

EFC ALLSTARS

The Journal of Top Performing EFC Black Belt School Worldwide
USA, CANADA, UK, IRELAND, AUSTRALIA, PUERTO RICO & NEW ZEALAND
2008/VOLUME XXII NO. 3



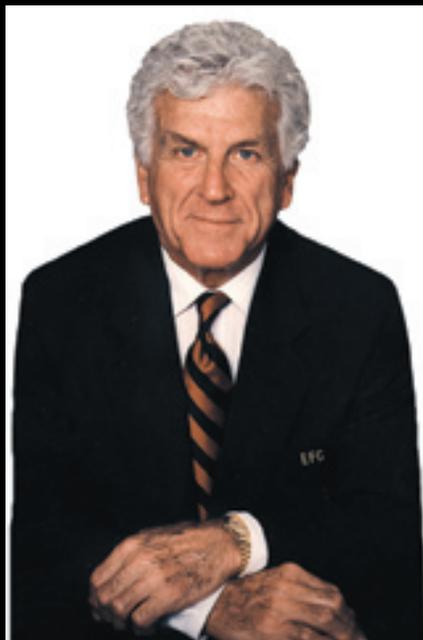
Walking the Talk

An Interview

With

Art Beins

Are you making any of these 5 mistakes in managing your martial arts school?



- 1 Failure to have in place an effective internal and external marketing system that generates at least 20 new members per month
- 2 Lack of a deep understanding of how to have excellent student retention
- 3 Not charging the correct tuition amount
- 4 Not owning your own school building
- 5 Wearing the hats of both martial artist and bill collector

Many Educational Funding Company clients started with only 50 students in their school. Today, they are teaching up to 300 students and more! Call today to order your free audio tape entitled, "Double Your Gross at No Additional Cost."



**Dependability, Trustworthiness,
Rock Solid Integrity**

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Dependability

Trustworthiness

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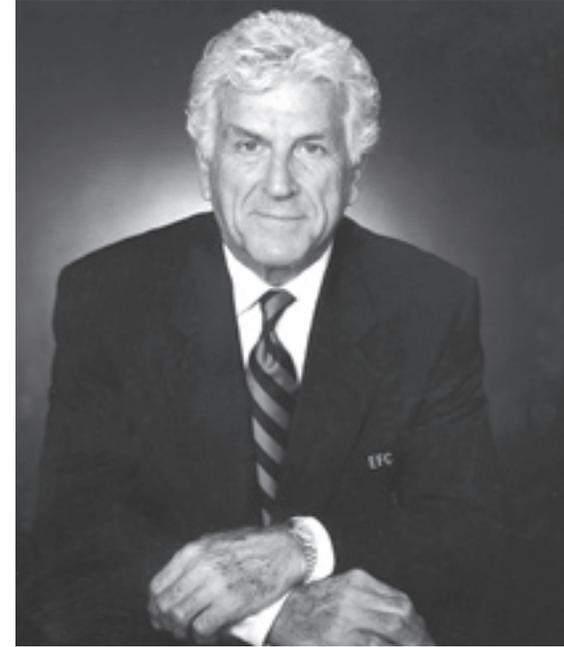
EFC Vision

EFC was the first provider and still continues to be the leading tuition management and business consulting firm for professional martial arts schools. We aim to raise the standards of martial arts for our clients by extending to them insightful management services, empowered by future technological tools and information which increases core business focus and contributes to the growth of their business to its maximum potential.

Visit our website at www.efconline.com

Educational Funding Company

Message of the Month



“You get what belongs to the thought you think.”

Nicholas Cokinos
EFC Chairman
March, 2008

OUTLINE

ALLSTARS | March 2008

The *EFC AllStars* is a journal documenting the top performing EFC Martial Arts schools worldwide. To be published in the *EFC AllStars*, schools must meet certain criteria. The following summaries outline the minimum requirements and provide a brief description of each section within this booklet.

- Legion of Honor** The Legion of Honor lists EFC school owners who have referred new clients to EFC. In order to qualify for publication, a minimum of one client referral and EFC acceptance is required.
- Top Team Standings** The Top Team Standings acknowledge school owners who operate multiple schools. Each owner must have at least a 50% share in the school, a minimum gross of \$2,000 per school and a combined gross of \$20,000 or greater.
- Top Single School Gross** The Top Single School Gross indicates EFC's top grossing schools. The minimum gross requirements vary due to monthly fluctuations
- Top Retention Quotient** The Top Retention Quotient recognizes the schools that demonstrate outstanding student-retention level. To be eligible for this list a school must have an R.Q. of .12 or lower and have at least 100 active student enrollments on file
- Top Extension Contracts** The Top Extension Contracts list indicates clients who have sent the most new contracts during the month. To qualify, a minimum of 50 active enrollment agreements on file and a total of 16 or greater contracts sent during the month are required.
- Top Renewal Contracts** The Top Renewal Contracts list displays clients who have sent the most renewal contracts during the month. To qualify, a minimum of 50 active enrollment agreements on file and a total of 17 renewal contracts sent during the month are required.

Legion of honor

The following school owners have joined the EFC family:

USA

School code	School Owner	Location	Referred by
2584	Parrick Cody	Clinton, MA	
255	Tracy Dowd	Sea Girt, NJ	James Wellington
264	Phil Quinones	New York, NY	
261	Frank R. Ferrara Jr.	Winthrop, MA	
268	Alain M. German	Montville, CT	
101	Tray A. Anderson	Rossville, GA	
273	Pablo Popovitch	Ft. Lauderdale, FL	
274	Diane & Craig Spoor	Mechanicsville, VA	
276	Pon Inthathirath	Boise, ID	
277	Vincent Holmes	Bryan, TX	
278	Hugo Armando	Philadelphia, PA	
280	Ron Cooper	Greenville, NC	Kathy Olevsky
281	Hazem Ibrahim	W. Keansburg, NJ	
283	Pawel Cichowlas	Troy, MI	C Heacock/S Sohn
284	Richard Meara	Burlington, MA	Henry

AUSTRALIA & NEW ZEALAND

School code	School Owner	Location
155	Stuart Holdsworth	Melbourne, Victoria.
3001	James E. Brian & Nicky Knoff	Manunda, New Zealand

UK

School code	School Owner	Location
430	Shane Fitzgibbon	Connacht

Walking the Talk

An Interview

With

Art Beins

Tell us a little bit about your martial arts styles and curriculum?

Our style, United States Black Cat Kenpo Karate, is a unique, self-empowering Mixed Martial Arts success system designed to maximize physical and mental unarmed self-defense skills. The style incorporates a highly specialized arsenal of dynamic kicks, powerful hand techniques, and excruciating submission holds. Its foundation derives from the Okinawan Kenpo and Korean Tae Kwon Do Moo Duk Kwan systems, with an infusion of Jiu jitsu, Hapkido and collegiate wrestling. This remarkable combination arms an individual with self-defense techniques that, if applied correctly, will stop an attacker dead on their tracks!

Black Cat Kenpo Karate fills the gap left by others by integrating into its philosophy attitude and action qualities called “seeds of achievement.” These priceless seeds develop the life skills that are essential for building true confidence, character, a strong mind, and a healthy body.

Our organization makes every effort possible to prepare an individual for their testing. In order to accomplish this, it is imperative that the student attend regular scheduled classes, read the Success Handbook, review their DVD “Black Belt Success Library” and if possible, consider private lessons.

The curriculum runs on a six-week cycle. We have seven kyus in our system and it takes approximately four–five years to achieve black belt. The prerequisite for testing are: the students must have the designated amount of classes and must be pre-tested and able to perform the required techniques smoothly, with the appropriate amount of power and focus.

What is your school’s philosophy regarding classroom instruction?

Unlike other sports where the primary focus is winning a game and only the best participate, our main objective is to teach students how to win in life and become the best they can be regardless of mental or physical abilities.

The instructors concentrate on attitude first and skills second. By encouraging this, students develop a passion for training and their confidence begins to soar. Once a student starts to apply this simple formula of attitude and skill leads to confidence, it will help them become successful and happy in all facets of life.

The classroom environment must be friendly and positive, with challenging goals that are fun, exciting and rewarding! All instructors must have a passion for their profession and teach exciting, high-energy classes that keep students motivated and wanting more.

How do you encourage students?

Our Star Leadership Program teaches students the difference between commitment and participation. Many people go through life merely participating and are usually unhappy. In order to improve the quality of life, and achieve total self-fulfillment,

students must make a commitment to become the best they can be.

The Star Leadership program encourages students to practice the tenets of the Student Creed and helps to guide them on the path to becoming a “winner in life.” It also shows great concern for their fellow humans, and achieving this award is one of the highest compliments one can give their martial arts organization.

Each time a student completes a special goal, or makes a particular contribution to the school, he or she is acknowledged for their effort in the form of a Gold Star or a Black Star. Once four Black Stars accumulate, the student becomes eligible for the coveted “Star Leadership Award.”

Black Star (4 Gold Stars = 1 Black Star)

• Stars are documented and presented to students during class.

Earn 3 Gold Stars for each

• Making the High Honor Roll (straight ‘A’s) for four consecutive marking periods in their academic studies.

Earn 2 Gold Stars for each

• Making the Honor Roll (‘B’s or higher) for four consecutive marking periods in their academic studies.

• Receiving an “A” during belt testing.

• Sponsoring a new member at the martial arts school.

Earn 1 Gold Star for each

• Attending in-house seminars. (Weapons Seminar, Special Guest or Boot Camp.) Note: must be indicated on application.

• Participating in the BLACK CAT Annual Tournament.

• Participating in Federation fundraising or sanctioned charity events.

• Sponsoring an immediate family member

Note: The Stars symbolize the student’s desire for achievement. They are not tokens of material goods, but rather statements of outstanding character.

How do you nominate students for the black belt club?

Admittance to the Black Belt Club is by invitation only! In order to be nominated for acceptance in the prestigious Black Belt Club, the student must display the qualities of black belt excellence both in and out of the school. To become a candidate the student must pass their instructor’s evaluation and meet certain requirements.

They must...

• Be an active student for a minimum of three months.

• Consistently demonstrate respect, appreciation and cooperation to family and teachers.

• Have high levels of spirit and enthusiasm in class, at work and school.

• Maintain a minimum of a “C+” average in academic studies and demonstrate a positive attitude at school.

• Score a “B” or above on most recent belt testing.

• Have an excellent record of class attendance.

• Be nominated by their instructor for membership.

• Receive the Official Black Belt Club Candidate Application by mail and have it completed and returned within two weeks.

EFC Profile

Do you have any new projects in the works for 2008?

As you know, maintaining an awesome success team (staff) needs constant attention. Grooming a staff member to become an excellent instructor with great people skills takes many hours of training, observation and fine-tuning. This year I want to develop a course specifically for staff training with an off-shoot program for people who are willing and able to become part of our team at any given time.

What are some steps you have taken recently to make your classes more interesting?

I believe that we must take what we do best and do it better. We are constantly seeking ways to make what we teach more exciting and interesting. One of the areas that we have recently focused on is physical fitness. In order to make it interesting, we make it a contest. In order to make it successful we make sure we acknowledge every student's efforts, regardless of their abilities.

Contests and special events are social opportunities designed to promote friendship, goodwill and camaraderie within the student body. They also create opportunities to generate free publicity and recruit new members.

Would you mind sharing some of your best marketing strategies with us?

Internal marketing always works and it is the least expensive to do. Our February VIP Guest Pass for two free weeks was very successful this year. Between both of our schools we recruited 17 students. Not a bad return on our investment; considering it only cost \$275 in printing costs.

In the event a guest formally enrolls in the school, the new student's sponsor gets 10 raffle tickets put into our fish bowl and a chance to win some great prizes at the annual holiday party. Plus, they receive two Gold Stars towards achieving the prestigious "Star Leadership Award."

How do you cater your classes toward kids?

The curriculum is the same for both children and adults. However, all of our classes are broken down into specific categories pertaining to rank and age. Our Little Ranger Success Program consists of three-, four-, and five-year-olds and the Junior Basic Training Success Program varies from six- to 12-year olds. The cut off for the adult program depends on the size and maturity of the child.

What are some principles that you feel are important for school owners to pass on to instructors?

The first and foremost is not to become an imposter. You must "walk the talk." You are a professional teacher, which is the greatest profession in the world. You have a responsibility to your students and that is to guide them on their journey to black belt excellence with the best instruction available.

You have a captive audience! Your students want to be just like you. Therefore, you must continue to train and seek knowledge in order to reach your full potential, mentally, physically and technically. This will help you maintain a high level of enthusiasm in your classes and it will have an inspiring effect on your students.

Expand your vocabulary, purchase a dictionary and use it. Learn new and interesting words that will encourage your students to listen with interest and intensity.

Continued on Page 34

USA

CANADA

PUERTO RICO

2008 Spring Fling (USA Only)

Effective from April 1 2008 to June 30, 2008

Only the top 450 schools in the *Allstars* journal are eligible to participate. They are divided into 30 teams of 15 each and the school with the largest percentage increase over base at the end of the contest will be the winner in their respective team.

Starting base is the total gross income recorded as of March 27, 2008 in the EFC *Allstars* journal.

Rules:

- The school must be an active client with EFC since September 30, 2007.
- We will accept "paid at Studio" (Regardless of who calls it in however it will not be credited towards "Spring Fling")
- Minimum of 12 schools must participate in order to qualify the team.
- There is a \$ 50.00 registration fee (to be deducted from client's report on April 27, 2008)
- Multi School accounts cannot be combined during this period.

Winner's Prize \$2000.00

The following schools represent the best martial arts schools in the world. The gross collection, R.Q. of collection, and percentage growth are irrefutable evidence of the power of EFC.

Rank, School Owner, Name, Code, Location, Gross

1.	STEVE LAVALLEE (LAVALLEE'S USA BB CHAMPIONS)			
	23	Cicero	NY	\$25,488.75
	45	Liverpool	NY	\$27,280.59
	61	Rochester	NY	\$5,041.50
	390	Clay	NY	\$23,405.21
	875	Oakland Park	FL	\$41,851.04
	2436	Manlius	NY	\$17,710.00
	2460	Lighthouse Point	FL	\$33,286.00
	2589	Dewitt	FL	\$16,991.00
	2617	Coconut Creek	FL	\$25,177.21
	2622	Boca Raton	FL	\$24,185.24
	2601	PBG	FL	\$17,076.00
		TOTAL		\$257,492.54
2.	TIM & DAVE KOVAR(SATORI INC)			
	337	Richmond	CA	\$9,982.41
	344	Pinole	CA	\$12,816.50
	346	Graham	OR	\$16,904.58
	350	Granite Bay	CA	\$32,409.98
	351	Carmichael	CA	\$31,504.21
	353	Fair Oaks	CA	\$20,536.86
	354	Sacramento	CA	\$15,521.99
	358	Elk Grove	CA	\$24,638.43
	359	Cameron Park	CA	\$10,412.37
	362	Elk Grove	CA	\$18,708.80
	364	Sacramento	CA	\$16,575.72
	365	Roseville	CA	\$27,613.82
	366	Folsom	CA	\$13,203.98
		TOTAL		\$250,829.65
3.	ERNIE REYES (WEST COAST TAE KWON DO)			
	216	Santa Clara	CA	\$57,563.25
	232	Modesto	CA	\$8,451.35
	399	Milpitas	CA	\$17,229.05
	422	Campbell	CA	\$22,728.96
	540	Mountain View	CA	\$20,439.50
	686	San Jose	CA	\$19,777.90
	1520	New Albany	OH	\$5,664.48
	287	San Jose	CA	\$12,485.02
		TOTAL		\$164,339.51
4.	JOHN GODWIN (KOREAN MARTIAL ARTS)			
	223	Wilmington	DE	\$14,901.50
	290	Hamilton	NJ	\$18,186.88
	433	Hockessin	DE	\$20,489.74
	1232	Newark	DE	\$20,301.29
	1860	Middletown	DE	\$16,011.81
	1986	Dover	DE	\$8,674.00
	41	Penndel	PA	\$12,636.58
		TOTAL		\$111,201.80
5.	DAVID & LINDA DEATON (DEATON KARATE STUDIO)			
	20	Hendersonville	TN	\$83,397.63
	275	Hermitage	TN	\$21,303.72
		TOTAL		\$104,701.35
6.	KEITH & DEBBIE THOMPSON(TRISTAR MARTIAL ARTS ACADEMY)			
	1546	Eldersburg	MD	\$68,482.67
	2833	Westminster	MD	\$27,727.20
		TOTAL		\$96,209.87

Rank, School Owner, Name, Code, Location, Gross

7.	JASON D. FRANK(RISING SUN KARATE)			
	1810	Stevenson Ranch	CA	\$30,579.10
	2688	Houston	TX	\$16,706.93
	2797	Humble	TX	\$45,821.04
		TOTAL		\$93,107.07
8.	NICK & DONALYN PATAKOS(FAMILY KARATE CENTER)			
	955	North Brunswick	NJ	\$35,741.12
	2322	Monmoth	NJ	\$52,910.16
		TOTAL		\$88,651.28
9.	GARLAND & BRIDGET JOHNSON(UNIVERSAL KEMPO)			
	313	Colorado Springs	CO	\$4,159.19
	500	Colorado Springs	CO	\$52,129.54
	2136	Colorado Springs	CO	\$3,941.22
	2163	Colorado Springs	CO	\$2,383.00
	2389	Colorado Springs	CO	\$12,961.84
	2379	Colorado Springs	CO	\$1,931.10
	2566	Colorado Springs	CO	\$4,541.43
		TOTAL		\$82,047.32
10.	ANGELO VITALE(VITALE'S KARATE ACADEMY)			
	2990	Riverhead	NY	\$22,801.49
	2405	Shirely	NY	\$57,636.99
		TOTAL		\$80,438.48
11.	SALVATORE & JASON GABRIELE(GABRIELE'S KARATE)			
	2003	Groton	CT	\$32,068.03
	2439	Waterford	CT	\$28,091.69
	2951	East Lyme	CT	\$13,545.00
	2957	S. Kingstown	RI	\$5,735.00
		TOTAL		\$79,439.72
12.	DENNIS & ANDRENA BROWN (SHAOLIN WU-SHU)			
	28	Silver Spring	MD	\$33,415.00
	40	Largo	MD	\$39,795.00
	2840	Largo	MD	\$5,182.00
		TOTAL		\$78,392.00
13.	NICK BRUNO & RICHARD FESCINA(KEMPO MARTIAL ARTS DOJO)			
	120	Franklin Sq.	NY	\$17,301.00
	133	Smithtown	NY	\$12,548.00
	153	Hicksville	NY	\$9,679.00
	152	Farmingdale	NY	\$12,294.00
	154	Holbrook	NY	\$12,750.00
	167	Levittown	NY	\$2,638.50
	168	Valley Stream	NY	\$9,261.00
		TOTAL		\$76,471.50
14.	ARTHUR W. BEINS(ART BEINS KARATE INSTITUTE)			
	2395	Freehold	NJ	\$32,293.78
	394	Howell	NJ	\$40,157.19
		TOTAL		\$72,450.97
15.	MICHAEL VACCA(EAST WEST KARATE)			
	2910	Richbora	PA	\$13,822.50
	2968	Warminster	PA	\$39,852.66
	2969	Huntingdon Valley	PA	\$15,623.00
		TOTAL		\$69,298.16

