name, title, then by a term of courtesy for their gender. All relatives have certain titles used with courtesy suffixes. Close, but unrelated juniors and seniors of the same or opposite sex may call each other either "elder brother or sister" or "younger brother or sister."

West: Etiquette is very loose in the use of first names in practically all relationships--close or distant, male or female. In formal use, professionals or public officials are referred to by title and last name only. Professional, honorary, or political titles precede one's surname, rather than follow it. Common terms of courtesy used by juniors to elders are: ma'am, sir, Mr., Mrs., Miss, or Ms.

A personal comment

Eastern etiquette is too complicated and impractical, but distinction between friendships is more proper. Western etiquette is practical and simple, but the term "friend" is used too loosely. Personally, 30% of Eastern etiquette appeals to me, while 70% of Western etiquette appeals to me.

The above topics are examples of the opposing customs, lifestyles and habits of the people of Eastern and Western cultures. However, Eastern and Western cultures also have many similarities. All cultures have positive and negative aspects, yet the peoples of these cultures should find ways to preserve their finer, positive points. Build great relationships by combining the best of the East and West.

Maximize your life!

Review of "Make International Friends"

What are the two most important things to do, to build international friendships?

What is the main difference between Eastern and Western culture?

How does Eastern or Western culture influence the way you develop your personality and character?

How is a person named Jim Smith identified in Eastern and Western cultures?

Eastern: _____

Western: _____

—

If Kathy Bush marries George Kennedy, what would her married name be in an Eastern or a Western culture?

Eastern: _____

Western: _____

—

Why are children raised in an Eastern culture so different from those raised in a Western culture?

How do people from the East and the West express love differently?

Summary

Build Win-win Relationships

Relationships are constantly changing, but with a win-win relationship dynamic, relationships can remain constant. Michael Jordan and Phil Jackson are living examples of the power of win-win relationship.

Eight Steps to Building Win-win Relationships

Be a necessary person to build win-win relationships.

1. Develop the Principles of Win-win Relationships

Relationships are fairness, negotiation, and investment.

2. Make Other People Like You

People like positive attitudes; attract others with a positive attitude by building a high-class character and a positive personality.

3. Become a Necessary Person

People need people so become a necessary person by building a positive attitude, personal leadership ability, and the necessary skills.

4. Develop Proper Communication Skills

Relationships begin and end with communication. Choose the right word, control your voice, and use positive body language.

5. Embrace the Friends of Win-win Relationships

The seven ways to make others feel important while securing a win-win relationship are understand others, recognize others, admire others, show appreciation, care about others, treat people fairly, not equally, and share with others.

6. Avoid the Enemies of Win-win Relationships

Avoid making others feel bad. The seven enemies of win-win relationships are criticizing others, arguing with others, discouraging others, being arrogant to others, being negative to others, being selfish to others, and lying to others.

7. Strengthen Your Special Relationships

Cherish the ones closest to you by tightening the bonds. These special relationships are with your parents, your spouse, your children and your best friends.

8. Make International Friends

Open your heart and mind to the world. Eastern culture is intangible, Western culture is tangible. East and West need to combine together to build win-win relationships.

Win-Win Relationships

Written By: Y. K. Kim

Music By: Frank Starchak

Gm C Gm

Ev-ery bod-y needs a friend some time to share a laugh or a love-sick

C D^baug Dm Dm7 Dm6 B^b B^b/A

4 sigh to hurt a friend you don't ev-en need to try just one rude word that care-less-ly

Gm C Gm

8 flies one care-less word can wreck a re-la-tion-ship one car-ing word can

C F C Dm

12 build a friend-ship re-la-tion-ships are fair-ness not un-fair-ness re-

Gm Am B^b C D^baug Dm Dm7

15 la-tion-ships are ne-go-ti-a-tion not frus-tra-tion so don't de-stroy them

Dm6 C11 Gm C

19 en-c-mies are eas-ily won

Gm C D^baug Dm Dm7 Dm6

23 but hav-ing friends is much more fun re-mem-ber this don't be dumb from

B^b B^b/A C Gm C

27 en-c-mies you must run but a friend is some-one you run with re-

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Win-Win Relationships

31 F C Dm Gm Am
 la-tion - ships — are fair-ness not un - fair - ness — re - la-tion - ships — are ne-go-ti - a-tion

34 Bb C D#aug Dm Dm7 Dm6 C11
 not frus-tra-tion — so don't de - stroy them —

39 F C Dm F C Dm
 do you want to win - lose no no no do you want to lose - win no no no

43 F C Dm C F C Dm C
 I want you want we want to be in win-win re-la - tion-ships — do you want to be in win-win re-la-

47 F C Dm C F C Dm C
 - tion-ship — I want to be in win-win re-la - tion-ships — I want to be in win-win re-la-

51 Gm C Gm C Gm C
 - tion-ships win-win re-la - tion-ships

Martial Arts Courtesy Questions

What are the two ways we learn?

