# MartialArtsBusiness .com

"Where Martial Arts professionals go for answers 24 hours a day!"

Register today for the Worldwide Martial Arts Business Expo! [see page 5 for details]

> Cover Story Interview with A Living Legend

> > PLUS... Dealing With Problems by Brian Tracy



V-001 · I-009

07/01

INDUSTRY INSIDER
SELLING
PERSONAL DEVELOPMENT
MARKETING
STAFF TRAINING

# 

- 3 Industry Insider
- 8•Selling
- 12 Personal Development
- 14 Marketing
- 2 16 Staff Training

# 10 Cover Story Interview With A Living Legend

Dr. Ted Gambordella 8th Degree Black Belt



"Where Martial Arts professionals go for answers 24 hours a day!"

Got NEWS! Send it HEREInfo@Martialartsbusiness.comNew products, tournaments, clinics, new schools, new web sites or company info,ideas and articles we want them all! There is nothing like the power of FREE PR!

© 2001 MartialArtsBusiness.com., all rights reserved. The entire contents of this file are the property of MartialArtsBusiness.com. MartialArtsBusiness.com and logo are trademarks of MartialArtsBusiness.com.

# **COVER STORY**

*r.* Ted Gambordella began his Martial Arts training almost 37 years ago in Alexandria, LA at the tender age of 17. Now at 53 He is recognized as one of the great masters of Jiu Jitsu and the Martial Arts in America. Dr. Ted is the author of 14 books, 2 videos, 3 infomercials, and he's even had his own Television show in Dallas, Texas, where he has lived for the last 20 years.

Dr. Ted has trained with some of the most respected and greatest teachers in America including the late Soke Albert Church, Soke R. Sacharnoski, Demetrius Havanus, Grandmaster Allen Steen, Grandmaster Pat Burleson, World Champion Guy Metzer and lately Carlos Machado the Brazilian Grappling and Jiu-Jitsu Master and World Champion. Ted was one of the First Black Belts in Jiu Jitsu to come to Texas and made quite an impression on Grandmaster Burleson and Channel 11 Television when he was demonstrating his mastery of KI for the Texas Championship and Grandmaster Burleson, not being one to take kindly to strangers from out of Texas. Decided to use just a little more force than necessary when breaking 3 inches of wood on Ted's ribs and accidentally broke the bat

07/01

ш 0 0

. ທ

n e s

• –

Bus

alArts

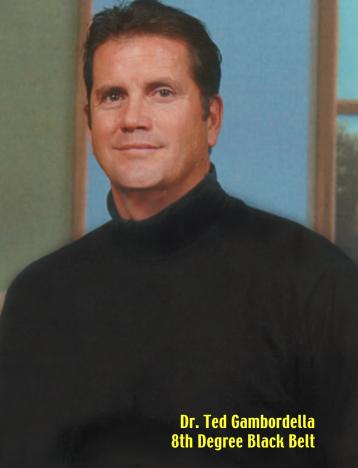
r t i

σ

# Interview with a Living Legend

into instead of breaking Ted into. Ted is one of the best selling authors in American and spent 10 years traveling across American promoting the martial arts and his books, specifically his book on Injury Prevention, *The End of Injury*. Which has been endorsed by major universities, colleges and Professional teams including. The U. of Oklahoma, U. of Texas, L.S. U. Rice, Oral Roberts, The Houston Rockets, The Jazz and scores of high schools. Ted is quite famous for his KI demonstrations and most famous for his "knife bending". Where he takes a 12 inches razor sharp butcher knife and bends it on his neck.

Dr. Ted's books have sold over 100,000 copies during the last 20 years and are some of the longest running in print titles in the Martial Arts by an American Author. In 2001 to celebrate Dr. Ted's 35 year in the Martial Arts, Dr. Ted put 10 his books on the web! See this story for details.



#### MAB.C

#### *Tell our readers about your background?*

#### Dr. Ted

I began my Martial Arts training 35 years ago in Alex, LA. After 4 years I got my first Black Belt in Shorinju shorinryu Karate. I was a very hard working student and won most of the tournaments on the Louisiana Circuit. It was at a tournament in Shreveport, LA in 1968 that I first meet Bill Wallace and realized how much I had to learn. I thought I was a "real bad ass" and Mr. Wallace did to. But you see, Mr Wallace was going around to Every Black Belt in the tournament and asking them to warm up. He then proceeded to beat the crap out of each and every Black and Brown belt in the tournament before the tournament even began. I knew I had a lot to learn.

