

guess one of the most unique things people say is that if you read a book it's usually hard to talk to the author, but if someone joins the DLP they can e-mail me and talk directly to me, or I can assign them a Distance Instructor who'll help. We can teach Hapkido to people anywhere on the planet.

**MAW:** Basically, you make the long distance learning a winning scenario for everybody. Now people around the world can benefit from your instruction. That's fantastic. Another question in regards to your success: When we were talking, you mentioned out-sourcing. Can you tell us a little bit more about that?

**MG:** We attempt to focus on our core business, which is teaching the martial arts. That's why I like AMS. I out-source the billing to them. Billing my students is all done by AMS. We try to get as many things like that done for us, so it won't interfere in our core business, which is the martial arts. I like to keep everyone focused on teaching, that is my passion.

**MAW:** You've been teaching the martial arts for a long time, and you've been very successful. You really use your resources, especially if they help your school, you're always ready to learn or try something new. There are a lot of people who are new or are still struggling. As a leader in martial arts business what do you suggest for them to do to reach your level of success?

**MG:** Tenacity. Get to the AMS

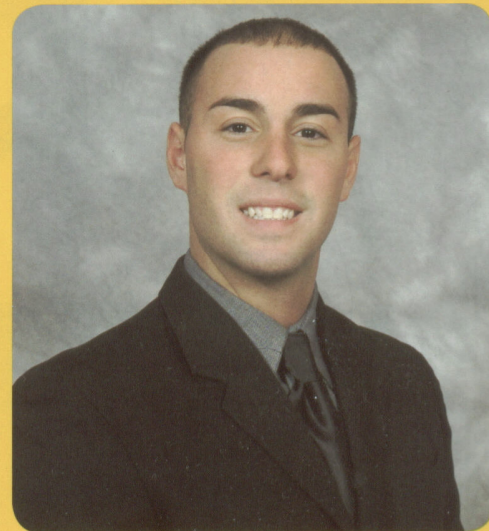
Convention and join a martial arts business group. I think joining a martial arts business group is absolutely the most important thing a school owner can do for his or her professional development. Because like myself, most people excel at martial arts; they're not business men or women. They need to learn to advertise, market, how to hire and fire, basic accounting. You're running a full-fledged business. It's not some little club or a hobby.

**MAW:** As a professional martial artist, your advice is clear, one of the best things to do is to be part of AMS because then you can be a Master of the martial arts and have your own consulting company. You can have the best of both worlds the wisdom of the East and the wisdom of the West.

**MG:** Without a doubt! That's what it's all about! It's kind of difficult for anyone to learn all the business aspects and be great at the martial arts. When you're with AMS they just feed you the stuff. That's the only way I can see anyone getting ahead in this unless they were already in business, or had a business degree already. Who has the time to go and get all kinds of degrees in martial arts and go to college and get a business degree? AMS is the fastest and easiest way I can think of for anyone to be successful.

**MAW:** Thank you, for sharing your leadership, passion, thoughts and experiences with our readers. It is exciting to think about where you will be leading the pioneers of tomorrow.

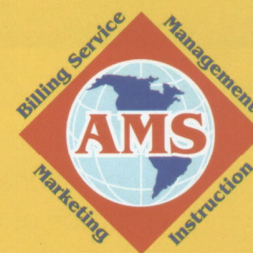
# AMS Means Growth



"When I joined the AMS winning team I had what I thought was a successful school with almost 200 students and earning close to \$10,000.00 a month.

"Thanks to the marketing ideas, telephone consultations, and the networking with other successful masters, we now have **over 500 students and earn over \$50,000.00 a month.**

"No matter where your school is right now, AMS can help you achieve your goals."  
— Master Paul Melella, Jr.



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