

## **Important: READ THIS FIRST**

I need you to Read this document first, before you read the Report!

The **Free Martial Arts Instructors Report** you just downloaded will give you the answers on how to achieve the following:

**Attract new students without paying for expensive advertising**

**Discover the 'Magical Word' that will get your students to happily continue practicing their skills in their own time, ie. when their not in your class**

**Keep your students for life by developing their long-term mindset so they never drop out of your school**

**Add my secret into your lessons in less than 5 minutes to increase balance and coordination skills in your youngest and most awkward students**

**Safely build explosive muscle power in your kids without risking injuries to their growing bones and joints.**

**But first... I want you to Understand the Why behind my methods...**

The information I'm about to share with you isn't rocket science, but there is a definite structure to using it in the right way to get the maximum benefits for you and your students.

Look at it this way, A person may know how to do all sorts of high and low blocks to defend themselves but if they just perform blocks randomly when being attacked then they're not going to work. The blocker may have success with 20% of his blocks out of pure luck but that's not enough to consider it effective.

The information I'm giving you can make a huge difference to the life of your school if it's used in the right way.

I have included excerpts from the Main Manual to help you get a better understanding of what you have in your hands (or on your screen) right now.

Please read this whole document before you jump into the 'Martial Art Instructors Report' and then you can start adding the new content into your class lessons immediately

**Turn the next page (or scroll down) to find out what I'm talking about...**

# Are You Ready to Quickly and Easily Attract Dedicated Students Guaranteed To Train Hard, Learn Fast and Not Quit on You?

Take the following test:

1. Do you want Excited students pleading to join Your School?
2. Do you want to increase your profit without paying for advertising?
3. Are you interested in enrolling whole families into Your School?
4. Do you plan to build your club quickly for instant success, rather than slowly and painfully, wondering how to cover your overheads?
5. Do you want to maintain current students for life and attract new students for free?
6. Do you want to stop losing students you've invested your time into to your opposition?
7. Do you want your school to be the talk of your town? The one everyone recommends when someone asks where to enroll their kids!
8. Do you want to learn how to sign-up new students on their very first night?
9. Do you want to start a school and build it into a full-time business? Do it quick and easy, not slow and painful.
10. Are you concerned about avoiding student injuries and the possible expensive claims while teaching?
11. Do you need to raise your prices, but you're worried about losing students? (You shouldn't be!)

**If you answered YES to any of these questions, then**

**Martial Games for Kids**

**is for you!**

## NOTE: The Following Information is from the 'Martial Games For Kids' Manual...

The manual you now hold in your hands is for anyone who wants to improve upon his or her current level of income. It's for Instructors that want to be better business people. It's for anyone that teaches kids and who want to follow a proven path to successfully building a happy healthy profitable school.

Listed below are just some of the many benefits you will experience as a result of studying the games/exercises in **Martial Games for Kids** and applying these to your teaching.

1. Parents will happily pay top dollar to get their kids into your school.
2. You will sign up new students on their first visit.
3. You will generate raving fans that act as free advertising.
4. You will retain more students, practically eliminating those annoying drop-outs that waste your time.
5. You will generate a flood of interested people wanting to know more.
6. You will position yourself to where new people have to prove that they worthy of your time, serious students only, no time wasters.
7. Parents will become more involved in your classes and take more interest in their kids training and practice.
8. Parents will want to join your adult lesson to keep up with the kids.
9. You will be the talk of the town, with everyone knowing who you are, what you do and that you are the best person to teach their kids martial arts.
10. You will make more money and have more fun doing it!!!

# Introduction

From the time I watched my first martial arts movie I knew I wanted to be able to do the things these guys were doing. Jumping, kicking, punching and bouncing off walls, rolling under kicks... all kinds of flashy moves. These moves looked great and I wanted to do them, and I did, with friends in play fights, jumping and rolling around. I was active and fit and thought that was normal. I'm sure it was back then.

When I started formal training in Martial Arts I realized that it was not all fun and games. We got to run around or do some rolls occasionally but the bulk of the time was spent standing still throwing hundreds of punches and kicks in the air. I could see further down the track and stuck with it for a while but eventually the boredom of the routine beat me and I dropped out.

Years later I took it up again and the new Instructor had a zest for life that was infectious with his students. We trained a lot and for long periods of time. Many times I was tired from a long day and just wanted to flop down in front of the TV but I knew that once I put that uniform on I had a new found energy and I always felt better after training than I did before it.

When a group of us decided to start a new school we had many meetings to discuss the benefits and the drawbacks of teaching young kids. We spent many nights trying to decide what was acceptable for student fees. We wanted to make it a profitable venture without frightening off people with the high prices. We found out what other schools were charging in our local area, how many lessons a week, how long the lessons were. We looked at all this information and decided to make our lessons shorter and charge more.