Rank, School Owner, Name, Code, Location, Gross

16.	HAI TRAN (TRAN'S TAE KWON DO)			
26	Ft. Collins	CO	\$7,416.00	
815	Loveland	CO	\$14,118.33	
1019	Longmont	CO	\$31,106.36	
2032	Denver	CO	\$14,686.00	
	TOTAL \$67,326.69			
17.	DAVID M. JOSLIN(JOSLIN'S EAST WEST KARATE)			
2416	Auburn	CA	\$36,700.66	
2583	Roseville	CA	\$23,294.54	
	TOTAL \$59,995.20			
18.	CRAIG PEEPLES (PAK'S KARATE ACADEMY)			
619	Brunswick	GA	\$12,881.41	
648	Woodbine	GA	\$27,998.41	
649	Brunswick	GA	\$18,488.39	
	TOTAL \$59,368.21			
19.	WASSIM KHECHEN(MASTER KHECHEN SCHOOL OF TKD)			
206	Buffalo	NY	\$33,578.45	
2756	Williamsville	NY	\$16,692.00	
2234	Orchard Park	NY	\$8,159.50	
	TOTAL \$58,429.95			
20.	JOHN & ANGIE GABRIELE(X-TREME FIT COMPANY INC)			
1854	Temecula	CA	\$38,976.38	
2857	Murrieta	CA	\$14,755.20	
	TOTAL \$53,731.58			
21.	BILL TAYLOR(BUSHIDO SCHOOL OF KARATE)			
704	Murfreesboro	TN	\$35,012.63	
2424	Murfreesboro	TN	\$14,842.50	
	TOTAL \$49,855.13			
22.	MATT & JACQUELINE DORSEY(MATT DORSEY'S KARATE STUDIO)			
116	Rochester	NY	\$22,388.83	
2353	Penfield	NY	\$25,468.82	
	TOTAL \$47,857.65			
23.	CHARLES & MYRA CHI(CHI'S MARTIAL ARTS)			
657	Deer Park	NY	\$19,699.65	
2311	Lindenhurst	NY	\$25,106.84	
	TOTAL \$44,806.49			
24.	ANTHONY ARANGO(THE MARTIAL ARTS INSTITUTE)			
793	Massapequa	NY	\$30,630.00	
2539	Farmingdale	NY	\$14,167.00	
	TOTAL \$44,797.00			
25.	MOTI HORENSTEIN(MOTI HORENSTIEN KARATE & KB)			
1748	New York	NY	\$12,562.24	
2690	N. Miami Beach	FL	\$28,942.34	
2445	W Nyack	NY	\$3,014.00	
	TOTAL \$44,518.58			
26.	GREG TEARNEY(GREG TEARNEY'S ALL AMERICAN MA)			
128	Camillus	NY	\$8,818.49	
129	Syracuse	NY	\$35,103.45	
	TOTAL \$43,921.94			

Rank, School Owner, Name, Code, Location, Gross

27.	TONY THOMPSON (WEST COAST TAE KWON DO)			
267	San Jose	CA	\$14,131.00	
437	Newark	CA	\$25,834.90	
	TOTAL \$39,965.90			
28.	GUSTAVO & ANA LARREA(LARREA TRAINING CENTER)			
786	Ozone Park	NY	\$24,886.00	
2604	Bethpage	NY	\$14,852.00	
	TOTAL \$39,738.00			
29.	HIDEKI FRAZIER/AMANDA MOLINA(FRAZIER MARTIAL ARTS - CA)			
2291	La Habra	CA	\$33,190.96	
2803	Orange	CA	\$6,175.51	
	TOTAL \$39,366.47			
30.	CHEECH LUZZI(NORTH EAST KARATE)			
271	Westerly	RI	\$27,098.24	
2950	W. Warwick	RI	\$11,841.32	
	TOTAL \$38,939.56			
31.	JEFF BROWN(INTERNATIONAL INSTITUTE OF MARTIAL ARTS)			
1290	St. Marcos	CA	\$20,813.62	
1292	Vista	CA	\$5,082.50	
6000	St. Marcos	CA	\$9,044.21	
6001	St. Marcos	CA	\$3,212.48	
	TOTAL \$38,152.81			
33.	JOE DRABKIN(DC MARTIAL ARTS ACADEMY INC)			
96	Bethesda	MD	\$30,768.25	
1328	Rockville	MD	\$743.63	
2769	Gaithersburg	MD	\$3,820.00	
	TOTAL \$35,331.88			
34.	JOE SEO(SEO'S NATIONAL KARATE)			
76	Arvada	CO	\$31,944.49	
55	Westminster	CO	\$3,341.36	
2629	Thornton	CO	\$6,643.46	
	TOTAL \$35,285.85			
35.	MICHAEL FRANZEN & MELANIE BROWN(MAUDUDO FEDERATION)			
1987	Cincinnati	OH	\$21,953.37	
2676	Milford	OH	\$2,920.00	
2390	Batavia	OH	\$9,780.00	
	TOTAL \$34,653.37			
39.	KEN MACKENZIE(MACKENZIE'S KARATE)			
1818	Voorhees	NJ	\$16,965.55	
1919	Pennsauken	NJ	\$7,714.53	
1466	Voorhees	NJ	\$9,711.50	
	TOTAL \$34,391.58			
40.	PAULO FERNANDO AUGUSTO(SAN DIEGO BRAZILIAN JIU JITSU ACADEMY)			
2802	San Marcos	CA	\$23,248.20	
2895	San Marcos	CA	\$10,221.45	
161	San Marcos	CA	\$4,939.00	
	TOTAL \$33,469.65			

Rank	School	Owner, Name, Code, Location, Gross
41.	ANGELO PEREZ(UKF)	
	2371	Woodbridge Township NJ \$8,771.52
	1411	Union County, Clark NJ \$15,354.20
	2827	Springfield NJ \$8,209.00
	TOTAL	\$32,334.72
42.	DANIEL & ANIYA TIBBETTS(CALIFORNIA SPORTS CLUB INC)	
	6020	San Hose CA \$25,679.44
	6042	Mountain View CA \$6,442.15
		TOTAL
43.	KWANG PAI (PAI'S ACADEMY OF T.K.D.)	
	256	Clifton Park NY \$22,676.80
	1985	Clifton Park NY \$8,992.77
		TOTAL
44.	ROBERT DUZOGLOU(ACADEMY OF MARTIAL ARTS)	
	1448	Keybiscayne FL \$19,291.25
	1736	Cocconut Grove FL \$11,816.00
		TOTAL
45.	JERETT PERELMUTTER(TEAM MARTIAL ARTS CENTERS, INC)	
	2838	Aventura FL \$12,078.00
	2843	Pembroke Pines FL \$10,100.10
	2845	Hollywood FL \$8,857.47
	TOTAL	\$31,035.57
46.	CHUCK CORDOVA & MARK BARNES(PEOPLES KENPO KARATE)	
	2153	Littleton CO \$28,289.69
	2169	Littleton CO \$2,200.00
		TOTAL
47.	MICHAEL STORM(MIKE STORMS KARATE USA INC)	
	1876	Mandeville LA \$19,300.29
	2708	Covington LA \$10,692.00
		TOTAL
48.	THOMAS PAI (PAI'S ACADEMY)	
	140	Scotia NY \$11,755.00
	205	Schenectady NY \$16,869.25
		TOTAL
49.	MICHAEL PEREZ(KARATE AMERICA)	
	2233	Gladstone NJ \$13,242.99
	2999	Hillsborough NJ \$12,373.93
		TOTAL
50.	ROD BOHORQUEZ(ROD SHIM MYUNG DO)	
	2417	Miami FL \$6,280.00
	2418	Homestead FL \$7,387.00
	2924	Cutler Ridge FL \$5,532.25
	TOTAL	\$19,199.25

Rank	School Name	School Owner	Gross
SUPREME GRAND MASTER BLACK BELT			
1.	RENZO GRACIE ACADEMY	Renzo Gracie	\$158,882.00
2.	DAVID DEATON KARATE	D & L Deaton	\$83,397.63
3.	BUSHI BAN INTERNATIONAL	Zulfi Ahmed	\$74,135.08
4.	KIM'S KARATE	Mike Kaspi & Kevin McMahon	\$71,636.59
5.	JUJITSU CONCEPTS/KRAV MAGA	Stephen Sohn	\$71,443.75
6.	TRISTAR M.A ACADEMY	Keith & Debbie Thompson	\$68,482.67
7.	VITALE'S KARATE ACADEMY	Angelo Vitale Jr.,	\$57,636.99
8.	WEST COAST T.K.D.	Ernie Reyes	\$57,563.25
9.	U.S. BLACK BELT ACADEMY	Ivan S. Kravitz	\$55,254.00
10.	PROGRESSIVE MARTIAL ARTS AC	Nicholas Sacoulas	\$54,742.15
11.	MEYERLAND M.A CENTER	M & K Nebgen	\$53,786.13
12.	FAMILY KARATE SUPER CENTER	Nick & Donnalynn Patakos	\$52,910.16
13.	UNIVERSAL KEMPO KARATE	G & B Johnson	\$52,129.54
14.	TIM BARCHARD'S MMA	Tim Barchard	\$52,014.00
15.	LINXX ACADEMY	Frank Cucci	\$47,206.47
16.	RAY THOMPSON'S KARATE	R & G Thompson	\$46,090.50
17.	RISING SUN KARATE & BOXING	Jason Frank	\$45,821.04
18.	SCOTT TEAGUE'S ACADEMY	Scott Teague	\$44,331.24
19.	WARRIOR TRAINING CENTER	Jeff Mulhollan	\$43,639.00
20.	EAGLE MARTIAL ARTS, INC.	Barat/Nasima Jan	\$43,085.75
21.	LAVALLEE'S USA BB CHAMPS	Steve & K.C. LaVallee	\$41,851.04
22.	BLACK BELT M.A CENTER	Bob & Sheeba Lee	\$41,711.25
23.	WEST COAST T.K.D.	Teri Lee	\$41,665.64
24.	ART BEINS KARATE INST.	Arthur W. Beins	\$40,157.19
GRAND MASTER BLACK BELT			
25.	EAST WEST KARATE	Michael Vacca	\$39,852.66
26.	SHAOLIN WU SHU ACADEMY	Dennis & Andrena Brown	\$39,795.00
27.	X-TREME FIT SD	John & Angie Gabriele	\$38,976.38
28.	ROD SANFORD'S KARATE	Rod Sanford	\$38,898.84
29.	KEITH HAFNER'S KARATE	Keith Hafner	\$38,870.00
30.	WORLD KARATE ACADEMY	Joseph Gregory	\$38,768.75
31.	DYNAMIC MARTIAL ARTS OF STA	Manny Esmeraldo	\$38,606.30
32.	GARAGUSO KARATE	Mike Garaguso	\$38,580.06
33.	NATIONAL HAPKIDO CENTER MAR	Louis Kim	\$37,572.00
34.	JOSLIN'S EAST WEST KARATE	David & Ron Joslin	\$36,700.66
35.	RED DRAGON KARATE	Tom & Jody Hould	\$36,371.45
36.	FAMILY KARATE CENTER	N & D Patakos	\$35,741.12
37.	STRYKER'S MARTIAL ARTS	Dan Stryker	\$35,531.50
38.	GREG TEARNEY'S ALL AMERICAN	Greg & Judy Tearney	\$35,103.45
39.	BUSHIDO SCHOOL OF KARATE	Bill Taylor	\$35,012.63
40.	NUBREED MA ACADEMY	Luigi Cuellar & Alex Chan	\$34,508.00
41.	KICKS MARTIAL ARTS	L Welch/M Turnhout	\$34,365.10
42.	HARMONY MA CENTER	J Campbell & K Hwang	\$34,174.65
43.	AMERICAN KARATE STUDIO	Jim Clapp/Judy A.O'Neill	\$34,000.00
44.	MASTER KHECHEN SCHOOL OFTKD	Wassim Khechen	\$33,578.45
45.	SHAOLIN WU-SHU ACADEMY	Dennis Brown & Anita Seto	\$33,415.00
46.	LAVALLEE'S USA BB CHAMPS	Steve LaVallee/C Haley	\$33,286.00
47.	FRAZIER M.A.TRAINING C.	Hidecki Frazier/Amanda Molin	\$33,190.96
48.	BOSTON T.K.D	Alberto Montrond	\$32,798.50
49.	DONG'S KARATE	Doug Taylor	\$32,542.10
50.	SATORI ACADEMY-GRANITE BAY	Tim & Dave Kovar	\$32,409.98
51.	NATIONAL KARATE INSTITUTE	Kee H. Kim	\$32,329.45
52.	ART BEINS KARATE	Art Beins	\$32,293.78
53.	GABRIELE'S KARATE	Sal & Jason Gabriele	\$32,068.03
54.	SEO'S NATIONAL KARATE	Joe Seo	\$31,944.49
55.	SATORI ACADEMY	Kovar/Cali	\$31,504.21
56.	ACADEMY OF TRADITIONAL KARA	Todd & Kristen Keane	\$31,208.27

Rank	School Name	School Owner	Gross
57.	HUNG TRAN'S M.A.	Hung Tran	\$31,106.36
MASTER BLACK BELT			
58.	LAWLER'S T.K.D INC.	Lee Lawler	\$30,798.50
59.	DC MARTIAL ARTS ACADEMY INC	Joe Drabkin	\$30,768.25
60.	SCHOOL OF CHINESE MARTIAL A	Robert Brown	\$30,665.00
61.	THE M.A. INST.	Anthony Arango	\$30,630.00
62.	RISING SUN KARATE	Jason D. Frank	\$30,579.10
63.	SHOTOKAN KARATE CENTER	Gene Dunn	\$29,806.00
64.	BUZZ DURKIN'S KARATE	Buzz Durkin	\$29,478.22
65.	TOKYO JOE'S STUDIO	R. Lamattina	\$28,999.96
66.	MOTI HORENSTEIN - KARATE	Moti Horenstein	\$28,942.34
67.	STUDIO KICKS	Gloria & Shannon Albracht	\$28,630.38
68.	PEOPLES KENPO KARATE	Chuck Cordova	\$28,289.69
69.	MARTIAL ART OF KARATE	Al Bartlinski	\$28,271.46
70.	ELDRER'S T.K.D.	Randy Eldred	\$28,217.00
71.	GABRIELES KARATE, INC.	Jason & Sal Gabriele	\$28,091.69
72.	PAK'S KARATE	Craig Peebles	\$27,988.41
73.	KUK SOOL WON	Barry Harmon	\$27,926.04
74.	MIDDLETOWN MARTIAL ARTS	Bob Meyer	\$27,900.45
75.	BUFFALO GROVE MARTIAL ARTS	Bert Witte	\$27,836.80
76.	TRISTAR MARTIAL ARTS ACADEMY	Keith & Debbie Thompson	\$27,727.20
77.	SATORI ACADEMY-LEAD HILL	Tim and Dave Kovar	\$27,613.82
78.	LAVALLEE'S USA BB CHAMPS	Steve LaVallee/J.Andrello	\$27,280.59
79.	NORTH EAST KARATE	Cheech Luzzi	\$27,098.24
80.	KAPATID MARTIAL ARTS	Patrick Consing	\$27,030.95
81.	AMERICA'S BEST DEFENSE	Paul Garcia	\$26,866.66
82.	STUDIO KICKS, INC.	Larry Lam	\$26,832.00
83.	WEST COAST T.K.D.	Tony Thompson	\$25,834.90
84.	CALIFORNIA SPORTS CLUB INC	Daniel & Aniya Tibbetts	\$25,679.44
85.	LAVALLEE'S USA BB	Steve LaVallee/M. Sgarlata	\$25,488.75
86.	MARTIAL ARTS AMERICA	Matt Dorsey	\$25,468.82
87.	PERSONAL BEST KARATE	Eileen J. Rappold	\$25,362.98
88.	LAVALLEE'S USA BB CHAMPIONS	S LaVallee/F Scaccia	\$25,177.21
89.	CHI'S MARTIAL ARTS NY	Charles & Myra Chi	\$25,106.84
90.	LARREA TRAINING CENTRE	Gustavo & Ana Larrea	\$24,886.00
91.	MINNESOTA M.A ACADEMY	Greg A. Nelson	\$24,734.75
92.	SATORI ACADEMY-LAGUNA	Tim & Dave Kovar	\$24,638.43
93.	LAVALLEE'S USA BLACK BELT	Steve LaVallee	\$24,185.24
94.	KARATE INTRNTL	K & R Olevsky	\$24,166.50
BLACK BELT			
95.	YONSEI MARTIAL ARTS ACADEMY	T Huddleston/Song Suk Kim	\$23,504.69
96.	LAVALLEE'S USA BB	Steve LaVallee/T. Feidt	\$23,405.21
97.	JOSLIN'S EAST WEST KARATE	David Joslin	\$23,294.54
98.	EMPIRE STATE KARATE	J. Santamaria	\$23,288.79
99.	SAN DIEGO BRAZILIAN JIU-JITSU	Paulo Fernando Augusto	\$23,248.20
100.	MARK WARNER'S PROFESSIONAL	Mark E. Warner	\$23,059.96
101.	EXTREME MARTIAL ARTS - PA	Brad Daddis	\$23,044.21
102.	USA KARATE	Kathy Faust	\$23,040.77
103.	ANCIENT WAYS MARTIAL ARTS	Boon Brown	\$22,818.84
104.	VITALE'S KARATE ACADEMY	Angelo Vitale / Tim Condon	\$22,801.49
105.	WEST COAST T.K.D	Ernie Reyes	\$22,728.96
106.	PAI'S ACADEMY OF T.K.D	Kwang Pai	\$22,676.80
107.	MICHAEL PAM'S BLACK BELT	Michael Pam	\$22,672.00
108.	BRAZILIAN JIU JITSU CENTER	Pablo Popovitch	\$22,669.00
109.	BROOKLYN BRAZILIAN JIU-JITSU	Gene Dunn	\$22,600.66
110.	MATT DORSEY KARATE STUDIO	Matt & Jacqueline Dorsey	\$22,388.83
111.	COSTANZO'S MARTIAL ARTS	R & D Costanzo	\$22,318.85
112.	RICK HALL'S ACADEMY	Rick Hall	\$22,173.37

