

In this Issue:

- New Year's Greetings
- Our New Website!
- Guro Dan Inosanto Seminar!
- Brazilian JiuJitsu Seminar!
- African Martial Arts Seminar!
- New! Student Referral Program

Happy New Year!

The new year brings a sense of excitement about the future and an opportunity to review the past year, our goals, our contributions, our accomplishments. Some of us tend to create goals that are unreasonable, others don't push themselves far enough, many of us fail to hold our selves accountable to our goals and take them to the extent necessary to attain them.

This is an important time to review your goals and set plans in motion to make things happen. In order to achieve a goal it must have three key characteristics: It must be attainable, it must be written down, it must be constantly reviewed.

I would encourage all students to begin by writing down five goals that they would like to achieve in the next year, and prioritize those as to which is most important. This can include physical goals, financial, psychological, experiential goals. The important thing is to start by committing them to paper and putting the list where it will be seen regularly.

Immediately after you start and prioritize your list, get out another sheet of paper and begin to make a plan of action that will allow you to attain each goal. Begin with the question "What has to happen in order for me to attain this goal." Then begin to plan which of those things have to happen first, and begin to work on them.

As you progress over the next year, review your plans and your list of goals frequently, it is all too easy for us to lose sight of the things that we hold important, getting mired down in the stress of day-to-day living. Brainstorming, Mind Mapping, and Future Pacing are three examples of psychological technology that can be used to stave off the complacency. The associations we have with anything we experience are of our own creation. We often limit ourselves based on preconceptions about what our potential is, what we're no good at, what we'll never be able to do. These three techniques function as association exercises, allowing you to create new associations and break old ones. Over the next few newsletters I will discuss briefly the use of these techniques and how they can help you in your training, and in your everyday life.

On that note:

It will never be easier than it is right now to change your life.

How many times do we put off doing something that excites us because of the obstacles in our life? How many times do we convince ourselves out of doing something because we're afraid we'll be no good at it? Don't let this stop you - Martial Arts are for everyone.

Our schedule offers an exciting array of classes at a variety of times that fit most schedules. Our payment options are flexible and short-term, you won't be held to a long-term commitment. In fact, with our Pre-Paid class options, you can even pay class to class. What ever your schedule is, whatever your financial situation, we have a solution. Feel free to give us a call or stop in to watch a class - we always welcome visitors.

To start your training experience with a free introductory lesson, contact Anthony Sell at (414) 520-7243 or by email at info@sageartsunlimited.com

Congratulations!

We would like to congratulate Andy and Jessica Huber on the birth of their son, Ian Lee Huber, born December 20, 2003 at 8:59PM. Both mom and son are very healthy.

Our New Look - Sage v2.0

We are proud to introduce our newly redesigned website, which launched Jan. 1, 2004. Our new site is better organized, containing new content in our student section, articles, stories, interviews, essays, staff contributions, a frequently updated events calendar, new and easier ways to contact us, and much much more. This redesign, the first in nearly four years, kept Mr. Sell busy for several weeks, and is finally done.

Upcoming Events

Free Open-Mat Event at Matamoros Brazilian JiuJitsu Dojo January 17 2004 11 AM - 4 PM

This is the first of a series of Inter-School workouts, providing an opportunity for students to train in Brazilian JiuJitsu with students from other area schools. After this each Open Mat will be \$5 per person, so take advantage of this opportunity. The open mat will begin at 11:00 A.M. and will end at 4:00 P.M. The location of the event will be: 2653. A Kinnickinnic Ave., Milwaukee, WI 53207. There will be no Grappling Class that morning. All other classes will be held as normal.

In-school Chess Night January 29 2004 - 6:30 -8:30 PM

Our last chess night was a blast, some students stayed until nearly 11:30 PM, playing for hours. This was an exciting way to get to know the other students and exercise certain cognitive skills that are common in both chess and the Martial Arts.