This wasn't just done for financial reasons. It was done because we believed that we could teach more than our opposition in a shorter block of time. We could pack more into every lesson. We could excite the kids so much that they would train at home by themselves and/or with friends. We would only sign up kids that wanted to go all the way to first black belt and beyond.

As I said we had many nights discussing how we would run the schools and promote our Martial Art. Less than a year later, two schools were full to capacity teaching only one day a week each. After adding a second day a week each both schools were again at capacity after only a couple of months.

Cont on next page...

## Introduction Cont...

...The success of these schools comes back to the attitude and professionalism of the Instructors. We teach a great self defense art and we don't skimp on the respect and discipline in class, BUT and this is a big BUT... we also have a lot of FUN.

Games have been a key ingredient in the success of our schools.

We use games to start the class to get the kids up, awake, blood pumping, heads clear and ready for action.

We use games during the training to focus on different aspects of the night's lesson; be it speed, power, balance, co-ordination.

We use games at the end of the lesson to reinforce previous training. Games that help the students think about what they have learnt and the practical applications.

We use these games to make the journey fun. All the games are designed to improve the students technique, increase there interest and build their confidence.

The games in this manual have been designed, tried and tested in real classes with real kids, and often adults (Instructors and Parents). They have proven their worth in the lessons, in the leaps of improvement within the kids and in the healthy wallets of the instructors that teach them.

Although the contents of this manual revolve around Fun, the results you will achieve by following them will be serious!

Take responsibility of your future, right now.

Regards,  
**Aaron Perry**

# Opening Instructions and Comments

## **Physical Condition**

The Games/Exercises in this manual are for kids (and adults) who are healthy. People of any age can participate and benefit from the information contained in the following pages.

## **Co-ordination Builders**

As an adult we sometimes take things for granted. Not all kids grow up playing ball games and sports that help teach co-ordination. Some kids joining your school may appear clumsy when they first start. All skills are learned and these games will provide a means to building these skills in a fun way.

## **Strength Builders**

These games are great fun and help keep the kids bodies strong and agile. Games that use different ways of moving can be used to help strengthen legs for kicking arts, arms, for hand combat, shoulder and neck muscles for grappling arts.

You know from experience that training can be tough on your body and that staying fit is important. Young kids need to stay in shape too and these games get muscles working while the kids have fun in your class.

Strength training through body weight exercises is the safest method for growing bones.

# Opening Instructions and Comments

## **Balance Builders**

Young kids are still learning to stand up for themselves and you will always have some kids with natural grace and agility and others that flop around like rag dolls. These games will build balance and co-ordination quickly. The main reason most kids are uncoordinated is because they don't practice. Too many kids these days spend their free time sitting in front of a TV or computer.

When I grew up my parents always played ball games with me or took my sister and I to the park to jump, climb or swing on things. It amazed me in later years to discover I had friends that couldn't ride a bike or catch a ball. I took these things for granted but now I realize that these are learned skills.

These games will help get young hands, feet and minds working together. A coordinated kid will learn New Martial Arts Skills much more quickly. Fast learners stay motivated and stay in class week after week, month after month, year after year to keep learning more.

## **Accuracy Builders**

You've seen the kids that have all that energy, all that enthusiasm, put all their power into every punch and kick they do but couldn't hit a target unless it's the side of a truck. You can teach them the skill of kicking but you worry about what they're going to kick, are they going to kick the pad your holding or are they going to kick you in your shin again?

Aiming strikes is a fundamental part of every martial artists training but many instructors use great big pads for the kids to hit into. Sure it's great for them to achieve hitting something but you need to teach them to focus and the sooner the better.

I've personally received more injuries in my own training from beginners because of their lack of control and accuracy. I'm sure you have had similar experiences. Accidental Injuries in a club these days can be an expensive nightmare for instructors. If a kid goes home with a bloody nose some parents will not be sending them back to you.

These games will improve your kids concentration, targeting and technique. The bonus for you is sharp looking students and safer group training for all.

# Opening Instructions and Comments

## **Martial moves**

Every martial art has stances, unless you teach some sitting art that I haven't heard of, if yes then skip this section.

For everyone else these games are to be modified to include the stances and movements that you teach in your daily classes. The stances and movements used can vary from basics like horse stance and step-throughs to more advanced ones like a close kneel and reverse front cross-over and twist stances...

Stances and movements are the fundamentals that need to be taught. These need to be learnt correctly right from the start to avoid bad habits or sloppy form down the track. Training the basics by standing in a line and repeating them over and over and over again can become boring for young students. Practicing these techniques during games makes it something they look forward to in your lesson.