Rank	School Name	School Owner	Gross
113.	SOUTH FIELD M.A. INST.	Willie Adams	\$22,133.00
114.	MALIBU MARTIAL ARTS	Joey/Ginger Escobar	\$22,075.00
115.	MAUDUDO FEDERATION	M Franzen & M Brown	\$21,953.37
116.	TONG DRAGON MIXED MA	Eric Colon	\$21,910.00
117.	FRANCIS FONG ACADEMY, INC.	Francis Fong	\$21,580.75
118.	EAST COAST KARATE	Michael Pinelli	\$21,516.00
119.	PAK'S KARATE	C & H Chapman	\$21,381.30
120.	GANGULY'S MARTIAL ARTS.	B.J. Ganguly	\$21,351.98
121.	DAVID DEATON KARATE	David Deaton/Wayne Tyler	\$21,303.72
122.	KINGDOM KARATE WORLD	J & A Diaz-cervo	\$21,233.33
123.	ERNIE REYES' T.K.D	Diana L. Sublett	\$21,154.91
124.	HOLLEY'S INTERNATIONAL MA	Jennifer & Paul Holley	\$20,965.00
125.	RODNESS KARATE	Steve Rodness	\$20,895.40
126.	INTERNATIONAL INST. OF M.A.	Jeff Brown	\$20,813.62
127.	ROCK SOLID KARATE	Scott Sandt/Lee Sandt	\$20,785.11
128.	SATORI ACADEMY - MADISON	Kovar/Grube	\$20,536.86
129.	KMAI II	J. Godwin	\$20,489.74
130.	WEST COAST T.K.D.	Ernie Reyes Sr.	\$20,439.50
131.	CHESAPEAKE M.A INC.	Rick Hammond	\$20,313.46
132.	KOREAN M.A	J.Godwin	\$20,301.29
133.	KICK CONNECTION INC.	Carlos E. Patalinghug, Jr.	\$20,257.16
BROWN BELT			
134.	WEST COAST T.K.D.	Ernie Reyes	\$19,777.90
135.	CHI'S MARTIAL ARTS	Charles & Myra Chi	\$19,699.65
136.	STEVENS M.A	Bill Stevens	\$19,574.48
137.	ERNIE REYES WEST COAST	Joe Soltis	\$19,489.85
138.	TROY DORSEY'S KARATE	Troy Dorsey	\$19,436.29
139.	KARATE USA, INC.	Michael B. Storms	\$19,300.29
140.	ACADEMY OF M.A	Robert Dozoglou	\$19,291.25
141.	PERFORMANCE BRAZILIAN J.J.	Louis Vintaloro	\$19,279.00
142.	TOKYO JOE'S	Eric Menard	\$19,196.00
143.	THE BLACK BELT ACADEMY	David Nyce	\$18,938.00
144.	SATORI ACADEMY-WATERMAN	Tim & Dave Kovar	\$18,708.80
145.	EASTERN DRAGON KARATE & SE	Robert E. Young	\$18,704.00
146.	FATJO'S M.A CENTER	Jerry & Mary Fatjo	\$18,614.23
147.	LIU INSTITUTE	Master Shawn Liu	\$18,601.50
148.	JACKSONVILLE BRAZILIAN JJ	Larry Shealy	\$18,580.54
149.	PAK'S KARATE	C & B Peebles	\$18,488.39
150.	MID HUDSON SCHOOL OF YOGA	James A. Caruso	\$18,281.00
151.	ACADEMY OF FITNESS PROF.	Johnny/Marta Williamson	\$18,262.97
152.	SANTA CLARITA KARATE	Michael Laurin	\$18,232.00
153.	DYNAMIC FITNESS CENTER	Paul Mendoza	\$18,206.52
154.	GODWIN'S SHIN KARATE	I. Roman/J. Godwin	\$18,186.88
155.	AIKI ACADEMY OF SELF DEFENS	Dennis G. Hill	\$18,039.43
156.	TRI STATE MARTIAL ARTS	Jeffrey D. Jones	\$17,861.30
157.	VALMONTE CENTER FOR PA	Joe Valmonte	\$17,789.00
158.	MARTIAL ARTS INTERNATIONAL	Julius Melegrito	\$17,759.19
159.	LAVALLEE'S USA BB CHAMPS	Steve LaVallee	\$17,710.00
160.	OAK RIDGE MARTIAL ARTS ACADEMY	Matthew Van Wolput	\$17,647.27
161.	BAI'S TAE KWON DO	Doug Paik	\$17,597.25
162.	YAMASHITA INT'L KARATE	Lloyd & Karen Knight	\$17,447.09
163.	VALLEY FORGE M.A	Chuck Vaughn	\$17,420.00
164.	ERNIE REYES WORLD M.A	David Hughes	\$17,356.00
165.	KEMPO MARTIAL ARTS DOJO	Nick Bruno/Richard Fescina	\$17,301.00
166.	PEARLAND MARTIAL ARTS CENTER	Alana & Kevin Groneman	\$17,274.94
167.	ERNIE REYES T.K.D	Ernie Reyes, Sr.	\$17,229.05
168.	LONG'S KARATE INSTITUTE INC	Bill Long	\$17,180.00
169.	U.S. M.A ACADEMY LTD.	Paul & Maricar Jakubowski	\$17,116.00

Rank	School Name	School Owner	Gross
170.	USA MASTERS ACADEMY	Kenny Kuek	\$17,106.20
171.	ST. LOUIS FAMILY M.A	Dwight Trower	\$17,077.51
172.	LAVALLEE'S USA BBC	Steve LaVallee/Dennis Emond	\$17,076.00
173.	DEGERBERG ACADEMY	F & K Degerberg	\$17,046.86
174.	STEVE LAVALLLEE'S USA CHAMP	Steve LaVallee	\$16,991.00
175.	MACKENZIE'S KARATE	Ken Mackenzie	\$16,965.55
176.	NEW GENERATION KARATE INC.	Dave Herman	\$16,961.00
177.	SATORI ACADEMY-GRESHAM	Dave & Tim Kovar	\$16,904.58
178.	PAI'S ACADEMY OF T.K.D.	Thomas Pai	\$16,869.25
179.	RENAISSANCE ACADEMY OF M.A.	Jamie Ridgeway	\$16,827.50
180.	RISING SUN KARATE	Jason Frank	\$16,706.93
181.	MASTER KHECHEN SCHOOL OF TA	Wassim Khechen	\$16,692.00
182.	DICKENS KARATE T/A DONG'S K	Joe Dickens	\$16,632.67
183.	SATORI ACADEMY - TRUXEL	Tim & Dave Kovar	\$16,575.72
184.	GLOBAL KARATE	Tong H. Kim	\$16,575.00
185.	PAI'S ACADEMY	M J & I Yang	\$16,437.82
186.	YAMASAKI JIU-JITSU INC.	Mario Yamazaki	\$16,414.29
187.	TOKYO JOE, HUDSON	Matthew M. Babine	\$16,353.00
188.	PATTEN'S MARTIAL ARTS	J & A Patten	\$16,218.00
189.	KOREAN M.A	John Godwin	\$16,011.81
190.	SILVER'S KARATE	Rick Silver	\$15,727.55
191.	ERNIE'S AMERICAN KARATE	Virginia Amaral	\$15,675.56
192.	EAGLE ACADEMY OF MA	Mary Treacy	\$15,661.68
193.	EXTREME KARATE	Michael Vacca	\$15,623.00
194.	SATORI ACADEMY -POCKET	Tim Kovar	\$15,521.99
195.	MIMIDIS KARATE	Paul T. Mimidis	\$15,480.00
196.	BAIZE M.A	J & D Baize	\$15,421.68
197.	V.I.P. MARTIAL ARTS ACADEMY	Louis Hurtado	\$15,417.54
198.	BOSTON T.K.D ACADEMY	J & B Pina	\$15,415.60
199.	UKF1	Angelo Perez	\$15,354.20
200.	OKINAWAN KARATE KOBUDO KAI	Serge Clark	\$15,221.58
201.	PAK'S KARATE ACADEMY	Ernest Johnson	\$15,042.18

RED BELT

202.	KOREAN M.A. INST.	J. Godwin	\$14,901.50
203.	LARREA TRAINING CENTER	Gustavo Larrea	\$14,852.00
204.	BUSHIDO SCHOOL OF KARATE	Bill Taylor	\$14,842.50
205.	X-TREME FIT	John & Angie Gabriele	\$14,755.20
206.	BOSTON T.K.D ACADEMY	Pedro Xavier	\$14,749.50
207.	POWER KIX KARATE	Arlene E. Limas	\$14,718.54
367.	TRAN'S T.K.D.	Hai Tran	\$14,686.00
208.	BUSHO KAI USA INC.,	Ivan Lewis	\$14,639.00
209.	NEW ENGLAND M.A.	Stephen J. Serwecki	\$14,633.60
210.	ATLANTA MARTIAL ARTS CENTER	John Alan Baker	\$14,544.05
211.	KAI LEUNG'S SHOTO-JUKU, INC	Kai Leung	\$14,424.50
212.	CARLOS L. DES JARDINS MARTI	Carlos L. Des Jardin	\$14,309.36
213.	VALLEY TANG SOO DO ACADEMY	Anthony Barker	\$14,279.63
214.	AMERICAN JUDO-HAPKIDO INST.	John Beluschak	\$14,228.09
215.	WADO KARATE CENTERS	Taylor Hayden	\$14,225.42
216.	BLACK BELT CENTER OF ORLAND	Mike Hartman	\$14,193.04
217.	KAIZEN MARTIAL ARTS OF N.J.	Frank Lopinto	\$14,170.00
218.	MARTIAL ARTS INSTITUTE II	Nicholas DeLuca/A. Arango	\$14,167.00
219.	WEST COAST T.K.D	Tony Thompson	\$14,131.00
220.	TRAN'S T.K.D ACADEMY	Trang Tran	\$14,118.33
221.	DAVE HOPKINS KUNG FU	Dave Hopkins	\$14,028.00
222.	BAILEY'S KARATE	Vicki Gillen	\$13,966.46
223.	WARRIOR WAY MARTIAL ARTS	Harvey Berman	\$13,927.00
224.	GRAUND CONTROL ACADEMY	John Rallo	\$13,919.00
225.	EAST WEST KARATE	Michael Vacca	\$13,822.50

Rank	School Name	School Owner	Gross
226.	THE GENTLE PALM KARATE ACAD	Crawley Berry	\$13,781.24
227.	UNITED STATES MIXED MARTIAL	Tom Hafers	\$13,693.61
228.	WEST BOCA KARATE	Ron Tramontano	\$13,672.58
229.	J. KIM MARTIAL ARTS	James & Sun Pumarejo	\$13,662.24
230.	WORLD CLASS MARTIAL ARTS	Perry Mahadev	\$13,611.50
231.	THE HEIJOSHIN DOJO	Robert Perez	\$13,574.70
232.	GABRIEL'S KARATE INC.,	Jason Gabriele	\$13,545.00
233.	AGRI'S KENPO KARATE	Henry C. Agri	\$13,518.75
234.	LION ACADEMY OF MARTIAL ARTS	Justin Hall	\$13,355.00
235.	JACK BUTTURINI KARATE	Jack Butturini	\$13,281.70
236.	KARATE AMERICA	M Perez/Patty Hasse	\$13,242.99
237.	SATORI ACADEMY - FOLSOM	850 e bidwell st ste 160	\$13,203.98
238.	TOKYO JOE'S SALISBURY	Kendall Buhl	\$13,145.00
239.	AZAD'S M.A. ACADEMY	Farshad Azad	\$13,070.38
240.	INT. KARATE & FITNESS CENTER	Bill Anistratov	\$13,013.50
241.	UNIVERSAL KEMPO KARATE	Martha G. Taylor	\$12,961.84
242.	GARY STEELE KARATE	Gary Steele	\$12,953.50
243.	PAK'S KARATE	C & B Peeples	\$12,881.41
244.	SATORI ACADEMY-PINOLE	Dave & Tim Kovar	\$12,816.50
245.	KEMPO MARTIAL ARTS DOJO	Nick Bruno/Richard Fescina	\$12,750.00
246.	NABAIEE'S FAMILY MARTIAL ARTS	Massih & Nazanine Nabaiee	\$12,712.68
247.	KOREAN MARTIAL ARTS INST.	John L. Godwin	\$12,636.58
248.	LOTAR SELF DEFENSE & FITNESS	Brian Rauchbach	\$12,629.00
249.	U.S. KARATE ACADEMY	Lt. Salvador C. Convento	\$12,609.00
250.	MIDWEST M.A ACADEMY	T & S Dewitt	\$12,598.32
251.	M HORENSTEIN'S KARATE	Moti Horenstein/Peter Lugo	\$12,562.24
252.	KEMPO MARTIAL ARTS OF HAUPP	Nick Bruno/Richard Fescina	\$12,548.00
253.	WEST COAST T.K.D.	Margie Betke	\$12,485.02
254.	PAK'S MARTIAL ARTS	Donald G. Holse	\$12,483.25
255.	KARATE AMERICA	M Perez/Nancy Johnson	\$12,373.93
256.	TTJC KARATE MARYVILLE	Shane Bonham	\$12,314.50
257.	THE BAM'S UNIVERSAL M.A	W & K Johnson	\$12,305.39
258.	KEMPO MA OF FARMINGDALE INC	Nick Bruno/Richard Fescina	\$12,294.00
259.	FAMILY T.K.D & FITNESS	Robert J. McCarthy	\$12,272.86
260.	BLACK BELT ACADEMY	David Nyce	\$12,236.90
261.	LENDERMAN'S ACADEMY	C & B Lenderman	\$12,233.40
262.	TEAM MARTIAL ARTS CENTER	Jarett Perelmutter	\$12,078.00
263.	POLANDER ACADEMY OF M.A	Peter Poland	\$12,007.14

GREEN BELT

264.	DEXTER KARATE ACADEMY	Gregory Gerber	\$11,845.00
265.	NORTHEAST KARATE & KICKBOXING	Daniel Luzzi	\$11,841.32
266.	ACADEMY OF M.A	Robert Duzoglou	\$11,816.00
267.	PAI'S ACADEMY	Thomas Pai	\$11,755.00
268.	BODY WORKS KARATE CENTER	Jonathan Shapero	\$11,722.00
269.	KARATE MASTERS	William Allen Sharpe	\$11,697.50
270.	ROUND 2 KICKBOXING	Chris Esposito	\$11,692.00
271.	MARTIAL ARTS PRINCIPLES	Paul W. Bowman	\$11,690.92
272.	AOR INTERNATIONAL MA	Thomas J. Wilson	\$11,671.00
273.	MAHANEY'S KARATE	Deborah Mahaney	\$11,568.47
274.	KUNG FU SAN SOO	Paul Schroder	\$11,435.00
275.	EAST WEST KARATE CENTER	Jon Michael Olsen	\$11,315.25
276.	MASTER YU'S POWER KICK PISC	Master Tony Yu	\$11,284.25
277.	CHILDREN SUPPORT ACADEMY	Ismael Saturno	\$11,268.50
278.	TWIN DRAGON MARTIAL ARTS &	Wilson Smith	\$11,257.22
279.	CHESAPEAKE MARTIAL ARTS	Kim Heaney	\$11,255.93
280.	MASTER CURRY'S KARATE JIU-JITSU	Thomas Curry	\$11,175.00
281.	KARATE ADVANTAGE	Ron Sell	\$11,130.00
282.	DAI KAN DO SHOTOKAN KARATE	Dee Dee Villalona	\$11,100.00

Rank	School Name	School Owner	Gross
283.	PAK'S KARATE KINGS LAND ASP	Craig Peebles	\$11,052.00
284.	LONG ISLAND T.K.D	Tom Festa	\$11,046.18
285.	GILLIAM'S T.K.D.	Michael Gilliam	\$10,955.75
286.	GRACIE BARRA AMERICA - TEXA	Marcio Souza	\$10,935.44
287.	DRACO ACADEMY OF M.A.	Rich Keiss	\$10,821.00
288.	NORTH EAST ACADEMY OF MARTI	Tisha Bronner-Trotman	\$10,788.00
289.	KUK SOOL WON BAYTOWN	Jennifer Nance	\$10,782.31
290.	ALVES BOSTON TAEKWONDO, INC	George Alves	\$10,728.00
291.	THURSTON ACADEMY OF MARTIAL	Joseph Thurston	\$10,726.45
292.	DONG'S MARTIAL ARTS SCHOOL	Matthew Mercer	\$10,726.04
293.	VANATTA'S INST. OF KARATE	Mike/Kasey Vanatta	\$10,698.97
294.	MIKE STORMS KARATE USA, INC	Michael B. Storms	\$10,692.00
295.	OCASIO'S TRUE M.A INC.	Herman Ocasio	\$10,604.00
296.	GALAXY MARTIAL ARTS ACADEMY	Carlos M. Babot Jr.	\$10,594.00
297.	IRON CIRCLE KARATE	Salvatore & A Borriello	\$10,460.52
298.	TRIDENT ACADEMY OF M.A	Patrick Tray	\$10,428.75
299.	SATORI ACADEMY-CAMERON PARK	Tim & Dave Kovar	\$10,412.37
300.	INTERNATIONAL MARTIAL ARTS	David Rogers	\$10,408.25
301.	RENZO GRACIE ACADEMY WESTON	Stanley Beck	\$10,323.00
302.	SORCE MARTIAL ARTS, LLC	Peter D. Sorce	\$10,263.00
303.	STAN LEE'S UNITED M.A	Stanley Lee	\$10,256.57
304.	CARLSON GRACIE JIU-JITSU AC	Paulo F. Augusto	\$10,221.45
305.	BODYWORKS, INC	Jeffrey Hardy	\$10,207.01
306.	PETERSON'S PROFESSIONAL KAR	Shannon Peterson	\$10,151.00
307.	RISING SUN KARATE, INC.	Deanna M. Gaudiosi	\$10,124.77
308.	TEAM MARTIAL ARTS CENTER PE	Jarett Perelmutter	\$10,100.10
309.	MARTIAL ARTS USA	DR Marcus Imsande	\$10,088.05
310.	ROSATI SCHOOL OF MARTIAL AR	Michael & Lisa Marie Rosati	\$10,070.00
311.	INTERNATIONAL KARATE OF SEL	Michael Ashwood	\$10,058.29
312.	KAIZEN MARTIAL ARTS	Thomas Lyle Benson	\$10,000.00