One of the most important aspects of a Martial Artist is the ability to think tactically, strategically, and to anticipate the intention of their opponent. For this reason, I have made it a requirement that every student learn how to play the game of chess, which has been used to educate military minds, warriors and leaders for centuries. Join us for an evening of intellectual stimulation. For beginners, the rules of the game will be discussed and coached by Jason Lippert (an avid and rated chess player), our resident Chess Coach, and skill will be developed through practice games with more experienced students. The cost is \$5 for the evening and will include

refreshments for those participating. Bring your favorite chess set and a buddy - See you there!

**Guro Dan Inosanto Seminar
Minnesota Kali Group - Minneapolis, MN - Feb. 14-15th, 2004**

Don't miss seeing the greatest martial artist of our time!

This international martial arts legend is recognized as a top instructor in arts such as Kali - Jun Fan/Jeet Kune Do - Silat - Wing Chun - Muay Thai - Brazilian Jiu Jitsu and Shoot Wrestling. His personality and expertise have made him the most popular seminar guest in the world. Take advantage of your opportunity to learn from the best! This seminar will provide a wealth of information and is a must for serious martial artists and beginning students. For every martial artist, Guro Inosanto's seminars provide the ultimate inspiration to improve your training and martial arts skills. To reserve your space, call (612) 821 - 6800 or email: mnkali@aol.com

Times: Sat 12 - 4pm, Sun. 10 - 4pm

Cost: Register by Feb 1: \$115 - At the door: \$130 - Single Day: \$70

Instructors: Get \$20 off per student, bring 5 and you get in free!!

Location: The Mn Kali Group - 4532 Chicago Avenue - Minneapolis

**Brazilian Jiu Jitsu Seminar with Henry Matamoros
Sage Arts Unlimited - Milwaukee, WI - February 22, 2004**

Our last seminar with Sensei Matamoros was very productive, and our students have learned much since then, we are proud to bring him back to further our insight into this effective grappling art. The focus for this seminar will be the Guard. Don't miss this opportunity to develop your groundfighting skills and improve your sensitivity to position and awareness of technique.

Times: Sunday 12 - 4pm

Cost: Register by Feb 1 - \$35, At the Door \$45

Equipment: Bring a Judo or JiuJitsu Gi and belt, wrestling shoes are optional

**African Martial Arts Seminar, Presented by Master Ahati Kilindi Iyi
Sage Arts Unlimited - Milwaukee, WI - March 6-7th, 2004**

Experience the African Martial Arts systems as presented by Ahati Kilindi Iyi, Head Instructor and Technical Advisor of the Ta-Merrian Martial Arts Institute. Kilindi Iyi teaches Ancient and Contemporary African Fighting Sciences such as Saki of Northeast Africa, Zulu Impe Stick Fighting of Southern Africa, and Giddibo of West Africa and is considered to be one of the world's foremost authorities on African Martial Arts, history and culture. The fighting arts of Africa are based upon the traditional dances of Africa, where rhythm and movement are combined to produce a ferociously effective fighting system. Dan Inosanto, is quoted as saying "In my opinion, the African arts performed by Kilindi and his students can stand with any other martial art I have observed—be it East or West.

Ahati Kilindi Iyi has appeared on the covers of many national and international magazines such as Inside Kung Fu and Martial Arts Masters. He has been featured on local and national television shows such as 60 Minutes and Strange Universe. Kilindi was also honored as one of the Masters of Martial Arts in the 20th Century on the Wesley Snipes produced Television presentation "Masters of the Martial Arts."