The best thing about these games is that they are simple and fun for small or large groups. The kids often play these games outside of class and often with kids that are not training at your school. This creates phenomenon called word-of-mouth advertizing . I will talk more about word-of-mouth advertising in my MG4K Members Newsletter.

## **Add your own touches**

Read the rules of these games then add your martial arts moves to make them your own

# The Starter Kit

**FUNCTIONAL GAMES FOR BUILDING CO-ORDINATION, STRENGTH,  
SPEED, FOCUS, RESPECT AND CONFIDENCE.**

Games should be used at the Start, Middle and End of every lesson.

## **Games to Start the Class**

The game used at the start of class is designed to get the kids moving, raise their heart rates, get them breathing more deeply and set the tempo for the remainder of the lesson.

Use a game that involves the whole class, such as

*Belt Relay*  
*Horse/Snake Relay*  
*Circuit Race*  
*Under the Bridge*

Relays and races are a great way to get the body moving getting the group to work in teams.

## **Games to use During Class**

Use a Game that targets the specific skills you are teaching in the lesson. The games are practical examples of the techniques you teach.

These games can be for a group or for smaller groups while others watch and wait for their turn.

*Climb the Ladder*  
*Kick Ball*  
*Quickdraw*  
*Leading the Blind*  
*Hit n' Run*

# The Starter Kit, cont...

## Games to Finish the Lesson

Use a game that involves the whole group. Alternate the game with each lesson, one lesson should be a reinforcement of training game such as

*Sensei May I*

*Strike a Pose*

*Sensei Says*

*Follow the Leader*

*The Mummies Return*

For Advanced students let them take control of the game and the other students while you quietly observe them. When the student becomes the leader they take great pride in the privilege.

Other games should be played for the overall fun of them, not to mention the general benefits. Games such as:

*Strike and Stop*

*Dodge Ball Rush*

*Pull the Tail off the Tiger*

*Crab Fights*

*The Mummies Return*

The final game of any lesson is designed to be great fun for the whole group. You want the kids to leave your lesson on a high, wanting more. This simple strategy makes the kids want to come back and train again because the last memory they have is a positive one.

## Understand the **WHY!**

All of this sounds very simple, and you're right, it is simple. Training Kids isn't rocket science and it shouldn't be complicated. What is contained in this manual is Yours to use, to adapt and to build on. The importance is set on the principals of why you teach this way and why these games have been so successful for other instructors just like you.

## Frequently Asked Questions

1. How many Games should be included in a single lesson?
2. Should these games be used in every lesson?
3. Is it best to do the same game for a month or two, or always use different games in every lesson?
4. What happens if a kid gets hurt during the games?
5. Should the kids be encouraged to play these games at home or at school with other kids who are not learning Martial Arts?
6. How often should Game Days be hosted?
7. Should there be a limit on the number of guests when hosting a Game Day?
8. How much should enrollment be for kids in a Martial Arts School?
9. Can Kids of different sizes, ages and experience play these games together?
10. Should Game Days be a free event or an added charge?
11. Do I have to teach all these games? Some of them don't suit my Martial Art
12. Why do you say that a parent or outsider should be the judge when needed?
13. Do you have more games for wrestlers?
14. Are you interested in some games that I am already using in my school?

**If you have any questions please send them to...**  
**[suggestions@martialgames4kids.com](mailto:suggestions@martialgames4kids.com)**

### **1. How many Games should be included in a single lesson?**

I suggest 3 or 4 per lesson. Games can be quick breaks in between instructional learning to help demonstrate the principles of your teaching.

A Game to start class as a warm-up

One or more Games during the lesson

An End Game to finish the lesson on a high note which makes the kids want to come back to training again.

**2. Should these games be used in every lesson?**

**Yes!** These Games are functional as well as fun. They are designed to improve and accelerate the kids learning. These games don't distract or dilute your teaching. These Games will add value to your lesson plan and profits to your business.

**3. Is it best to do the same game for a month or two, or always use different games in every lesson?**

It is best to introduce new games every couple of weeks. Teach the game, then use it 3-5 times, then replace it with another game. In a month or two bring out an old favorite and watch the kids eyes light up when you say they are about to play something they love but haven't done for a while. Keep game changes staggered so that you are not changing all the games at once. Only introduce one new game per lesson because the first time you teach it will take the longest.

**4. What happens if a kid gets hurt during the games?**

These games have been tested in many schools and are safe to play. Like all games and activities something occasionally goes wrong, just like tripping on the footpath or hitting your funny bone on a table. There are no guarantees in life but with proper supervision there should not be any serious injuries. If the kids appear to be getting out of control stop the game immediately.

**5. Should the kids be encouraged to play these games at home or at school with other kids who are not learning Martial Arts?**

Definitely. This is where you get the benefits of teaching these games to kids. When kids play these games they are also practicing elements of your Martial art in their own time. You will see the rapid improvements in foot movements, blocking, balance and coordination.