YELLOW BELT

313.	KOVARS KARATE CENTER	Eddie Solis	\$9,982.41
314.	KARATE JOHN'S MARTIAL ARTS	John N. Annable	\$9,960.00
315.	KIM'S BLACK BELT ACADEMY	Margeret Kim	\$9,899.75
316.	TRADITIONAL T.K.D.	Nestor Cerda	\$9,847.10
317.	BETHEL'S MARTIAL ARTS ACADE	Rick Bethel	\$9,844.02
318.	SIGALA'S KARATE	Tony Sigala	\$9,820.78
319.	MAUDUDO FEDRATION	Mike Franzen	\$9,780.00
320.	BLUE RIDGE T.K.D	Tony Horkan	\$9,733.30
321.	GOLD MEDAL FAMILY KARATE	Ken Mackenzie/Dan Allebach	\$9,711.50
322.	KEMPO OF HICKSVILLE, INC.	Nick Bruno/Richard Fescina	\$9,679.00
323.	FLYING TIGERS TAE KWON DO	Philip Cha	\$9,649.84
324.	BUSHIDO KARATE	George Santiago	\$9,642.61
325.	TAE KWON DO CENTER	Bao Huynh	\$9,584.71
326.	SOUTHBURY ACADEMY OF KARATE	Leif Becker	\$9,539.91
327.	JAPAN SHOTOKAN KARATE ASSN.	Thomas A. Casale	\$9,525.00
328.	CROLEY'S MARTIAL ARTS CENTE	Derek F. Croley	\$9,508.50
329.	GRACIE BARRA AMERICA, INC.	Marcio Souza	\$9,488.40
330.	DOCE PARES NYC	Jonas Mayo	\$9,403.00
331.	FUSION MARTIAL ARTS ACADEMY	Tony Diaz	\$9,390.78
332.	ROSEBURG MARTIAL ARTS ACADE	John J. Auer	\$9,383.08
333.	THE TAE KWON DO INST.	Daniel Walker	\$9,376.44
334.	EDISON MARTIAL ARTS LLC, DB	Nancy Walzog	\$9,360.00
335.	C COLBY BODY FACTORY	Candy Colby	\$9,317.00
336.	KRYSTEK'S SCHOOL OF JUDO	Jack Krystek	\$9,313.41
337.	KEMPO MARTIAL ARTS OF VALLEY	Nick Bruno & Rich Fescina	\$9,261.00
338.	MIZUDO ACADEMY OF MA	Montise Peterson	\$9,217.07
339.	THE AMERICAN M.A	John T. McCray	\$9,140.00

Rank	School Name	School Owner	Gross
340.	KARATE AND FITNESS CENTER	Denny Strecker	\$9,105.60
341.	RODS SHIM MYUNG DO	Carolina & Alain M. German	\$9,050.58
342.	INTERNATIONAL FITNESS	Jeff Brown	\$9,044.21
343.	RAY DELGADO KARATE KUNG FU	Raymond Delgado	\$9,019.55
344.	PAI'S TAE KWON DO	Kwang & Pong Pai	\$8,992.77
345.	RAE'S ACADEMY OF TAE KWON DO	Ginger R. Schneider	\$8,972.35
346.	WEST COAST T.K.D.	Scott Coker	\$8,952.37
347.	RAY LONGO'S INTERNATIONAL	Ray Longo	\$8,950.00
348.	USA KARATE	Jonathan Pinault	\$8,908.00
349.	F.I.S.T.	Amy Losek	\$8,898.70
350.	MACOMBER M.A	Dave Mcomber	\$8,888.35
351.	AMERICAN TAE KWON DO ACADEMY	Brian Hamlet	\$8,878.08
352.	KARATE INTERNATIONAL	Joe Costa	\$8,876.00
353.	TEAM MARTIAL ARTS CENTERS	Jarett Perelmutter	\$8,857.47
354.	GREG TEARNEY'S ALL AMERICAN	Greg & Judy Tearney	\$8,818.49
355.	TOKYO JOE'S STUDIO OF SELF	Frank Manzelli	\$8,799.64
356.	U.S.A. KARATE ACADEMY	Angelo Perez	\$8,771.52
357.	GRACIE BARRA OF WESTCHESTER	Sean Alvarez	\$8,748.00
358.	KOREAN MARTIAL ARTS INST.	John Godwin	\$8,674.00
359.	ACADEMY OF T.K.D	E & V Littlejohn	\$8,668.90
360.	KADAN MARTIAL ARTS	R & A Ferrer	\$8,659.62
361.	MONROE MARTIAL ARTS	Dwight Werner	\$8,621.36
362.	LEE'S TAE KWON DO AMERICA	Jee Ho Lee	\$8,590.80
363.	ACADEMY OF KUNG FU	Trey Crake	\$8,569.53
364.	CAPOEIRA AROUND THE WORLD	Marcio Pizaneli	\$8,522.00
365.	PAI'S T.K.D.	Doo Young Pai	\$8,466.95
366.	WEST COST T.K.D	E Reyes & R Jones	\$8,451.35
368.	EAST BRUNSWICK MARTIAL ARTS	Nancy Walzog	\$8,369.50
369.	KIMU KARATE INC.,/YAMASAKI	Mike Kaspi & Mario Yamasaki	\$8,354.74
370.	PAK'S KARATE BRUNSWICK ASP	Craig Peebles	\$8,321.00
371.	NEW SCHOOL AIKIDO	John Smarrt	\$8,282.09
372.	UNITED MARTIAL ARTS CENTER	Manuel Din	\$8,279.75
373.	ROBINSON'S T.K.D.	C Robinson & J Palmer	\$8,263.65
374.	HAMPTONS KARATE	Robert Hampton	\$8,250.50
375.	WEST COAST MARTIAL ARTS	Jovito Fernando Sr.	\$8,224.64
376.	MARK GOBLOWSKY'MARTIAL ARTS	Mark Goblowsky	\$8,211.55
377.	UKF3	Perez/Costanzo	\$8,209.00
378.	MASTER KHECHEN SCHOOL	Wassim Khechen	\$8,159.50
379.	NICKY'S PRO KARATE	Nikolay Sartchadiev	\$8,026.00
380.	ADVANCE MARTIAL ARTS	Brian Katz	\$8,006.00

WHITE BELT

381.	AKKA KARATE USA	Santiago Barela	\$7,993.53
382.	A.G. KARATE	Michael Aronowitz	\$7,973.98
383.	D. RODRIGUES KARATE	D & C Rodrigues	\$7,930.12
384.	SCS SPORT KARATE	Sam Boyer	\$7,900.18
385.	SUWANEE KARATE ATLANTA, INC	Master Chung Sul	\$7,895.39
386.	NORTHERN STAR KARATE, INC.	James Hull & Brian Piersall	\$7,868.45
387.	U.S. MARTIAL ARTS	Joe Dunphy	\$7,836.50
388.	SITYODTONG MUAY THAI	Marie Dellagrotte	\$7,835.00
389.	OCASIO'S TRUE M.A	Herman Ocasio	\$7,806.00
390.	WELLINGTON MARTIAL ARTS	James Wellington	\$7,717.00
391.	MACKENZIE AND BARNABIE KARATE	Ken Mackenzie	\$7,714.53
392.	ALLISON HAPKIDO	J & L Allison	\$7,589.00
393.	SKY CENTER MARTIAL ARTS	George Matejovsky	\$7,494.51
394.	NEW YORK KARATE INC.	Nicholas Kurek	\$7,488.00
395.	SHOTOKAN KARATE	Thomas Torpey	\$7,469.00
396.	THE TAE KWON DO CENTER	Thomas Coggins	\$7,462.44
397.	IPACS' KARATE	Dave and Chris Ipac	\$7,433.60

Rank	School Name	School Owner	Gross
398.	BRUNSWICK LEE'S T.K.D.	Ro Yeon Lee	\$7,423.55
399.	TRAN'S T.K.D ACADEMY	Hai Dinh Tran	\$7,416.00
400.	JIM BUNDYS FREE STYLE KARATE	Jim Bundy	\$7,393.00
401.	SHIM MYUNG DO	JEFF FELTON	\$7,387.00
402.	DRAGON FAMILY MARTIAL ARTS	Bryan Feltonson	\$7,386.05
403.	UNITED KARATE	Ben Kiker	\$7,385.06
404.	CIMA STUDIO AND FAMILY FITNESS	Javier Carvajal	\$7,347.54
405.	WEST COAST T.K.D	Russ Rocchi	\$7,329.72
406.	MASTER CLARK'S ACADEMY	Master Bill Clark	\$7,308.22
407.	SHAWN PACHCO'S PROFESSIONAL	Shawn Pacheco	\$7,286.00
408.	MITCHELL'S KARATE STUDIO	Arnold Mitchell	\$7,176.45
409.	Y. K. U.S. TAE KWON DO CENT	Andy Y. Kim	\$7,135.99
410.	THREE TREASURES M.A.	Larry Childs	\$7,087.00
411.	WADE GREEN CHOI KWANG DO	Marshall Pereira	\$7,061.07
412.	SPARTANSBURG MARTIAL ARTS	Rick Lee/Joey Scales	\$7,048.20
413.	WESTHAVEN KARATE	Charlie Ferraro	\$7,009.75
414.	NATE GORDON'S BLACK BELT	Nate Gordon	\$7,001.00
415.	U.S T.K.D. INST.	Nicolas Mcdonald	\$6,943.55
416.	MARTIAL ARTS INTERNATIONAL	Julius Melegrito	\$6,934.00
417.	CHANG LEE'S TAE KWON DO CEN	Mandi Rhyne	\$6,881.00
418.	LAKEVILLE MMA	John J. Marando	\$6,816.00
419.	TOP NOTCH KARATE	David Laughlin	\$6,859.75
420.	AMERICAN COLLEGE	Chip Lutz	\$6,857.40
421.	EASTERN ACADEMY OF M.A.	Wahsei Miran	\$6,833.00
422.	BUSHIDO MIXED MARTIAL ARTS	Greg Smith	\$6,816.50
423.	CAPE COD FIGHTING ALLIANCE	Patrick Schultz	\$6,808.00
424.	ON-SITE KARATE	Harry D.Charache	\$6,720.00
425.	ULTIMATE MMA TRAINING CENTER	Andrew Calandrelli	\$6,714.72
426.	SEO'S NATIONAL KARATE	Joe & Marlene Seo	\$6,643.46
427.	KUK SOOL WON	Marlin A. Godfrey	\$6,633.33
428.	ASIA T.S.D.	Mark Shrader	\$6,619.30
429.	D.S KIM'S TAE KWON DO	Dae S. Kim	\$6,608.53
430.	YONG SUNG LEE HAPMUDO	Yong Sung Lee	\$6,562.04
431.	OXFORD KARATE INSTITUTE	Brian Fisher	\$6,497.00
432.	CALLA KARATE L.T.D	Eddie A. Calla	\$6,485.00
433.	STEVEN K HAYES QUEST CENTER	Stephen K Hayes	\$6,459.16
434.	SPORTS CLUB INC., MOUNTAIN	Daniel Tibbetts	\$6,442.15
435.	US TAE KWON DO ACADEMY	Jaeshin Cho	\$6,371.97
436.	TAE KWON DO KICKS - TX	Joseph K. Cha	\$6,369.06
437.	BAXTER KARATE INC.	Cleve Baxter	\$6,369.00
438.	ROD'S INTERNATIONAL MA	Rod Bohorquez	\$6,280.00
439.	BRUNO TOSTES BJJ	Bruno C Tostes	\$6,280.00
440.	WEST COAST T.K.D.	David Tomasulo	\$6,214.32
441.	ELIJAH BRAZILIAN JIU-JITSU	Tyrone Elijah	\$6,212.00
442.	FRAZIER MARTIAL ARTS	Hideki Frazier/Amanda Molin	\$6,175.51
443.	BLUE DRAGON SCHOOL OF MA	Raymond Ahles	\$6,145.06
444.	WEST COAST T.K.D	Robert Kitajima	\$6,141.03
445.	SANG'S T.K.D.	Sang Koo Kang	\$6,133.00
446.	MASTER SANG'S TNT MA	Sang Koo Kang	\$6,130.00
447.	MONTCLAIR BRAZILIAN JJ	Mike Mrkulic	\$6,085.50
448.	KOREAN MARTIAL ARTS INSTITUTE	John Godwin	\$6,069.22
449.	GRACIE BARRA AMERICAN INC.	Marcio Souza	\$6,000.00
NO BELT			
450.	RYOBU-KAI JAPAN KARATE	Akram Geelani	\$5,989.50
451.	MIDWEST MARTIAL ARTS ACADEMY	Tony & Sandy Dewitt	\$5,988.67
452.	ANTA'S FITNESS AND SD	Julio Anta	\$5,949.30
453.	HAYMORE'S KARATE	J & T Haymore	\$5,925.00
454.	ENOCH'S KARATE	Enoch Paul, Jr.,	\$5,865.80

Rank	School Name	School Owner	Gross
455.	KIM'S BLACK BELT ACADEMY OF	Margeret Kim	\$5,859.00
456.	WHITE TIGER MARTIAL ARTS	Michael Zuniga	\$5,837.76
457.	FOCUS KARATE SYSTEM, INC.	Mary Nelson	\$5,810.00
458.	INTERNATIONAL MARTIAL ARTS	Daniel Ruocco	\$5,809.96
459.	AMERICAN KARATE & SELF DEFENCE	Raymond Gomez	\$5,785.58
460.	UNIVERSITY OF JIU-JITSU	Alexander Ribeiro	\$5,760.00
461.	GABRIEL'S KARAT, INC.	Jason Gabriele	\$5,735.00
462.	MASTER'S T.K.D CLUB	Howard Lee	\$5,725.00
463.	BELT TAE KWON DO ACADEMY	Chang Bae Yi	\$5,714.00
464.	ALL AMERICAN ACADEMY	Robert C. Schirmer	\$5,702.75
465.	ERNIE REYES WORLD MA	Anna Smith	\$5,664.48
466.	MARTIAL ARTS LEGACY, LLC	Lawrence Hall	\$5,625.41
467.	AMERICAN KENPO KARATE	Gibbins/Nell/Middleton	\$5,535.63
468.	MASTER KOVLESKIS TANG SOO K	Eric Peter Kolvaski	\$5,534.00
469.	ROD'S SHIM MYUNG DO	Jose Soler	\$5,532.25
470.	RED TIGER DO JO	Alberto Ortiz	\$5,522.40
471.	ACADEMY OF MARTIAL ARTS	Larry Fields	\$5,505.00
472.	BAKER'S M.A. CENTER	Julius Baker	\$5,479.16
473.	REED ACADEMY OF MARTIAL ARTS	Charles Reed	\$5,462.00
474.	RAY RICE M.A CENTER	Ray Rice	\$5,461.00
475.	5280 MARTIAL ARTS	Kevin McLaughlin	\$5,450.00
476.	AMERICAN BLACK BELT ACADEMY	Randy McElwee	\$5,443.69
477.	ERNIE REYES INST.OF T.K.D	Greg Fears	\$5,418.56
478.	THE S. JERSEY BRAZILIAN JIU	Steven Bongiorno	\$5,364.99
479.	NATIONAL KARATE INSTITUTE	Kee H. Kim	\$5,358.00
480.	MASTER SANG'S TNT OF COOPER	Sang Koo Kang	\$5,349.00
481.	LEE'S T.K.D SCHOOL	Pung Young Lee	\$5,312.58
482.	FAMILY MARTIAL ARTS ACADEMY	Paul Keller	\$5,301.00
483.	SEVEN STARS ACADEMY OF MARTIAL ARTS	Maureen Burke Santos	\$5,286.50
484.	MCKELLAR'S TAE KWON DO	Tyrone Mckellar	\$5,285.79
485.	AIKI INC.	D & T Arcuri	\$5,285.00
486.	CORLEONE KICKBOXING CENTER	Michael Corleone	\$5,275.35
487.	CHANG'S M.A & FITNESS	Lanre Lawanson	\$5,264.25
488.	NORTH EAST MARTIAL ARTS	George Conrad	\$5,260.00
489.	A.K.K.A.	Thomas R. Burt	\$5,250.54
490.	WILLIAM KIM'S MARTIAL ARTS	William Kim	\$5,243.61
491.	GRACIE BARRA AMERICA	Marcio souza	\$5,232.72
492.	TOLEDO JUJITSU CENTER	Chris J. Blanke	\$5,200.00
493.	CUTTING EDGE MARTIAL ARTS	David Garmany	\$5,199.75
494.	BLAZING SUN FITNESS - MA	Chuck Fortado	\$5,189.50
495.	DENNIS BROWN SHAOLIN WUSHU	Dennis Brown & S. Bushen	\$5,182.00
496.	LEGENDS GYM & HEALTH CLUB	Kelly Ballard	\$5,170.46
497.	THE BAUER KARATE	Dan Bauer	\$5,162.00
498.	THOMAS CLIFFORD'S KARATE	Thomas Clifford	\$5,140.02
499.	SHAMBLIN'S SCHOOL	S & R Shamblin	\$5,132.86
500.	DEGERBERG ACADEMY OF MA	F & K Degerberg	\$5,122.60
501.	D'ARCE BJJ ACADEMY	Joe D'Arce	\$5,115.00
502.	USA KARATE	Don Crenshaw	\$5,099.00
503.	JENKINS UNITED KARATE	Master Daniel Jenkins	\$5,086.97
504.	CROTHERS IIMA	Jeff Brown	\$5,082.50
505.	GRACIE BARRA AMERICA, INC	Marcio Souza	\$5,058.50
506.	SANG'S T.K.D.	Sang Koo Kang	\$5,047.00
507.	INTERNATIONAL KARATE	Fred Bauer	\$5,046.58
508.	LAVALLEE'S USA BLACK BELT CENTER	Stephen LaVallee	\$5,041.50
509.	HARITOS MARTIAL ARTS	Steve Haritos	\$5,026.69
510.	INFINITE PATH MARTIAL ARTS	C & R Scafone	\$5,020.55
511.	ABINGDON MARTIAL ARTS	Ramon Ramirez	\$5,013.88
512.	LIMA'S TAE KWON DO	John Lima	\$5,002.00