1. Trial and error
2. From other's experience

Is criticism always negative?

No, criticism can be both positive and negative.

What is the difference between Constructive and Destructive Criticism?

Constructive criticism is necessary and builds the person up; Destructive criticism is unnecessary and tears the person down.

What is the proper way to handle Constructive Criticism?

Say, "Thank you, Sir!" or, "Thank You, Ma'am!" because without criticism, we will never improve.

What is the best way to handle Destructive Criticism?

Say, "Thank you," and then when I am alone, laugh about it, and then forget it.

What is the most important thing to remember about Destructive Criticism?

Never believe that I am a bad or worthless person. I can evaluate whether I did anything wrong, and if I did, learn from it. If not, just laugh it off.

What is the best way to offer Constructive Criticism?

Use the PIB method, beginning with Positive praise, then Identifying one area of improvement, and finishing with the Benefits of making this change.

Deputy Black Belt Testing Requirements

Martial arts training provides a model for an automatic goal setting system through our belt achievement curriculum. The purpose of testing is test yourself, measure your progress, improve your technique, and build self-confidence.

Deputy Black Belt Pre-Test Requirements

In order to test for your Deputy Black Belt, you must earn three tips through pre-tests.

Red Belt, Black Stripe, white tip: Breaking Technique + Kicking Technique + Courtesy

Red Belt, Black Stripe, yellow tip: Poom se + Stances + Philosophy (“Build Win-Win Relationships”)

Red Belt, Black Stripe, green tip Self-Defense 1-10 + Sparring + Questions

Testing Requirements

1. Earn your three tips by pre-testing during class.
2. Fill out and turn in a completed Test Application (ask your instructor for one).
3. Invite at least five family members and friends to witness your test using the special invitation tickets available from the staff (ask your instructor for tickets).
4. Prepare your self well by practicing your technique and studying your curriculum guide.

Children:

Children are required to fill in the Citizenship Award Sheet and turn it in with their test application.

Children are also required to bring their latest report card and turn it in with their test application.

You will have an exciting, meaningful, and beneficial experience at your test.

Notes:

The Principle of Nature Creates Win-win Relationships!

The principles of win-win relationships come from the belief that everything in the universe has balance, the "EUM" and "YANG," night and day, female and male, negative and positive, water and fire. This balance is known as natural dualism. There is no such thing as a one-time friend or enemy, or even a permanent enemy in win-win relationships because such an imbalance is against the nature of win-win relationships. If you can maintain balance, you can have good relationships, but if you can't maintain it, you will lose relationships.

Win-win relationships are becoming the norm, not the exception. Other relationship philosophies, "You lose, I win," or "I lose, you win," are pointless because one party ends up feeling good and the other feels bad; such relationships are unbalanced.

How do you maintain balance? By following the three principles of win-win relationships:

* **Fairness**--The balance of "you win" and "I win," so "we win."

* **Negotiation**--Communication is the key to negotiation. Relationships should never be dictatorships or a master and servant dynamic.

* **Investment**--Care for your win-win relationships like you would a garden.

*Relationships based on principles will bring real happiness
into your life*

---Grandmaster Y. K. Kim---



How to be a Necessary Person and make other people like you at home and on the job

1. Develop the Principles of Win-win Relationships

To truly be win-win, relationships need fairness, negotiation, and investment.

2. Make Other People Like You

People like positive attitudes so build a positive attitude.

3. Be a Necessary Person

People need people so be necessary.

4. Develop Proper Communication Skills

Relationships begin or end with communication.

5. Embrace the Friends of Win-win Relationships

Embrace these friends to make others feel important in securing win-win relationships.

6. Avoid the Enemies of Win-win Relationships

Prevention is better than a cure; avoid making others feel unimportant.

7. Strengthen Your Special Relationships

Cherish the ones closest to you by tightening your bonds with them.

8. Make International Friends

Open your heart and mind to the world.

By building win-win relationships, you will build indestructible bridges to success.

---Grandmaster Y. K. Kim--