The other advantage is that the kids are now your marketing machine promoting your Martial Arts School to all of their

friends. They will show their friends what they are learning and how much fun they have in class. Do you think this makes it easy to sign up new students on the first visit? You bet it does.

**6. How often should Game Days be hosted?**

Game Days can be hosted as often as you like although I recommend spacing them out to every 2 months at a minimum. If they happen too often they will not seem as special and the kids will only turn up now and then. If the Game Days are only 4 or 6 times a year then you have more time to promote them and the kids get excited with the anticipation.

**7. Should there be a limit on the number of guests when hosting a Game Day?**

This depends on your goals. Obviously you need to have an idea of expected numbers prior to the Game Day so you can provide enough people to supervise the day. Game Days are designed to give you two major benefits. Firstly it is a day for your current students and their family to get together and play together. Secondly it is a lead generator where your current students can bring new potential students along to have a fun day and most likely join your school. Many schools have had to start turning away interested kids because they have filled their classes to their capacity. What a great problem to have.

**8. How much should enrollment be for kids in a Martial Arts School?**

Your prices for teaching are up to you. I don't believe kids classes should be any cheaper than adult classes as it is actually more work training kids. I suggest looking at other schools in your local area and setting your prices at least 10% higher than the most expensive successful school you can find. If you don't believe you can teach as well or better than your opposition then you shouldn't be teaching.

**9. Can Kids of different sizes, ages and experience play these games together?**

Some Games yes, some games no. As a general rule, Games that rely on skills like Sensei Says and Follow the Leader can be played by all. Games that require strength, size or speed are best played with groups of similar size and experience to avoid possible injuries.

**10. Should Game Days be a free event or an added charge?**

Game Days should be a free event but it is best to have allocated tickets for students and their guests. This will help control the number of kids turning up on the day. Remember that the benefit of this event is to attract new students. The long term income of a new student far out weighs the cost of hosting a Game Day. If you want to raise some money while hosting the Game Day you may want to run a food and drink stall for event, kids need to drink when they are running around and most parents like a coffee or tea while watching or playing with the kids.

Note: Do Not have alcoholic drinks at the Game Day as it is a Family Event. Disneyland doesn't serve alcohol and it hasn't stopped them from being a huge success.

**11. Do I have to teach all these games? Some of them don't suit my Martial Art**

Yes and No. It is up to you to decide which games are most beneficial for your students and which best suit your Martial Art. Although the benefits of these games differ for kicking arts, boxing arts and ground fighting arts they are useful and beneficial for everyone. Over the course of time try to use all the games a couple of times to see how they help your students. Obviously start with the ones most suited to your Martial Art.

**12. Why do you say that a parent or outsider should be the judge when needed?**

You are the Instructor and you need to be the good guy/girl to the kids. The easiest way to avoid taking sides or looking like you are playing favorites with your students is to ask one of the parents to act as the judge when playing competitive games.

It is also good to involve the parents in your lessons to make them feel part of the family. We have gained many Adult students from doing this.

**13. Do you have more games for wrestlers?**

I am currently working on another manual which is designed more for grappling, wrestling and submission arts. This manual will give you games to build core strength, flexibility, a strong neck, tactile sensitivity and a strong grip for young kids. If I have your email, I will let you know when it is released.

**14. Are you interested in some games that I am already using in my school?**

I am always looking for new and better ways to improve the training of kids in Martial Arts. If you have some games that you would like to share with other instructors then please send an email to [suggestions@martialgames4kids.com](mailto:suggestions@martialgames4kids.com) If your games are used in any future manuals or shared in the "Martial Games or Kids Newsletter" I will be sure to include your name and give credit for your contribution.

**“Thank You for reading this document first... now open up your Martial Art Instructors Report and start using some martial Games in you classes today”**

-Aaron Perry

## **Testimonial**

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**“Over the last 2 years we have had no trouble filling our classes and at times have had to set up waiting lists”**

As owners of a karate school based in Brisbane specializing in teaching children aged 5-12 years, we are constantly striving to find new ways to keep our students enthusiastic and interested during our lessons. Our combined 30 years experience in Martial Arts has taught us that traditional "adult" class formats are not effective in keeping the children's energy levels high. In our classes Martial Arts games play an essential role in teaching children as young as 5 years valuable skills such as focus, speed, power, balance and co-ordination while having fun at the same time. Over the last 2 years we have had no trouble filling our classes and at times have had to set up waiting lists because interest has been so high.

We highly recommend "Martial Games For Kids" as a powerful tool for teaching Martial Arts to children.

**Don & Suzanne Woods**

Karate Instructors, Brisbane Australia