Rank	School Name	School Owner	Gross
513.	PIERSON'S TAE KWON DO - NJ	Gary Pierson	\$4,995.53
514.	BOSTON M.A CENTER	Mark R. Davis	\$4,993.50
515.	MAJOR TAE KWON DO, INC.	Seong Ji	\$4,992.00
516.	DOC FAI WONG M.A	Jason Wong	\$4,977.50
517.	KARATE INTERNATIONAL	Wade Houston	\$4,968.75
518.	SOO KIM MARTIAL ARTS INST.	Soo Kim	\$4,967.00
519.	AIKIDO OF CENTRAL N.Y	Yousuf Mehter	\$4,962.00
520.	ART OF DEFENSE	Patrick Carmichael	\$4,950.00
522.	KUK SOOL WON IN THE WOODLAND	Joseph Foster	\$4,948.45
523.	CARLSON GRACIE ACADEMY	Paulo F. Augusto	\$4,939.00
524.	DELAWARE BUDOKAN	Celinda Ellsworth	\$4,871.00
525.	EVERGREEN TANG SOO DO	Steven Elmore	\$4,833.58
526.	NATIONAL KARATE & FITNESS CENTER	Christian Lacey	\$4,760.58
527.	A.I.K.- AMERICAN INSTITUTE	Scott French	\$4,756.40
528.	WEST COAST T.K.D.	Scott Smith	\$4,738.34
529.	CHANG LEE'S T.K.D	Dong Lee	\$4,712.00
530.	HAZEL'S MARTIAL ARTS	Amed & Rochelle Hazel	\$4,665.00
531.	KINGDOM KARATE WORLD GROUP	J Diaz-Cervo/M Cesar	\$4,663.00
532.	USA T.K.D.	M Bouabdellaoui	\$4,640.00
533.	A.K.K.A KARATE USA	Gibbins/Williams	\$4,619.27
534.	ACADEMY OF SOO DO THAI	Isaiah Gathings	\$4,613.00
535.	Z' JI-JITSU	Marc Zee	\$4,587.50
536.	MIKE ZINIAC'S ACADEMY TKD	Mike Ziniak	\$4,585.00
537.	TAYARI CASEL MA	Tayari Casel	\$4,577.82
538.	UNIVERSAL KEMPO KARATE	Stewart & Leta Levett	\$4,541.43
539.	DELTA ONE MARTIAL ARTS	Timmy Calvin	\$4,527.39
540.	KUK SOOL WON MARTIAL ARTS	Jennifer Nance	\$4,470.00
541.	RHYTHMATIC MARTIAL ARTS ACADEMY	Jessica Muhammad	\$4,446.75
542.	D.S. KIM'S T.K.D	Dae Sung Kim	\$4,424.74
543.	WEST COAST MARTIAL ARTS ACADEMY	Giuseppe Aliotta	\$4,423.35
544.	KWON JAE-HWA TKD OF FT. LAUDERDALE	Nestor Cerda	\$4,390.00
545.	JJ PERFORMANCE TRAINING CENTER	John L. Janero	\$4,389.00
546.	WORLD CLASS T.K.D	Tom Altmire	\$4,385.00
547.	KARATE USA ACADEMY	Terrence Postell	\$4,374.58
548.	NEW ENGLAND TAE KWON DO	William J. Leahy	\$4,362.42
549.	NO RULES MARTIAL ARTS, LLC	Christopher McCune	\$4,281.00
550.	AMERICA'S BEST DEFENSE	Paul Garcia/John Tiano	\$4,276.31
551.	THE R. MORRE ACADEMY	Roderick L. Moore	\$4,220.04
552.	PARK'S BLACK BELT AMERICA	Master Kwon Park	\$4,216.97
553.	GRACIE BARRA COUNTRYSIDE INC	Pablo X Ortega	\$4,200.00
554.	U.S. WUSHU ACADEMY	Christopher Pei	\$4,189.65
555.	AIKIDO OF SILICON VALLEY	Michael O'Quin	\$4,185.47
556.	HANKO RYU MARTIAL ARTS, LLC	Danielo Torri	\$4,166.00
557.	MASTER YU'S POWER KICK II	Tony Yu/ Manuel Martinez	\$4,162.00
558.	SMILIN MIKE'S DOJO OF CHAMP	Michael Murphy	\$4,160.50
559.	UNIVERSAL KEMPO KARATE	Joe T. Gardino	\$4,159.19
560.	INTERNATIONAL MARTIAL ARTS	Andrew Hahn	\$4,148.04
561.	HAWAIIAN KAJUKENBO ASSOCIATION	George W. Iversen	\$4,139.79
562.	J.H. KIM KARATE INSTITUTE	J.H.Kim	\$4,131.02
563.	WESTBURY MARTIAL ARTS INC.	Donald Johnson	\$4,115.00
564.	EAST COAST KARATE	Edward J. Doherty	\$4,103.00
565.	PETER SPECIALE'S HIGH KICK	Peter Speciale	\$4,101.00
566.	AMERICAN KENPO KARATE SCHOOL	David Coppock	\$4,100.00
567.	U.S. JU-JITSU KARATE	Gary Bush	\$4,056.33
568.	PEMBROKE POLICE BOYS CLUB K	Robert Bethoney	\$4,055.00
569.	SCOTT SHIELDS M.A	Scott Shields	\$4,047.83
570.	RED DRAGON KARATE	Christopher Babel	\$4,028.50
571.	RB BRAZILIAN JIU-JITSU, LLC	Ricardo & Kathryn Barros	\$4,028.50
572.	ASH'S OKINAWAN KARATE	Brian & Lisa Ash	\$4,015.00
573.	MASTER PIERCE'S TAE KWON DO	Jack Pierce	\$4,005.65

Rank	School Name	School Owner	Gross
574.	LOUISVILLE MARTIAL ARTS	Rob McDowell	\$3,989.54
575.	HOOPER'S ACADEMY	Oris Hooper	\$3,977.46
576.	AMERICAN MARTIAL ARTS	Mike Conroy	\$3,961.41
577.	LEWIS'S M.A AMERICA	Harvard Lewis	\$3,943.00
578.	UNIVERSAL KEMPO KARATE	J & S Manegdeg	\$3,941.22
579.	JESSIE THORNTON'S UNITED KA	Jessie Thornton	\$3,932.50
580.	DI-BENEDETTO'S KARATE	Frank Di Benedetto	\$3,927.00
581.	KIERNAN HAPKIDO ACADMEY	Kathy Kiernan	\$3,917.00
582.	PHOENIX FITNESS CENTER, LLC	Amy Kypers	\$3,898.75
583.	KUK SOON KWAN WORLD	James Michael Dunchok	\$3,892.00
584.	TAMPA BAY MARTIAL ARTS INC.	Grandmaster Henry Giles	\$3,847.50
585.	MASTER YU'S POWER KICK	Tony Yu / Manuel Martinez	\$3,831.00
586.	D.C. MARTIAL ARTS ACADEMY	Joseph Drabkin	\$3,820.00
587.	SUPER KICKS KUNG FU	Charles Wilson	\$3,804.13
588.	ESCOBER TRAINING GROUNDS	Cory Escobar	\$3,764.66
589.	TAE KWON DO WARRIORS	Raju Rajput	\$3,750.00
590.	MARTIAL ARTS UNIVERSITY	Master Won Seok Choi	\$3,737.09
591.	STAR M.A. STUDIO	Ben Pedrick	\$3,727.50
592.	MOON S. LEE TAE KWON DO	Moon-Sung Lee	\$3,725.00
593.	MAXERCISE/ M.M.A.I.A	John Disimone, II	\$3,715.00
594.	NEW LIFE M.A	Angie Warga	\$3,713.00
595.	SERGIO HARITOS MA	Sergio Haritos	\$3,683.60
596.	EAST COAST ACADEMY OF TAE K	Edward Mezerenski	\$3,673.74
597.	U.S. TAE KWON DO COLLEGE	Eun Gil Choi	\$3,656.45
598.	SCHOHARIE VALLEY MA	Michelle Liebenow	\$3,656.00
599.	M.A.I AT SHADOW RIDGE	Robert Paqua II	\$3,641.92
600.	TKD FIGHTING ARTS	Dwane A. Cook	\$3,617.37
601.	DRAGONS KARATE	Victor J. Diodato	\$3,584.26
602.	WHITFIELD'S MARTIAL ARTS	Harold Whitfield	\$3,560.00
603.	HONG'S T.S.D. INC .	In Kee Hong	\$3,532.54
604.	TRIPLE POWER MARTIAL ARTS	Yanilet Diaz	\$3,526.00
605.	NARRAGANSETT KARATE	Stephen Babcock	\$3,506.00
606.	FINN'S KENPO KARATE	Rodney Finn	\$3,482.50
607.	ADVANCED WORLD MARTIAL ARTS	Pete Andrews	\$3,465.50
608.	WAITERS MARTIAL ARTS STUDIO	Corey Waiters	\$3,451.67
609.	MAD DOG TAE KWON DO	Martin D'Arce	\$3,451.10
610.	UECHI KARATE ACADEMY	Nancy Gavenda	\$3,451.00
611.	AMERICAN MARTIAL ART CENTER	Wade Vierra	\$3,434.50
612.	DRACO ACADEMY OF MA	Richard Keiss	\$3,381.37
613.	KENSHO-RYU KARATE	Carlos Miranda	\$3,362.66
614.	KIM'S MARTIAL & FITNESS	Eugene Kim	\$3,358.00
615.	EKATE MARTIAL ARTS	Ed Monaghan	\$3,357.00
616.	AVON MARTIAL ARTS ACADEMY	Douglas Lundberg	\$3,351.00
617.	SEO'S NATIONAL KARATE	Joe & Marlene Seo	\$3,341.36
618.	AMERICAN JUDO & HAPKIDO	John & Laura Beluschak	\$3,327.24
619.	HARRIDAY'S KARATE AND FITNESS	Charles Harriday	\$3,314.00
620.	COLLINS JOHNSON/M. THOMAS	Collins Johnson/MercedaThom	\$3,300.00
621.	MOJO DOJO KARATE	James Henry	\$3,294.00
622.	SIGALA'S EASTSIDE MA	Tony Sigala	\$3,293.91
623.	KARATE WORLD	John St James/Deborah Jett	\$3,275.00
624.	RIC BEACH KARATE STUDIO	Ric Beach	\$3,256.30
625.	CORDER MARTIAL ARTS ACADEMY	Jennifer Corder	\$3,252.50
626.	USA MARTIAL ARTS CENTER	Patrick Murphy	\$3,245.00
627.	RICHMOND SCHOOL OF KARATE	Danny M. McCaslin	\$3,219.88
628.	OKINAWAN KARATE - DO	Scott R. Mastin	\$3,215.50
629.	INTERNATIONAL INSTITUTE OF	Jeff Brown	\$3,212.48
630.	VIZZIO'S INSTITUTE OF MA	Veronica Vizzio	\$3,202.00
631.	AKKA KARATE USA WEST SIDE	Kien Phan	\$3,190.23
632.	BUSBY'S FAMILY KARATE	Stacy Busby	\$3,185.23

Rank	School Name	School Owner	Gross
633.	YOUNG YU T.K.D	Master Young Yu	\$3,165.00
634.	MUSHIN SELF DEFENSE, LLC	Brian Yamasaki	\$3,114.20
635.	NATIONAL TKD.COM	Jimmy Graesser	\$3,095.00
636.	SPIRIT MARTIAL ARTS	Chris Knight	\$3,081.96
637.	USA SELF DEFENSE CENTER, INC	McPeek/Meier	\$3,073.00
638.	KARATE INTERNATIONAL	Anthony Letourneau	\$3,065.00
639.	VEGAS JIU-JITSU	Cameron Deffley	\$3,052.00
640.	INTERNAL GARDENS	James F. Donnelly	\$3,045.55
641.	KOBAYASHI SHORIN RYU KARATE	Robert Rowley	\$3,044.50
642.	AMERICAN T.K.D	Jeffery A. Berry	\$3,032.78
643.	SANDRO BATATA BRAZILLIAN JIU	Julio Neto/ Sandro Santiago	\$3,030.00
644.	UNITED STATES WUSHU ACADEMY	Christopher Pei	\$3,029.72
645.	LEN BRASSARD'S KARATE	Leonard M. Brassard	\$3,020.84
646.	ROCKLAND BRAZILLIAN JIU-JITSU	Moti Horenstein	\$3,014.00
647.	MB MARTIAL ARTS	Glenn Mehlman	\$3,006.00
648.	MOUNTAIN MARTIAL ARTS, LLC	Tim Sebra	\$2,997.71
649.	THE SOO BANK DO ACADEMY	Renee Rorthstein	\$2,994.46
650.	WILMOTT'S M.A CENTER	Tobey Bigelow	\$2,967.19
651.	FAMILY KARATE CENTER	Monica Christian	\$2,928.00
652.	TRIBULL MIXED MARTIAL ARTS	Christian & Monica Smith	\$2,922.00
653.	MILFORD MARTIAL ARTS AMERIC	Mike Franzen	\$2,920.00
654.	JOE DIAMOND'S KARATE	Joe Diamond	\$2,917.00
655.	TEXAS B.B ACADEMY	Linda Denley	\$2,891.00
656.	MASTER SANG TNT INC.	Master Sang Koo Kang	\$2,858.00
657.	THE ELITE ACADEMY	Nick Chiarvalle	\$2,835.00
658.	TEXAS TANG SOO DO	Patrick L. West	\$2,834.53
659.	GRACIE BARRA AMERICAN, INC.	Marcio Souza	\$2,796.00
660.	HEE SUNG SHIN M.A INC.	Hee Sung Shin	\$2,784.90
661.	JMB BRAZILLIAN JIU-JITSU	Brian K. McPherson	\$2,778.00
662.	WATFORD'S SCHOOL	Andy Watford	\$2,741.00
663.	CHAN'S MARTIAL ARTS	Rachael Anouthai	\$2,735.25
664.	ULTIMATE MARTIAL ARTS	Christopher J. Rangel	\$2,727.11
665.	SILVER FOX BJJ	Karel ("Karl") Pravec Jr.	\$2,700.00
666.	MINGER'S TAE KWON DO	Ray Minger	\$2,661.00
667.	SYRACUSE MARTIAL ARTS ACADEMY	Anthony Iglesias	\$2,640.00
668.	KEMPO MARTIAL ARTS LEVITTOW	Nick Bruno & Rich Fescina	\$2,638.50
669.	TORRES PACIFIC M.A	Maria F. Torres	\$2,624.00
670.	SHIN GAN DOJO	Brian Simmons	\$2,610.56
671.	FAIRFAX JIU-JITSU, LLC	David Jacobs	\$2,600.02
672.	OSHIRO ACADEMY	Toshihiro Oshiro	\$2,582.00
673.	MASS MARTIAL ARTS	Tony Massengill	\$2,581.97
674.	ADVANCED ACADEMY OF M.A	Kris Adrian	\$2,580.35
675.	BLACK BELT ACADEMIES	Bill Clark	\$2,565.50
676.	INTEGRATED MARTIAL SCIENCE	Brian T. Burns	\$2,555.00
677.	NEW CASTLE MARTIAL ARTS	Patti Broussard	\$2,550.50
678.	VAN BINH SELF DEFENSE ACADEMY	Van Binh	\$2,538.02
679.	PLAYA VISTA MARTIAL ARTS	Lawrence Rouse	\$2,532.00
680.	TIGON ACADEMY, LLC	Ronald McEville, Jr.	\$2,502.05
681.	NORTHEAST ACADEMY OF MA	Eric Aquino	\$2,500.50
682.	PAK'S KARATE ACADEMY OF PAL	Stephanie Davis	\$2,486.58
683.	COMBAT JUDO	Mark Staniszewski/Michael Arcuri	\$2,470.00
684.	POSADA'S TAE KWON DO, INC.	Mario Posada III	\$2,462.00
685.	PAK'S KARATE ACADEMY	Aaron Locke	\$2,448.00
686.	Y AND S KARATE -NJ	Bill Scott	\$2,425.00
687.	REGIS LEBRE JIU-JITSU, LLC	Regis Lebre	\$2,418.00
688.	UNIVERSAL KEMPO KARATE	Judith M. Maddox	\$2,383.00
689.	KICKBOX PLUS	Lawrence Castanon	\$2,330.00
690.	SHUHARI DOJO INC.	P Scott/D Weyant	\$2,325.00
691.	COLUMBIA MARTIAL ARTS TRAIN	Mark Mills	\$2,308.15
692.	ADVANCED TAE KWON DO	Blake Bannister	\$2,302.00

S.Code	School Name	School Owner	R.Q.
TITANIUM DIVISION(450+ STUDENTS)			
500	UNIVERSAL KEMPO KARATE	G & B Johnson	0.01
1546	TRISTAR M.A ACADEMY	Keith & Debbie Thompson	0.01
530	JUJITSU CONCEPTS/KRAV MAGA	Stephen Sohn	0.02
216	WEST COAST T.K.D.	Ernie Reyes	0.02
6000	INTERNATIONAL FITNESS	Jeff Brown	0.02
712	BUSHI BAN INTERNATIONAL	Zulfi Ahmed	0.03
20	DAVID DEATON KARATE	D & L Deaton	0.03
1480	MEYERLAND M.A CENTER	M & K Nebgen	0.03
1271	TIM BARCHARD'S MMA	Tim Barchard	0.04
2405	VITALE'S KARATE ACADEMY	Angelo Vitale Jr.,	0.05
1999	KIM'S KARATE	Mike Kaspi & Kevin McMahon	0.08
PLUTONIUM DIVISION(400-449 STUDENTS)			
2269	U.S. BLACK BELT ACADEMY	Ivan S. Kravitz	0.01
2797	RISING SUN KARATE & BOXING	Jason Frank	0.04
DIAMOND DIVISION(350-399 STUDENTS)			
2322	FAMILY KARATE SUPER CENTER	Nick & Donnalynn Patakos	0.01
95	SCOTT TEAGUE'S ACADEMY	Scott Teague	0.01
2632	WARRIOR TRAINING CENTER	JEFF MULHOLLAN	0.09
PLATINUM DIVISION(300-349 STUDENTS)			
2794	NATIONAL HAPKIDO CENTER MA	Louis Kim	0.00
288	WEST COAST T.K.D.	Teri Lee	0.01
2757	PROGRESSIVE MARTIAL ARTS	Nicholas Sacoulas	0.01
903	ROD SANFORD'S KARATE	Rod Sanford	0.01
272	RAY THOMPSON'S KARATE	R & G Thompson	0.02
875	LAVALLEE'S USA BB CHAMPS	Steve & K.C. LaVallee	0.02
654	LINXX ACADEMY	Frank Cucci	0.02
2291	FRAZIER M.A.TRAINING C.	Hidecki Frazier/Amanda Molin	0.02
129	GREG TEARNEY'S ALL AMERICAN	Greg & Judy Tearney	0.02
1761	STUDIO KICKS	Gloria & Shannon Albracht	0.03
394	ART BEINS KARATE INST.	Arthur W. Beins	0.04
1854	X-TREME FIT SD	John & Angie Gabriele	0.04
GOLD DIVISION(250-299 STUDENTS)			
704	BUSHIDO SCHOOL OF KARATE	Bill Taylor	0.00
2968	EAST WEST KARATE	Michael Vacca	0.00
2826	ACADEMY OF TRADITIONAL KARA	Todd & Kristen Keane	0.00
612	BLACK BELT M.A CENTER	Bob & Sheeba Lee	0.01
179	MARTIAL ART OF KARATE	Al Bartlinski	0.01
2524	STRYKER'S MARTIAL ARTS	Dan Stryker	0.01
955	FAMILY KARATE CENTER	N & D Patakos	0.01
2258	NATIONAL KARATE INSTITUTE	Kee H. Kim	0.01
1468	RED DRAGON KARATE	Tom & Jody Hould	0.01
1688	STUDIO KICKS, INC.	Larry Lam	0.02
1218	HARMONY MA CENTER	J Campbell & K Hwang	0.02
1505	ERNIE REYES' T.K.D	Diana L. Sublett	0.02
2226	EAGLE MARTIAL ARTS, INC.	Barat/Nasima Jan	0.02
309	AMERICAN KARATE STUDIO	Jim Clapp/Judy A.O'Neill	0.02
1772	WORLD KARATE ACADEMY	Joseph Gregory	0.02
686	WEST COAST T.K.D.	Ernie Reyes	0.03
1457	SHOTOKAN KARATE CENTER	Gene Dunn	0.03