Schedule of Events - Saturday, March 6th

10 am - Noon - Elements of the Dance and Basic Fighting Drills

Noon - 1 pm - Lunch on your own

1 - 3 pm - Advanced Empty Hands Techniques—Throwing & Multiple Opponent Defense

3:30 - 5 pm - Grappling Techniques

Schedule of Events - Sunday, March 7th

9 am - 11 am - African Stick Fighting—concepts and techniques from Zulu Impe and Naboot including Spear and Shield method, usage of the third stick, disarms, inside fighting and stickplay

11 am - Noon - Discussion on African Martial Arts—topics to include History, Healing Techniques, Herbal Usage and Yoga

Noon - 1 pm - Lunch on your own

1 pm - 3 pm - African Knife Fighting

3 pm - ? - Discussion, Q&A, etc

Fees:

Advance Registration - \$110 both days, \$65 Single Day

At Door Registration - \$130 both days, \$70 Single Day

Advanced Registration requires a \$50 deposit by February 21, 2003

Instructors abroad, get \$10 off your seminar fee for every student you bring.

Equipment to bring includes Workout Clothing, Wrestling Shoes, Training Knives, Long and Short Sticks and a notebook or journal. For more information about this seminar, visit our website:

http://www.sageartsunlimited.com/upcoming_events/seminars/africanMA.html

Our New Student Referral Policy

Win a free year of training! - Over a \$1,000 Value!

We would like to show our appreciation to those who have been bringing their friends and family to the school to join us in training. We rely on the support that our students' word of mouth creates for us, without which this school would not be possible. We also want to give thanks to those who consistently attend classes with our On-going Memberships. Starting in January 2004, we will be instituting a new policy for those students who refer people to the school:

1. Any student who refers 5 or more people to the school within a single year can be eligible for a free year of training.
2. The referring student must be enrolled in our regular classes, by on-going membership, electronic funds transfer method of payment.
3. The referring student must be enrolled consistently from the time that the referred student enrolls until the time that they become eligible for Free Training.
4. In order to qualify, those referrals must also enroll in our regular classes, by on-going membership, electronic funds transfer method of payment.
5. When those five referrals have all attended regular classes for a period of six months, the referring student will be awarded six months of Free Unlimited Training.

6. When those five referrals have all attended regular classes for a year straight, the referring student will be awarded another six months of Free Unlimited Training.
7. This program applies to student referrals made on or after January 1st, 2004.
8. The discount applies to Regular Classes, and does not apply to Special Events, Seminars or Tournaments.

Many students have opted for our On-Going/EFT payment plan, which is the easiest way to pay our dues each month. The date of payment can be set up a variety of ways for your convenience, and all of our On-Going Memberships include the right to cancel at any time with 3 months notice.

Special Thanks

In this issue, I would like to personally thank the staff members of Sage Arts Unlimited. I have watched with fascination over the past year as each member has developed their "teaching personality" offering insight and experience to our students. I am impressed with the quality of instruction, the depth of expertise and the seriousness with which each of you approach your classes. The compliments I've been receiving about the school and the staff and classes in general confirm this. Once again, this school would not be possible without your participation and commitment, and I thank you for your contributions. I am looking forward to a great new year. - *Anthony Sell*

Now Available on our Website

Equipment Specials for January
Discounted Student Equipment Packages:

- Phase One Package
- Phase Two Package
- Grappling Package

A Great Training Resource Online!

Kali-JKD University (Best viewed with Internet Explorer)

Introducing the Kali/JKD University - an online source of training information on Kali and JKD, including training articles, seminar outlines and lots and lots of video clips, demonstrating the essential skills, exercises and drills that comprise these Arts. Innovative in its design this site is a creation of Rudy Rogers, a student of both Guro Dan Inosanto and Sifu Rick Faye. The site is done in conjunction with the Minnesota Kali Group and stands as a great resource for students of all levels. For serious students, this is an inexpensive subscription that can open the doors of knowledge. If you are interested in taking your training to the next level, please use the link below to sign up, as we do get some credit for referred participants:

<http://refer.ccbill.com/cgi-bin/clicks.cgi?CA=922995-0000&PA=478269&HTML=http://www.KaliJKD-U.com>

End Newsletter

You have been added to the Sage Arts Unlimited Mailing List. We respect your privacy. If you would like to discontinue receiving these newsletters and announcements, simply respond to this email with a blank message and REMOVE in the subject line.