S.Code	School Name	School Owner	R.Q.
2970	GARAGUSO KARATE	Mike Garaguso	0.03
648	PAK'S KARATE	Craig Peebles	0.03
2186	DONG'S KARATE	Doug Taylor	0.03
1290	INTERNATIONAL INST. OF M.A.	Jeff Brown	0.04
1019	HUNG TRAN'S M.A.	Hung Tran	0.04
2416	JOSLIN'S EAST WEST KARATE	David & Ron Joslin	0.05
SILVER DIVISION(200-249 STUDENTS)			
2474	NUBREED MA ACADEMY	Luigi Cuellar & Alex Chan	0.00
2833	TRISTAR MARTIAL ARTS ACADEMY	Keith & Debbie Thompson	0.00
1358	KARATE INTRNTL	K & R Olevsky	0.00
2898	BUFFALO GROVE MA	Bert Witte	0.00
2003	GABRIELE'S KARATE	Sal & Jason Gabriele	0.01
260	BUZZ DURKIN'S KARATE	Buzz Durkin	0.01
422	WEST COAST T.K.D	Ernie Reyes	0.01
1810	RISING SUN KARATE	Jason D. Frank	0.01
1729	BOSTON T.K.D	Alberto Montrond	0.01
2353	MARTIAL ARTS AMERICA	Matt Dorsey	0.01
45	LAVALLEE'S USA BB CHAMPS	Steve LaVallee/J.Andrello	0.01
28	SHAOLIN WU-SHU ACADEMY	Dennis Brown & Anita Seto	0.02
2990	VITALE'S KARATE ACADEMY	Angelo Vitale / Tim Condon	0.02
2395	ART BEINS KARATE	Art Beins	0.02
2376	SCHOOL OF CHINESE MA	Robert Brown	0.02
271	NORTH EAST KARATE	Cheech Luzzi	0.02
2135	PERSONAL BEST KARATE	Eileen J. Rappold	0.02
169	LAWLER'S T.K.D INC.	Lee Lawler	0.02
2439	GABRIELES KARATE, INC.	Jason & Sal Gabriele	0.03
2806	AMERICA'S BEST DEFENSE	Paul Garcia	0.03
2460	LAVALLEE'S USA BB CHAMPS	Steve LaVallee/C Haley	0.03
46	KEITH HAFNER'S KARATE	Keith Hafner	0.03
437	WEST COAST T.K.D.	Tony Thompson	0.03
2300	ROCK SOLID KARATE	Scott Sandt/Lee Sandt	0.03
2414	KICKS MARTIAL ARTS	L Welch/M Turnhout	0.03
811	MICHAEL PAM'S BLACK BELT	Michael Pam	0.03
279	ELDRED'S T.K.D.	Randy Eldred	0.04
174	TOKYO JOE'S STUDIO	R. Lamattina	0.04
505	KUK SOOL WON	Barry Harmon	0.04
1782	MARK WARNER'S PROFESSIONAL	Mark E. Warner	0.05
1987	MAUDUDO FEDERATION	M Franzen & M Brown	0.05
2168	EXTREME MARTIAL ARTS	Brad Daddis	0.06
206	MASTER KHECHEN SCHOOL OFTKD	Wassim Khechen	0.06
782	ERNIE REYES WORLD M.A	David Hughes	0.06
1496	DYNAMIC FITNESS CENTER	Paul Mendoza	0.07
256	PAI'S ACADEMY OF T.K.D	Kwang Pai	0.07
1238	SANTA CLARITA KARATE	Michael Laurin	0.07
257	SOUTH FIELD M.A. INST.	Willie Adams	0.09
2954	BRAZILIAN JIU JITSU CENTER	Pablo Popovitch	0.10

School Code	School Name	School Owner	# of Contracts
242	NEIL STONE'S KARATE ACADEMY	Neil Stone	175
6000	INTERNATIONAL FITNESS	Jeff Brown	57
530	JUJITSU CONCEPTS/KRAV MAGA	Stephen Sohn	56
2405	VITALE'S KARATE ACADEMY	Angelo Vitale Jr.,	50
2794	NATIONAL HAPKIDO CENTER	Louis Kim	49
254	GRACIE BARRA AMERICA	Marcio Souza	43
712	BUSHI BAN INTERNATIONAL	Zulfi Ahmed	41
216	WEST COAST T.K.D.	Ernie Reyes	37
20	DAVID DEATON KARATE	D & L Deaton	34
654	LINXX ACADEMY	Frank Cucci	29
209	DEGERBERG ACADEMY	F & K Degerberg	27
1999	KIM'S KARATE	Mike Kaspi & Kevin McMahon	27
279	ELDRED'S T.K.D.	Randy Eldred	26
2797	RISING SUN KARATE & BOXING	Jason Frank	26
204	CUTTING EDGE MARTIAL ARTS	David Garmany	25
1337	PAK'S KARATE	C & H Chapman	24
1480	MEYERLAND M.A CENTER	M & K Nebgen	24
1669	KAIZEN MARTIAL ARTS OF N.J.	Frank Lopinto	24
2281	ENOCH'S KARATE	Enoch Paul, Jr.,	24
2291	FRAZIER M.A. TRAINING C.	Hidcki Frazier/Amanda Molin	24
2632	WARRIOR TRAINING CENTER	Jeff Mulhollan	24
2757	PROGRESSIVE MARTIAL ARTS	Nicholas Sacoulas	24
166	RENZO GRACIE ACADEMY WESTON	Stanley Beck	23
1688	STUDIO KICKS, INC.	Larry Lam	23
250	EMERSON SOUZA BRAZILIAN JIU-JITSU	Emerson Souza	22
686	WEST COAST T.K.D.	Ernie Reyes	22
2857	X-TREME FIT	John & Angie Gabriele	22
2990	VITALE'S KARATE ACADEMY	Angelo Vitale / Tim Condon	22
903	ROD SANFORD'S KARATE	Rod Sanford	21
2300	ROCK SOLID KARATE	Scott Sandt/Lee Sandt	21
6020	CALIFORNIA SPORTS CLUB INC	Daniel & Aniya Tibbetts	21
344	SATORI ACADEMY-PINOLE	Dave & Tim Kovar	20
1271	TIM BARCHARD'S MMA	Tim Barchard	20
1290	INTERNATIONAL INST. OF M.A.	Jeff Brown	20
1358	KARATE INTRNTL	K & R Olevsky	20
206	MASTER KHECHEN SCHOOL OFTKD	Wassim Khechen	19
13	U.S. KARATE ACADEMY	Lt. Salvador C. Convento	18
28	SHAOLIN WU-SHU ACADEMY	Dennis Brown & Anita Seto	18
422	WEST COAST T.K.D	Ernie Reyes	18
1238	SANTA CLARITA KARATE	Michael Laurin	18
1546	TRISTAR M.A ACADEMY	Keith & Debbie Thompson	18
1730	KINGDOM KARATE WORLD	J & A Diaz-cervo	18
2503	THURSTON ACADEMY OF MA	Joseph Thurston	18
2836	KARATE ADVANTAGE	Ron Sell	18
40	SHAOLIN WU SHU ACADEMY	Dennis & Andrena Brown	17
1761	STUDIO KICKS	Gloria & Shannon Albracht	17
2524	STRYKER'S MARTIAL ARTS	Dan Stryker	17
128	GREG TEARNEY'S ALL AMERICAN	Greg & Judy Tearney	16
179	MARTIAL ART OF KARATE	Al Bartlinski	16
1457	SHOTOKAN KARATE CENTER	Gene Dunn	16
1496	DYNAMIC FITNESS CENTER	Paul Mendoza	16
1789	SCOTT SHIELDS M.A	Scott Shields	16
2226	EAGLE MARTIAL ARTS, INC.	Barat/Nasima Jan	16
2417	ROD'S INTERNATIONAL MA	Rod Bohorquez	16
2671	OKINAWAN KARATE KOBUDO KAI	Serge Clark	16
2806	AMERICA'S BEST DEFENSE	Paul Garcia	16
2954	BRAZILIAN JIU JITSU CENTER	Pablo Popovitch	16
2968	EAST WEST KARATE	Michael Vacca	16

School Code	School Name	School Owner	# of Contracts
530	JUJITSU CONCEPTS/KRAV MAGA	Stephen Sohn	90
2405	VITALE'S KARATE ACADEMY	Angelo Vitale Jr.,	79
712	BUSHI BAN INTERNATIONAL	Zulfi Ahmed	61
1999	KIM'S KARATE	Mike Kaspi & Kevin McMahon	46
216	WEST COAST T.K.D.	Ernie Reyes	44
95	SCOTT TEAGUE'S ACADEMY	Scott Teague	40
2632	WARRIOR TRAINING CENTER	Jeff Mulhollan	39
2968	EAST WEST KARATE	Michael Vacca	39
756	THE AMERICAN M.A	John T. McCray	33
2757	PROGRESSIVE MARTIAL ARTS	Nicholas Sacoulas	32
2990	VITALE'S KARATE ACADEMY	Angelo Vitale / Tim Condon	31
612	BLACK BELT M.A CENTER	Bob & Sheeba Lee	28
96	DC MARTIAL ARTS ACADEMY INC	Joe Drabkin	27
2135	PERSONAL BEST KARATE	Eileen J. Rappold	27
2794	NATIONAL HAPKIDO CENTER	Louis Kim	27
2834	EAST COAST KARAT	Edward J. Doherty	27
179	MARTIAL ART OF KARATE	Al Bartlinski	26
1480	MEYERLAND M.A CENTER	M & K Nebgen	26
2168	EXTREME MARTIAL ARTS	Brad Daddis	26
1457	SHOTOKAN KARATE CENTER	Gene Dunn	25
1987	MAUDUDO FEDERATION	M Franzen & M Brown	25
2376	SCHOOL OF CHINESE MA	Robert Brown	25
1019	HUNG TRAN'S M.A.	Hung Tran	24
20	DAVID DEATON KARATE	D & L Deaton	23
903	ROD SANFORD'S KARATE	Rod Sanford	23
2291	FRAZIER M.A.TRAINING C.	Hidcki Frazier/Amanda Molin	23
1271	TIM BARCHARD'S MMA	Tim Barchard	22
1496	DYNAMIC FITNESS CENTER	Paul Mendoza	22
1992	TONG DRAGON MIXED MA	Eric Colon	21
2032	TRAN'S T.K.D.	Hai Tran	21
2102	PERFORMANCE BRAZILIAN J.J.	Louis Vintaloro	21
2353	MARTIAL ARTS AMERICA	Matt Dorsey	21
1688	STUDIO KICKS, INC.	Larry Lam	20
2597	NORTH EAST ACADEMY OF MA	Tisha Bronner-Trotman	20
2898	BUFFALO GROVE MARTIAL ARTS	Bert Witte	20
225	GRACIE BARRA AMERICA, INC	Marcio Souza	19
394	ART BEINS KARATE INST.	Arthur W. Beins	19
1546	TRISTAR M.A ACADEMY	Keith & Debbie Thompson	19
2007	PATTEN'S MARTIAL ARTS	J & A Patten	19
2806	AMERICA'S BEST DEFENSE	Paul Garcia	19
2826	ACADEMY OF TRADITIONAL KARA	Todd & Kristen Keane	19
1501	RAE'S ACADEMY OF TAE KWON D	Ginger R. Schneider	18
2226	EAGLE MARTIAL ARTS, INC.	Barat/Nasima Jan	18
2311	CHI'S MARTIAL ARTS NY	Charles & Myra Chi	18
2389	UNIVERSAL KEMPO KARATE	Martha G. Taylor	18
2530	BAF'S TAE KWON DO	Doug Paik	18
2762	JACKSONVILLE BRAZILIAN JIU-JITSU	Larry Shealy	18
346	SATORI ACADEMY-GRESHAM	Dave & Tim Kovar	17
1290	INTERNATIONAL INST. OF M.A.	Jeff Brown	17
2329	COSTANZO'S MARTIAL ARTS	R & D Costanzo	17
2504	AIKI ACADEMY OF SELF DEFENS	Dennis G. Hill	17
2531	HOLLEY'S INTERNATIONAL MA	Jennifer & Paul Holley	17
2565	WEST COAST MARTIAL ARTS	Jovito Fernando Sr.	17
2660	U.S. M.A ACADEMY LTD.	Paul & Maricar Jakubowski	17

Rank	School Name	School Owner	Gross
SUPREME GRAND MASTER BLACK BELT			
1.	ROBINSON KARATE	Chris & Al Robinson	\$43,559.41
2.	LUKE'S T.K.D	Victor/Carmelina Luke	\$42,253.31
3.	CHAMPION MARTIAL ARTS	Victor/Carmelina Luke	\$33,141.89
4.	ROBINSONS/LEWIS KARATE	T Lewis & C Robinson	\$30,843.71
GRAND MASTER BLACK BELT			
5.	MASTER GEE'S ACADEMY	Mark Gildemeester	\$28,354.54
6.	AUTHENTIC SOUTH SIDE TAE KW	Marc & Lisa Gaudet	\$24,983.49
MASTER BLACK BELT			
7.	JOHANIS' KARATE SCHOOL INC.	John Johanis	\$16,964.76
8.	ROBINSON KARATE SCHOOL	Michael Cameron	\$15,462.77
9.	BERGERON KARATE CENTER	C & J Bergeron	\$14,574.07
10.	POSENER'S PANKRATION & MUAY	Simon Posener	\$14,381.51
11.	PERSONAL BEST M.A	K Doerksen	\$12,645.29
12.	CANADIAN MARTIAL ARTS CENTER	Dr. Sam Mossaed	\$12,415.99
13.	MASTER MYUNG'S TKD	Hwa-Sun Myung	\$11,506.80
14.	MARTIAL KUM DO	Sung-Boo Kim	\$11,451.84
15.	WARRIOR'S REALM MA	Shawn Carpenter	\$11,283.69
16.	DESANTOS M.A	V Desantos	\$11,132.04
17.	JUNG KO TAE KWON DO	Jung Ko	\$10,316.48
BLACK BELT			
18.	COBRA KAI M.A.	Cory Wachal	\$9,935.23
19.	PEEL'S TKD FAMILY MA	James Kanadasamy	\$9,921.00
20.	ROBINSON'S KARATE SCHOOL	Chris Robinson	\$9,585.59
21.	DRAGON TEMPLE MARTIAL ARTS	Al Azizi	\$9,386.00
BROWN BELT			
22.	DAYBOLL JIU-JITSU	Dave & Wendy Dayboll	\$8,147.63
23.	COMPO'S TAE KWON DO SCHOOLS	Glen Compo	\$7,820.30
RED BELT			
24.	KY YOUNG TAE KWON DO	Philip Jang	\$7,525.49
25.	DEFENSIVE ART TRAINING CENTER	Gerry DiSanto	\$6,500.30
PURPLE BELT			
26.	SUITELA FITNESS	Andy Suitela	\$5,726.03
27.	HALIFAX CENTRAL AUTHENTIC	Nicholas Pagnotta	\$5,435.30
YELLOW BELT			
28.	KANG CHUL TKD	Master Kang	\$3,808.01
29.	QUEST M.A CENTRE	M Turnhout & L Welch	\$3,652.50
30.	BRAVADO JIU-JITSU	Daniel Moroney	\$2,511.64
31.	INTRNTL SCHOOL OF T.K.D	Antonio Lamprea	\$2,415.20
32.	TAE KWON DO MAXIMUS	Kenneth Hance	\$2,396.16
33.	SENDOKAN DOJO	Nicholas Mills	\$2,263.08
34.	BLACK BELT OF KARATE	Carl Tate	\$2,212.85
WHITE BELT			
35.	ROBINSON'S KARATE SCHOOL	Chris Robinson	\$1,829.08
36.	TORA KARATE	Ramin Emami	\$1,778.70
37.	MARKHAM TAE KWON DO ACADEMY	John Wook Huh	\$1,704.96
38.	KEE'S TAE KWON DO	Trevor Warkentin	\$1,396.73
39.	PERSONAL BEST M.A.	Mike Tubbs	\$1,149.46
40.	MCLEOD'S MARTIAL ARTS	Rick McLeod	\$710.00

School Code	School Name	School Owner	R.Q.
3010	BRYAN'S T.K.D SCHOOL	Cleveland Bryan	0.00
3034	QUEST M.A CENTRE	M Turnhout & L Welch	0.00
3069	MARTIAL KUM DO	Sung-Boo Kim	0.00
3113	PERSONAL BEST M.A.	Mike Tubbs	0.00
3141	KEE'S TAE KWON DO	Trevor Warkentin	0.00
3147	BLACK BELT OF KARATE	Carl Tate	0.00
3163	TAE KWON DO MAXIMUS	Kenneth Hance	0.00
3169	HALIFAX CENTRAL AUTHENTIC	Nicholas Pagnotta	0.00
3173	WARRIOR'S REALM MA	Shawn Carpenter	0.00
3175	MARTIAL ARTS ONE ACADEMY	Hwa-Sun Myung	0.00
3176	MCLEOD'S MARTIAL ARTS	Rick McLeod	0.00
3183	ROBINSON'S KARATE SCHOOL	Chris Robinson	0.00
3063	LUKE'S T.K.D	Victor/Carmelina Luke	0.01
3116	ROBINSONS/LEWIS KARATE	T Lewis & C Robinson	0.01
3146	DAYBOLL JIU-JITSU	Dave & Wendy Dayboll	0.01
3162	AUTHENTIC SOUTH SIDE TAE KW	Marc & Lisa Gaudet	0.01
3165	MASTER MYUNG'S TKD	Hwa-Sun Myung	0.01
3170	DEFENSIVE ART TRAINING CENT	Gerry DiSanto	0.01
3118	CHAMPION MARTIAL ARTS	Victor/Carmelina Luke	0.02
3160	JOHANIS' KARATE SCHOOL INC.	John Johanis	0.02
3167	ROBINSON'S KARATE SCHOOL	Chris Robinson	0.02
3171	CANADIAN MARTIAL ARTS CENTE	Dr. Sam Mossaed	0.02
3000	ROBINSON KARATE	Chris & Al Robinson	0.03
3001	DESANTOS M.A	V Desantos	0.03
3039	TORA KARATE	Ramin Emami	0.03
3066	BERGERON KARATE CENTER	C & J Bergeron	0.03
3082	JUNG KO TAE KWON DO - ON	Jung Ko	0.03
3090	PERSONAL BEST M.A	K Doerksen	0.03
3154	DRAGON TEMPLE MARTIAL ARTS	Al Azizi	0.03
3158	PEEL'S TKD FAMILY MA	James Kanadasamy	0.03
3006	INTRNTL SCHOOL OF T.K.D	Antonio Lampreia	0.04
3013	POSENER'S PANKRATON & MUAY	Simon Posener	0.04
3126	COBRA KAI M.A.	Cory Wachal	0.04
3135	ROBINSON KARATE SCHOOL	Michael Cameron	0.04
3016	MASTER GEE'S ACADEMY	Mark Gildemeester	0.05
3120	KANG CHUL TKD	Master Kang	0.05
3137	KY YOUNG TAE KWON DO	Philip Jang	0.05
3153	COMPO'S TAE KWON DO SCHOOLS	Glen Compo	0.05
3122	SUITELA FITNESS	Andy Suitela	0.07
3181	SENDOKAN DOJO	Nicholas Mills	0.07
3152	BRAVADO JIU-JITSU	Daniel Moroney	0.08

School Code	School Name	School Owner	# of Contracts
3187	MUNDURUCA BRAZILIAN JIU-JIT	Rodrigo Munduruca	29
3171	CANADIAN MARTIAL ARTS CENTE	Dr. Sam Mossaed	18
3000	ROBINSON KARATE	Chris & Al Robinson	13
3116	ROBINSONS/LEWIS KARATE	T Lewis & C Robinson	13
3122	SUITELA FITNESS	Andy Suitela	10
3162	AUTHENTIC SOUTH SIDE TAE KW	Marc & Lisa Gaudet	10
3013	POSENER'S PANKRATON & MUAY	Simon Posener	8
3063	LUKE'S T.K.D	Victor/Carmelina Luke	7
3118	CHAMPION MARTIAL ARTS	Victor/Carmelina Luke	7
3160	JOHANIS' KARATE SCHOOL INC.	John Johanis	6
3177	MARKHAM TAE KWON DO ACADEMY	John Wook Huh	5
3016	MASTER GEE'S ACADEMY	Mark Gildemeester	4
3173	WARRIOR'S REALM MA	Shawn Carpenter	4
3183	ROBINSON'S KARATE SCHOOL	Chris Robinson	4

Top Renewal Contracts

School Code	School Name	School Owner	# of Contracts
3118	CHAMPION MARTIAL ARTS	Victor/Carmelina Luke	35
3000	ROBINSON KARATE	Chris & Al Robinson	27
3016	MASTER GEE'S ACADEMY	Mark Gildemeester	15
3135	ROBINSON KARATE SCHOOL	Michael Cameron	14
3170	DEFENSIVE ART TRAINING CENT	Gerry DiSanto	14
3116	ROBINSONS/LEWIS KARATE	T Lewis & C Robinson	12
3069	MARTIAL KUM DO	Sung-Boo Kim	10
3158	PEEL'S TKD FAMILY MA	James Kanadasamy	9
3146	DAYBOLL JIU-JITSU	Dave & Wendy Dayboll	8
3165	MASTER MYUNG'S TKD	Hwa-Sun Myung	7
3066	BERGERON KARATE CENTER	C & J Bergeron	6
3160	JOHANIS' KARATE SCHOOL INC.	John Johanis	6

Top Team Standing

Rank	School Owner, Name, Code.	Location	Gross
1.	CHRIS & AL ROBINSON (ROBINSON KARATE SCHOOL)		
	3000 Newmarket ON		\$43,559.41
	3116 Barrie ON		\$30,843.71
	3135 Newmarket ON		\$15,462.77
	3167 Aurora ON		\$9,585.59
	TOTAL		\$99,451.48
2.	VICTOR LUKE(LUKE'S TAE KWON DO)		
	3118 Toronto ON		\$33,141.89
	3063 Markham ON		\$42,253.31
	TOTAL		\$75,395.20
3.	MARC & LISA GAUDET(AUTHENTIC SOUTH SIDE TKD)		
	3162 Edmonton AB		\$24,983.49
	3169 Lower Sackville NS		\$5,435.30
	TOTAL		\$30,418.79
4.	JUNG KO (JUNG KO TAE KWON DO)		
	3082 Thornhill ON		\$10,316.48
	3120 Thornhill ON		\$3,808.01
	3137 Toronto ON		\$7,525.49
	TOTAL		\$21,649.98

Puerto Rico | Top Single Gross

School Code	School Name	School Owner	Gross
1.	CENTRO INTEGRAL DE TKD	Luis Gato	\$ 7,909.76
2.	PUERTO RICO INST. TKD	Master Danny Ortiz	\$ 5,329.00
3.	WESTERN TKD ACADEMIES	Alfredo Hernandez	\$ 3,075.00
4.	ART TAE KWON DO ACADEMY	Saul Pacheco	\$ 2,150.00
5.	PROFESSIONAL TAE KWON DO	Livier Pabon Maros	\$ 1,837.50

Top Extension Contracts

School Code	School Name	School Owner	# of Contracts
2494	CENTRO INTEGRAL DE TKD	Luis Gato	4
2727	WESTERN TKD ACADEMIES	Alfredo Hernandez	4
2415	ART TAE KWON DO ACADEMY	Saul Pacheco	3
1723	PUERTO RICO INST. TKD	Master Danny Ortiz	2
2881	PROFESSIONAL TAE KWON DO	Livier Pabon Maros	2

Top Renewal Contracts

School Code	School Name	School Owner	# of Contracts
2494	CENTRO INTEGRAL DE TKD	Luis Gato	10
2415	ART TAE KWON DO ACADEMY	Saul Pacheco	7
2727	WESTERN TKD ACADEMIES	Alfredo Hernandez	4

Top Retention Quotient

School Code	School Name	School Owner	R.Q.
2494	CENTRO INTEGRAL DE TKD	Luis Gato	0.05
1723	PUERTO RICO INST. TKD	Master Danny Ortiz	0.08
2881	PROFESSIONAL TAE KWON DO	Livier Pabon Maros	0.08
2727	WESTERN TKD ACADEMIES	Alfredo Hernandez	0.09

Continuing from Page 8

If a student gives you a dollar give them a dollar-and-a-half in service. Always go the extra mile to make sure that all of your students have the personalized attention necessary to help them achieve their dreams and goals. If you sincerely care then make sure you show it!

Remember, you have earned the privilege of teaching; you are a very influential part of a human beings life. Teach with passion and lead by example!

Could you elaborate on how your schools have benefited from EFC?

Before becoming a member of EFC some 18 years ago, we were a successful school in student count; however we had zero in accounts receivable. You know a "lot of sizzle with no steak." After joining EFC we immediately started implementing their system into our business practices and shot up to the Top 25 in the All-Star team standings and have been there ever since.

What can I say? Becoming a member of a superior consulting company spearheaded by Mr. Nicolas Cokinos' unparalleled knowledge of business and philosophy of life has sincerely been one of the best investments I have ever made!

UK IRELAND

Stop Press News

Date for your diary

Meeting of Minds Y Factor Seminar with US Advisory Board Director Steve Sohn on 21/22 June 2008. Contact your AE today to book your place.

Welcome

Shane Fitzgibbon, Connacht Taekwon-Do Academy in Connacht, Ireland.

Congratulations

Chris and Ginny Ellis on the birth of their first child Austin Christopher. Mother and baby are both doing well pictures on austin.eackd.com Tony and Larisa Rice have opened their new school in Yarm. Pictures to follow soon.

Well done

Eight clients have exceeded their next targets, Mick Blackwell £7K, Lee Kent, Richard Canton and Tony Preston £4K, Rick Dubidat £3K, and in the Team Ken Robson £26K, Mick Blackwell £9K and Paul Banbury £5K.

EFC World Ranking

This month we have included the US Dollar equivalent of your Gross Collection so that you can check out your EFC World Ranking. In February selected clients EFC World Rankings were: Chris Broadley 15, Ken Pankiewicz 53, John McGrath 104, Dan Woodruff 109, Mark Sciberras 243, Lee Kent 371, Rick Dubidat 425 and in the Team Standings John Lynn BBA 15 and Ken Robson Shudokan BBA 22. Check out your EFCWR today and don't forget you can also compare your Extensions, Renewals and RQ. You may be very pleasantly surprised and inspired!

That's a good idea

Nick Patakos has a neat slant on student mat chats about keeping your room tidy. He tells his students that he had dinner with the head of all the Ninjas. The head Ninja gave Master Patakos Ninja rule Number One, which is that when a Ninja leaves somewhere you cannot tell that he has been there. So the students should tidy up as they move around. They should put the top on the tooth paste, etc, so that their mother cannot even tell if they have cleaned their teeth!

Book of the month

Colin Abbott, Ji-Sei-Kan Karate-Do, recommends "The Big Moo: Stop trying to be perfect & start being remarkable" by the Group of 33, edited by Seth Godin. ISBN 0-718-14947-5. It's the follow up to 'The Purple Cow' available from www.amazon.co.uk price £5.37.

EUROPE

Rank	School Name	School Owner	Gross	Gross in \$
SUPREME GRAND MASTER BLACK BELT				
1.	Satori Ryu / Nirvana Fitness	Chris Broadley	£24,396.00	\$48,792
2.	KickFit Academy	Ken, Sarah Pankiewicz, Davis	£15,638.00	\$31,276
3.	Shudokan Black Belt Academy	Ken Robson	£14,300.00	\$28,600
4.	Academy Martial Arts	Dan Woodruff	£10,660.00	\$21,320
5.	John Lynns BBA	Chris & Gemma Pritchard	£10,477.00	\$20,954
GRAND MASTER BLACK BELT				
6.	Mick Blackwell's Black Belt Academy	Mick Blackwell	£7,780.00	\$15,560
7.	John Lynn's BBA - John Lynn	John Lynn	£7,526.00	\$15,052
8.	Muscliffe Karate Academy	Gary Excell	£7,524.00	\$15,048
9.	Choi Kwang-Do Black Belt Academy	Chris Ellis	£7,171.00	\$14,342
MASTER BLACK BELT				
10.	John Lynn's BBA - Mark Sciberras	Mark Sciberras	£5,877.00	\$11,754
11.	East Coast Karate	Steven Webster	£5,856.00	\$11,712
12.	Vince Cassar Black Belt Academy	Vince Cassar	£5,402.00	\$10,804
13.	Affiliated Karate Association	Paul Banbury	£4,832.00	\$9,664
14.	Maher's Martial Arts Academy	Peter Maher	£4,746.00	\$9,492
15.	The Paisley Academy of Martial Arts	Matt & John McLachlan & McKean	£4,620.00	\$9,240
16.	Blackbelt Zone Fitness Academy	Anthony (Tony) Preston	£4,501.00	\$9,002
17.	Canton Martial Arts	Richard Canton	£4,339.00	\$8,678
18.	Chi Wai Kung Fu	Lee Kent	£4,338.00	\$8,676
19.	Zanshin Karate Kai	Alex Hart	£4,190.00	\$8,380
20.	The Dojo Nottingham	Aidan Trimble	£4,074.00	\$8,148
21.	Zanshin Black Belt Academy	Linden Huckle	£4,071.00	\$8,142
BLACK BELT				
22.	Essex Martial Arts Academy	Jason Hindley	£3,930.00	\$7,860
23.	Taerigi-Do BBA	S & A Harrison	£3,871.00	\$7,742
24.	Kuk Sool Won of Kings Lynn	Darren Brown	£3,515.00	\$7,030
25.	Clifton and Eastleake Shotokan Academy	Adrian Barker	£3,305.00	\$6,610
26.	Kangchul TKD Black Belt Academy	Scott Coullie	£3,287.00	\$6,574
27.	Bujinkan Kokoro Dojo MA Academy	David Pawson	£3,121.00	\$6,242
28.	John Lynn's BBA	Sara/Brent Burman	£3,078.00	\$6,156
29.	Rick Dubidat BlackBelt Academy	Ricky Dubidat	£3,037.00	\$6,074
BROWN BELT				
30.	KickFit One Alpha	Ken Pankiewicz	£2,945.00	\$5,890
31.	Dev Barrett's KKD	Dev Barrett	£2,907.00	\$5,814
32.	Scriven Soo Bahk Do	Andrew Scriven	£2,900.00	\$5,800
33.	Tony Rice's BBA	Tony Rice	£2,879.00	\$5,758
34.	Ruach Ltd	Ronnie Christopher	£2,837.00	\$5,674
35.	Shudokan Aikido	Mick Mercer	£2,788.00	\$5,576
36.	Bushido Karate Academy	Lawrence Elcock	£2,687.00	\$5,374
37.	KickFit - Reading	Richard Parks	£2,606.00	\$5,212
BLUE BELT				
38.	Edinburgh Kuk Sool Won	Donald MacKenzie	£2,554.00	\$5,108
39.	Shudokan Aikido Barnstaple	Andrew Cullerne	£2,519.00	\$5,038
40.	John Garrod Kuk Sool Won Ipswich	John Garrod	£2,498.00	\$4,996
41.	Yarm MA Academy Ltd	Tony Rice	£2,368.00	\$4,736
42.	Zanshin Karate Kai	Alex Hart	£2,318.00	\$4,636
43.	Choi Kwang-Do Academy	Inderjit Sangherra	£2,255.00	\$4,510
44.	Korean Martial Arts	David McGoldrick	£2,254.00	\$4,508
45.	Shudokan Black Belt Academy	Mark Gott	£2,154.00	\$4,308
46.	Dereham Martial Arts Academy	Adrian Gardiner	£2,120.00	\$4,240
47.	North Wales MA Centre	Christopher Edghill	£2,109.00	\$4,218
47.	Georges Fitness Centre	Anthony Wilding	£2,036.00	\$4,072

Rank	School Name	School Owner	Gross	Gross in \$
48.	SBBA Chesterfield	Philip Musson	£2,026.00	\$4,052
49.	Tamar TKD Black Belt Academy	Mark Iles	£1,781.00	\$3,562
50.	Chilwell Olympia	Pasqualino Mura	£1,718.00	\$3,436
51.	Sport Karate Federation	Jacey Cashman	£1,694.00	\$3,388
52.	Walsall school of Shotokan Karate	Steven Carless	£1,665.00	\$3,330
53.	West Yorkshire Muay Thai	Michael Tobin	£1,625.00	\$3,250
54.	John Lynn's BBA	Chris & Gemma Pritchard	£1,622.00	\$3,244
55.	Fightinglions BBA	Leo Alderman	£1,606.00	\$3,212
56.	John Lynn's BBA	Sara & Brent Burman	£1,548.00	\$3,096
57.	Ji-Sei-Kan Karate-Do Academy	Colin Abbott	£1,521.00	\$3,042
58.	Choi Kwang-Do Ltd	Nigel/Nigel Glossop/Brophy	£1,515.00	\$3,030
59.	East West Martial Arts	Amir Khorsan	£1,502.00	\$3,004
60.	Fighting Fit Gym	Jo Draper	£1,465.00	\$2,930
61.	KickFit One	Ken Pankiewicz	£1,460.00	\$2,920
62.	Crystal Peaks FreestyleTaekwondo	Paul Jessop	£1,396.00	\$2,792
63.	Zanshin Black Belt Academy	Linden Huckle	£1,352.00	\$2,704
64.	East West Martial Arts	Amir Khorsan	£1,313.00	\$2,626
65.	Charlesworth Martial Arts	Jason Charlesworth	£1,273.00	\$2,546
66.	Zen Shin Stockland Green BB Academy	Pansy Wright	£1,262.00	\$2,524
67.	Master A's School of Thai Boxing	Sompat SitiwatJana	£1,254.00	\$2,508
68.	The Choi Foundation	Matthew Hobden	£1,243.00	\$2,486
69.	Jo Draper Welsh WTF TKD Academy	Jo Draper	£1,182.00	\$2,364
70.	Lloyd Ferguson Black Belt Academy	Lloyd Ferguson	£1,181.00	\$2,362
71.	Minakami Zanshin Karate	Linden Huckle	£1,175.00	\$2,350
72.	Taerigi-Do BBA	Victoria Hanson	£1,149.00	\$2,298
73.	John Lynn BBA - Eric Williams	Eric Williams	£1,140.00	\$2,280
74.	Bozdag-Taekwondo	Seyit Riza Bozdag	£1,070.00	\$2,140
75.	Neil Munn Boxercise & Fitness	Neil Munn	£1,064.00	\$2,128
76.	Bushido Karate Academy	Lawrence Elcock	£1,051.00	\$2,102
77.	Muscliffe Karate Academy	Simon Bushby	£1,042.00	\$2,084
78.	East West Martial Arts	Amir Khorsan	£1,040.00	\$2,080
79.	BMKA (Sedgley)	Ray Hoffman	£1,022.00	\$2,044
80.	John Lynn's Black Belt Academy	Chris Williams	£865.00	\$1,730
81.	East West Martial Arts	Amir Khorsan	£847.00	\$1,694
82.	Woodbridge Karate Club	Lucy MacMillan	£835.00	\$1,670
83.	Tamassii School of Shotokan Karate	Kelvin Rayner	£834.00	\$1,668
84.	Bushido Karate Academy	Lawrence Elcock	£820.00	\$1,640
85.	Shudokan Black Belt Academy	Steve Coleman	£807.00	\$1,614

Top Renewal Contracts

School Code	School Name	School Owner	# of Contracts
233	Academy Martial Arts	Dan Woodruff	11
258	Chi Wai Kung Fu	Lee Kent	10
155	Scriven Soo Bahk Do	Andrew Scriven	9
157	Kuk Sool Won of Kings Lynn	Darren Brown	7
208	Kangchul TKD Black Belt Academy	Scott Coullie	6
264	Clifton and Eastleake Shotokan Academy	Adrian Barker	5
385	Yarm MA Academy Ltd	Tony Rice	4
412	Canton Martial Arts	Richard Canton	3
268	AA Black Belt Academy	Anthony Aurelius	3

School Code	School Name	School Owner	R.Q.
263	SBBA Chesterfield	Philip Musson	0.00
180	Tamar TKD Black Belt Academy	Mark Iles	0.00
282	KickFit One	Ken Pankiewicz	0.00
354	Zanshin Black Belt Academy	Linden Huckle	0.00
394	East West Martial Arts	Amir Khorsan	0.00
151	Lloyd Ferguson Black Belt Academy	Lloyd Ferguson	0.00
419	Muscliffe Karate Academy	Simon Bushby	0.00
386	John Lynn's Black Belt Academy	Chris Williams	0.00
188	Woodbridge Karate Club	Lucy MacMillan	0.00
344	Bushido Karate Academy	Lawrence Elcock	0.00
399	Mick Blackwell's Black Belt Academy	Mick Blackwell	0.00
368	Zanshin Black Belt Academy	Kevin Pettitt	0.00
422	Shudokan Aikido Oxford	Richard Watts	0.00
266	Double Dragon Martial Arts	Anthony Davies	0.00
372	West Sussex Choi Kwang Do (CKD)	Adrian Hughes	0.00
358	East West Martial Arts	Amir Khorsan	0.00
279	Premier Combat Black Belt Academy	Richard Pidduck	0.00
324	Bushido Karate Academy	Lawrence Elcock	0.00
85	Zen Shin Martial Arts Academy LTD	John Richards	0.00
296	Double Dragon Martial Arts	Sarah Eddolls	0.00
343	Bushido Karate Academy	Lawrence Elcock	0.00
326	Bushido Karate Academy	Lawrence Elcock	0.00
400	MDBBS/Bath BBA	William Mickleburgh	0.00
327	Bushido Karate Academy	Lawrence Elcock	0.00
332	Bushido Karate Academy	Lawrence Elcock	0.00
395	Pinnacle Academy of Martial Arts	Mick Blackwell	0.00
264	Clifton and Eastleake Shotokan Academy	Adrian Barker	0.01
262	Maher's Martial Arts Academy	Peter Maher	0.02
276	Sport Karate Federation	Jacey Cashman	0.02
240	John Lynn's BBA - Chris and Gemma Prichard	Chris & Gemma Pritchard	0.02
94	Walsall school of Shotokan Karate	Steven Carless	0.03
161	Fightinglions BBA	Leo Alderman	0.03
231	Crystal Peaks FreestyleTaekwondo	Paul Jessop	0.03
299	Jo Draper Welsh WTF TKD Academy	Jo Draper	0.03
233	Academy Martial Arts	Dan Woodruff	0.04
156	Muscliffe Karate Academy	Gary Excell	0.04
258	Chi Wai Kung Fu	Lee Kent	0.04
251	Shudokan Black Belt Academy - Lincoln	Mark Gott	0.04
408	The Choi Foundation	Matthew Hobden	0.04
355	Minakami Zanshin Karate	Linden Huckle	0.04
347	Bushido Karate Academy	Lawrence Elcock	0.04
28	KickFit Academy	Ken, Sarah Pankiewicz, Davis	0.05
312	Zanshin Black Belt Academy	Linden Huckle	0.05
109	Bujinkan Kokoro Dojo Martials Arts Academy	David Pawson	0.05
172	Tony Rice's BBA	Tony Rice	0.05
277	John Garrod Kuk Sool Won Ipswich	John Garrod	0.05
375	Choi Kwang-Do Ltd	Nigel/Nigel Glossop/Brophy	0.05
377	Fighting Fit Gym	Jo Draper	0.05
212	BMKA (Sedgley)	Ray Hoffman	0.05
417	Kernow Martial Arts	James & Elaine Latus	0.05
373	East Coast Karate	Steven Webster	0.06
248	Affiliated Karate Association	Paul Banbury	0.06
308	The Dojo Nottingham	Aidan Trimble	0.06
157	Kuk Sool Won of Kings Lynn	Darren Brown	0.06
208	Kangchul TKD Black Belt Academy	Scott Coullie	0.06
303	Choi Kwang-Do Academy	Inderjit Sangherra	0.06

School Code	School Name	School Owner	R.Q.
135	Chilwell Olympia	Pasqualino Mura	0.06
116	Tamassii School of Shotokan Karate	Kelvin Rayner	0.06
288	Shudokan Black Belt Academy - Sandiacre	Steve Coleman	0.06
261	Choi Kwang-Do Black Belt Academy	Chris Ellis	0.07
289	Vince Cassar Black Belt Academy	Vince Cassar	0.07
210	Taerigi-Do BBA	S & A Harrison	0.07
301	KickFit One Alpha	Ken Pankiewicz	0.07
385	Yarm MA Academy Ltd	Tony Rice	0.07
297	Ji-Sei-Kan Karate-Do Academy	Colin Abbott	0.07
294	Neil Munn Boxercise & Fitness/ABC Boxing	Neil Munn	0.07
205	Master Davies Black Belt Schools	Craig Norton	0.07
221	John Lynns BBA	Chris & Gemma Pritchard	0.08
304	Essex Martial Arts Academy	Jason Hindley	0.08
256	Shudokan Aikido - Mick Mercer	Mick Mercer	0.08
321	Bushido Karate Academy	Lawrence Elcock	0.08
300	Martin Voller Black Belt Academy	Martin Voller	0.08
340	Bushido Karate Academy	Lawrence Elcock	0.08
361	Kuk Sool Won Colchester	Orville Lewis	0.08
404	Taerigi-Do BBA	Susan Donald	0.08
229	John Lynn's BBA	Mark Sciberras	0.09
414	The Paisley Academy of Martial Arts	Matt & John McLachlan & McKean	0.09
225	Blackbelt Zone Fitness Academy	Anthony (Tony) Preston	0.09
155	Scriven Soo Bahk Do	Andrew Scriven	0.09
363	Shudokan Aikido Barnstaple	Andrew Cullerne	0.09
429	Zanshin Karate Kai	Alex Hart	0.09
416	Dereham Martial Arts Academy	Adrian Gardiner	0.09
173	Georges Fitness Centre	Anthony Wilding	0.09
219	Bozdag-Taekwondo	Seyit Riza Bozdag	0.09

Top Extension Contracts

School Code	School Name	School Owner	# of Contracts
369	Satori Ryu / Nirvana Fitness	Chris Broadley	66
28	KickFit Academy	Ken, Sarah Pankiewicz, Davis	35
414	The Paisley Academy of Martial Arts	Matt & John McLachlan & McKean	26
412	Canton Martial Arts	Richard Canton	26
261	Choi Kwang-Do Black Belt Academy	Chris Ellis	20
360	Ruach Ltd	Ronnie Christopher	17
179	Shudokan Black Belt Academy	Ken Robson	14
62	Mick Blackwell's Black Belt Academy	Mick Blackwell	14
267	Zanshin Karate Kai	Alex Hart	14
303	Choi Kwang-Do Academy	Inderjit Sangherra	14
258	Chi Wai Kung Fu	Lee Kent	13
157	Kuk Sool Won of Kings Lynn	Darren Brown	13
155	Scriven Soo Bahk Do	Andrew Scriven	13
377	Fighting Fit Gym	Jo Draper	13
385	Yarm MA Academy Ltd	Tony Rice	12
233	Academy Martial Arts	Dan Woodruff	11
373	East Coast Karate	Steven Webster	11
106	Dev Barrett's KKD	Dev Barrett	11
391	Edinburgh Kuk Sool Won	Donald MacKenzie	11
429	Zanshin Karate Kai	Alex Hart	11
271	John Lynn BBA	Eric Williams	11
400	MDBBS/Bath BBA	William Mickleburgh	11
23	John Lynn's BBA	John Lynn	10
235	John Lynn's BBA	Sara/Brent Burman	10

Rank, School Owner, Name, Code. Gross

1.	JOHN LYNN(JOHN LYNN'S BLACK BELT ACADEMY)		
	221	£10,477.00	
	023	£7,526.00	
	229	£5,877.00	
	235	£3,078.00	
	240	£1,622.00	
	254	£1,548.00	
	271	£1,140.00	
	386	£865.00	
	TOTAL	£32,259.00	

2.	KEN ROBSON(SHUDOKAN BBA)		
	179	£14,300.00	
	256	£2,788.00	
	363	£2,519.00	
	251	£2,154.00	
	263	£2,026.00	
	288	£807.00	
	422	£610.00	
	411	£305.00	
	393	£742.00	
	TOTAL	£26,251.00	

3.	KEN PANKIEWICZ(KICKFIT ACADEMY)		
	028	£15,638.00	
	301	£2,945.00	
	053	£2,606.00	
	282	£1,460.00	
	TOTAL	£22,727.00	

4.	LAWRENCE ELCOCK(BUSHIDO KARATE ACADEMY)		
	329	£2,687.00	
	347	£1,051.00	
	321	£820.00	
	345	£767.00	
	333	£750.00	
	331	£711.00	
	346	£682.00	
	344	£650.00	
	323	£506.00	
	340	£485.00	
	325	£375.00	
	324	£367.00	
	326	£327.00	
	342	£327.00	
	343	£320.00	
	319	£316.00	
	350	£305.00	
	330	£297.00	
	327	£287.00	
	341	£280.00	
	349	£255.00	
	332	£249.00	
	TOTAL	£13,885.00	

5.	MICK BLACKWELL(MICK BLACKWELL'S KARATE)		
	62	£7,780.00	
	188	£835.00	
	399	£675.00	
	395	£227.00	
	TOTAL	£9,627.00	

Rank, School Owner, Name, Code. Gross

6.	GARY EXCELL(MASCLIFFE KARATE ACADEMY)		
	156	£7,524.00	
	419	£1,042.00	
	TOTAL	£8,566.00	

7.	AMIR KHORSAN(EAST WEST MARTIAL ARTS)		
	298	£1,502.00	
	394	£1,313.00	
	370	£1,040.00	
	376	£847.00	
	392	£594.00	
	358	£494.00	
	405	£470.00	
	420	£383.00	
	TOTAL	£6,643.00	

8.	S & A HARRISON/KERNAHAN(TAERIGI-DO BBA)		
	210	£3,871.00	
	314	£1,149.00	
	404	£329.00	
	TOTAL	£5,379.00	

9.	LINDEN HUCKLE(ZANSHIN BLACK BELT ACADEMY)		
	312	£4,071.00	
	354	£1,352.00	
	355	£1,175.00	
	368	£635.00	
	356	£175.00	
	390	£165.00	
	TOTAL	£7,573.00	

10.	TONY RICE(TONY RICE'S BBA)		
	172	£2,879.00	
	385	£2,368.00	
	TOTAL	£5,247.00	

11.	PAUL BANBURY(AFFILIATED KARATE ASSOCIATION)		
	248	£4,832.00	
	292	£330.00	
	TOTAL	£5,162.00	

12.	LEE KENT(CHI WAI KUNG FU)		
	258	£4,338.00	
	311	£622.00	
	TOTAL	£4,960.00	

13.	DAVID PAWSON(BUJINKAN KOKORO DOJO M A C)		
	109	£3,121.00	
	380	£240.00	
	TOTAL	£3,489.00	

14.	JO DRAPER(JO DRAPER WELSH TKD)		
	377	£1,465.00	
	299	£1,182.00	
	TOTAL	£2,647.00	

Ireland | Top Single School Gross

Rank	School Name	School Owner	Gross
284	Waterford Martial Arts Academy	John McGrath	€15,542.00
234	Masters Temple	Massan Ghorbani	€4,289.00
401	FSKD Ireland BBA	Danilo Dusoswa	€3,689.00
402	FSKD Ireland Two	Niall Wright	€2,340.00
426	Dragon Tae Kwon Do	Graham McClean	€1,847.00
285	SBG Ireland Juniors	John Kavanagh	€1,505.00
257	Straight Blast Gym	John Kavanagh	€573.00
398	Martial Arts Incorporated	Robert Devane	€287.00
403	Martial Arts Incorporated	Robert Devane	€198.00

Top Extension Contracts

School Code	School Name	School Owner	# of Contracts
426	Dragon Tae Kwon Do	Graham McClean	29
284	Waterford Martial Arts Academy	John McGrath	18
257	Straight Blast Gym	John Kavanagh	6
234	Masters Temple	Massan Ghorbani	3

Top Renewal Contracts

School Code	School Name	School Owner	# of Contracts
401	FSKD Ireland BBA	Danilo Dusoswa	44
284	Waterford Martial Arts Academy	John McGrath	8
426	Dragon Tae Kwon Do	Graham McClean	3

Top Retention Quotient

School Code	School Name	School Owner	R.Q.
257	Straight Blast Gym	John Kavanagh	0.00
398	Martial Arts Incorporated	Robert Devane	0.00
284	Waterford Martial Arts Academy	John McGrath	0.09
402	FSKD Ireland Two	Niall Wright	0.19
234	Masters Temple	Massan Ghorbani	0.20
401	FSKD Ireland BBA	Danilo Dusoswa	0.31
426	Dragon Tae Kwon Do	Graham McClean	0.31

Top Team Standing

Rank	School Owner, Name, Code	Gross
1.	DANILO DUSOSWA & NIALL WRIGHT(FSKD IRELAND BBA)	
	401	€3,689.00
	402	€2,340.00
	TOTAL	€6,029.00
2.	JOHN KAVANAGH(STRAIGHT BLAST GYM)	
	257	€573.00
	285	€1,505.00
	TOTAL	€2,078.00

AUSTRALIA

NEW ZEALAND

Stop Press News



A Successful X-Factor in Warners Bay, Australia
Watch out for further details in the May issue of Eagle Express.

Welcome

Stuart Holdsworth of Six Harmonies Kung Fu Melbourne, Victoria and Nicky Knoff of Knoff Yoga.

Congratulations

Tom & Olivia Kupa of Kupa International Martial Arts, New Zealand, for touching the gross of \$8,068.50 and sending 10 new contracts.

Y-Factor

Scheduled 28th & 29th June, 2008

Location: Liz Mahler's Black Belt Martial Arts Centre

For more information please contact Jessicah at 02-9211-4719 or email at Jessicah@efconline.com.

ASIA PACIFIC

Australia | Top Single School Gross

Rank	School Name	School Owner	Gross
1.	HUNTER VALLEY MA CENTRE - Warners Bay	Brian & Sandy Hayes	\$37,287.00
2.	BLACK BELT MARTIAL ARTS - Wyoming	Liz Mahler	\$30,124.27
3.	KOREAN MARTIAL ARTS	James Tallon	\$12,024.40
4.	JOE'S BOXING	Joe Walker	\$10,274.00
5.	BLACK BELT MARTIAL ARTS - Kincumber	Liz Mahler	\$10,271.25
6.	BLACK BELT MARTIAL ARTS - Tumbi	Liz Mahler	\$9,136.77
7.	KUPA INTERNATIONAL MA	Tom & Olivia Kupa	\$8,068.50
8.	HUNTER VALLEY MA CENTRE - Belmont	Brian & Sandy Hayes	\$6,978.00
9.	ZEUS INTERNATIONAL MA ACADEMY	Costa Prasoulas	\$6,237.00
10.	KNOFF YOGA	James E. Bryan	\$4,196.00
11.	SHIRE MARTIAL ARTS	Gary Simmons	\$4,185.50
12.	BRAD HOPE FAMILY MA	Brad Hope	\$2,676.88
13.	CKD CAIRNS	Barry Hampton	\$714.80
14.	NORTHERN LAKES MARTIAL ARTS CENTRE	Jeff McCauley	\$508.80

Top Extension Contracts

School Code	School Name	School Owner	# of Contracts
203	JOE'S BOXING	Joe Walker	13
232	HUNTER VALLEY MA CENTRE - Warners Bay	Brian & Sandy Hayes	13
202	CKD CAIRNS -	Barry Hampton	12
172	BLACK BELT MARTIAL ARTS - Wyoming	Liz Mahler	11
220	SHIRE MARTIAL ARTS	Gary Simmons	10
234	AUSTRALIAN ACADEMY OF MA	Graham Keleher	10
3000	KUPA INTERNATIONAL MA	Tom & Olivia Kupa	10
138	KOREAN MARTIAL ARTS	James Tallon	8
372	BLACK BELT MARTIAL ARTS - Kincumber	Liz Mahler	7

Top Renewal Contracts

School Code	School Name	School Owner	# of Contracts
232	HUNTER VALLEY MA CENTRE-Warners Bay	Brian & Sandy Hayes	5
272	BLACK BELT MARTIAL ARTS - Tumbi	Liz Mahler	3
172	BLACK BELT MARTIAL ARTS - Wyoming,	Liz Mahler	2

Top Retention Quotient

School Code	School Name	School Owner	R.Q.
202	CKD CAIRNS	Barry Hampton	0.00
272	BLACK BELT MARTIAL ARTS	Liz Mahler	0.00
273	KNOFF YOGA	James E. Bryan	0.00
300	NORTHERN LAKES MA CENTRE	Jeff McCauley	0.00
232	HUNTER VALLEY MA CENTRE	Brian & Sandy Hayes	0.01
137	ZEUS INTERNATIONAL MA ACADEMY	Costa Prasoulas	0.03
220	SHIRE MARTIAL ARTS	Gary Simmons	0.03
138	KOREAN MARTIAL ARTS	James Tallon	0.04
172	BLACK BELT MARTIAL ARTS	Liz Mahler	0.04
372	BLACK BELT MARTIAL ARTS	Liz Mahler	0.04
157	BRAD HOPE FAMILY MA	Brad Hope	0.05
203	JOE'S BOXING	Joe Walker	0.08

Top Team Standing

Rank, School Owner, Name, Code, Gross

1.	LIZ MAHLER(BLACK BELT MARTIAL ARTS)	
	172	\$30,124.27
	272	\$9,136.77
	372	\$10,271.25
	TOTAL	\$49,532.29
2.	BRIAN & SANDY HAYES(HUNTER VALLEY MA CENTRE)	
	232	\$37,287.00
	233	\$6,978.00
	TOTAL	\$44,265.00

2008 SPRING FLING

Effective from April 1 2008 to June 30, 2008

Only the top 450 schools in the *Allstars* journal are eligible to participate.

They are divided into 30 teams of 15 each and the school with the largest percentage increase over base at the end of the contest will be the winner in their respective team.

Starting base is the total gross income recorded as of March 27, 2008 in the EFC *Allstars* journal.

Rules:

- The school must be an active client with EFC since September 30, 2007.
- We will accept "Paid at Studio" (Regardless of who calls it in however it will not be credited toward "Spring Fling")
- Minimum of 12 schools must participate in order to qualify the team.
- There is a \$ 50.00 registration fee (to be deducted from client's report on April 27, 2008)
- Multi_School accounts cannot be combined during this period.

Winner's Prize \$2000.00

EFC SUMMIT 2008
NOVEMBER 13, 14, & 15
Gaylord Hotel, Opryland
Nashville, TN

Room reservations:

Call 1-866-972-6779 or 615-889-1000 and ask for "EFC Summit Room Rates" in order to qualify for \$179.00 per room per night.



X-Factor in USA & Canada

When: May 16, 2008 (Murfreesboro, TN will be May 9)
Time: 9:45 a.m. to 2:00 p.m.
Registration fee: \$98.00 per person up to 2 participants
\$68.00 per person more than 2 participants

What is the secret to these facilitators' success?

A. Excellent fundamentals. Bring your staff to a day of boot-camp training emphasizing the basics. Your team will leave sharper, better-trained and better equipped to provide your school with great results

<p>Keith and Debbie Thompson Tristar Martial Arts Academy, 1438 Liberty Road Eldersburg, MD 21784 (410) 549-7827 (410) 549-8052 To be held on May 16</p>	<p>Anthony Arango Martial Arts Institute 300 E. Shore Dr. Massapequa, NY 11758 (516) 795-4102 To be held on May 16</p>
<p>Nick and Donnalynn Patakos Family Karate Center 621 Ridge Road Monmoth Jct., NJ 08852 (732) 438-9990 To be held on May 16</p>	<p>Bill Taylor – Facilitator Bushido School of Karate 1820 N.W. Broad Murfreesboro, TN 37129 (615) 893-6003 To be held on May 9</p>
<p>Christian Robinson Robinson Karate School 130 Davis Drive, Unit 25 Box 84 New Market, Ontario L3Y 2N1 Canada (905) 830-1245 (905) 830-1246 To be held on May 16</p>	<p>Garland and Bridget Johnson Universal Kempo Karate Schools Association 10241 Meadow Mist Court Colorado Springs, CO 80920 (719) 598-6046 (719) 896-0594 To be held on May 16</p>

X-Factors

No matter how good you are and no matter how good your team is, there is always room for growth. X-Factors are training workshops that provide an ideal means for you and your team to achieve this growth. The next X-Factors is on May 16, 2008 and will explore the theme "Better basics for a banner year." It will help your team become sharper, better trained and better equipped to provide your school with great results.