In 1969 I heard about a man call Sacharnoski, who was a Jiu Jitsu expert and was letting people hit and kick him as hard as they wanted at a local College. I immediately volunteered to go and kick his butt. When I meet him, he was not very nice. He was quite the opposite and asked me, before I kicked his butt, would I mind kicking one of his students in the groin. What? He repeated. "Kick this student in the groin, and then you can fight me." I said OK, and then proceeded to deliver my hardest front snap to the groin of the brown belt. Who smiled shook my hand and said "nice kick". I immediately decided against fighting Master Sacharnoski and instead became his best student.

I was the First Black Belt in Juki Ryu Jitsu in Louisana and started the first Jiu Jistsu club at LSU, where I was getting my undergraduate and masters degree. The LSU Jiu Jitsu club dominated the tournaments in LA for 5 years and I was the Southern National Karate Champion 3 years. While in school I taught full time classes in Jiu Jitsu and Martial Arts, and trained on the side with Master Heyoug Kim. Now, Dr. Kim of LSU and a world class Hapikido Master.

I moved to to Texas in 1977 and opened a Karate school in Wichita Falls, where I also owned a health club. I did this for 3 years, and during that time I started writing my first books, *Seven Days* 

to Self Defense and The End of Injury. Both were extremely well received and I decided to close the spa and karate school and go on the road promoting *The End of Injury*. I traveled for 5 years working with most of the Major Universities and Colleges in TX, LA, OK, and AL. I decided to quit traveling after working with OU and Barry Switzer explained to me in no uncertain terms that, "We don't care about injuries, we care about winning games, and if Johnny has to break his leg, to make a catch and help us win the game, then Johnny better break his leg, and everyone of the 75,000 people in the stadium think Johnny should break his leg, the only person is doesn't is Mommy, and Mommy don't pay my salary." I knew he was right, and although The *End Of Injury* is one of the most endorsed programs for preventing injuries in America, it is simply not used my most coaches because they are more concerned with winning than preventing injuries.

I wasn't out of the writing business and started a relationship with Paladin Press, who published 6 of my books. I also started some of the largest night club shows in America and appeared on Real People, PM Magazine, Playboy Channel, Entertainment Tonight and dozens of local shows with my contests. I did this for 10 years while promoting my books and doing demonstations in All the major tournaments in TX, OK, LA. I was the only person to every demonstrate for 5 years in a row at The US Karate Championship, then the largest and oldest tournament in America, Grandmaster Allen Steen owned it.

## MAB.C

What are the biggest Changes you Have Seen in 35 years of Martial Arts?

# Dr. Ted

When I started my career everyone fought bare handed, and bare footed. There was injuries almost every time you fought and no one really stayed in the arts when they got older. With the advent of protective gear, no only are students allowed to train harder with less injuries, but the teachers are allowed to teach longer, by being

# MAB.C Interview with Dr. Ted Gambordella continued from page 9

allowed to work out with students without being injured themselves.

Another major change I don't like is the lack of respect for teachers, and I think this is caused by many teachers getting a Black Belt in 2 years and being a 5th degree in 5. They simply don't know enough. When I first came to Texas I was a 4th degree Black Belt, and trained some of the first jiu jitsu Black Belts in Texas, now the very people I promoted to 1st dan are 10th dans in other styles.

## MAB.C

What have you been doing over the past few years?

#### Dr. Ted

10/20

artialArtsBusiness.com

Σ

For the last 10 years I have owned and run a successful golf business while developing several large internet projects. I have written a total of 14 books and began producing, writing and directing television commercials, infomercials and shows in 1986. I have produced over 100 commercials and TV programs. I even had my own exercise show in Channel 11 in Dallas, until I accidentally broke the producers ribs.

# MAB.C

Dr. Ted, you used to travel across American demonstrating KI and promoting your books, do you have any interesting stories about your travels to share with our audience?

# Dr. Ted

Yes, the most "interesting" demonstration I ever did was for Coach Barry Switzer and the National Champion Oklahoma Sooners football team. I used to walk into the coaches office, introduce myself and tell them I was here to show them how to prevent injuries. And to prove my point I would ask for the biggest player or coach they had to come up and hit me as hard as they could in the ribs. It so happened at that time the Selman brothers were working for OU. They were all pro's in the NFL and both weighed about 300 pounds with about 100 pounds of that weight being in their arms. Leroy was asked kindly by Coach Switzer to elbow me in the ribs. Now fortunately for me he was so big and strong that he wasn't very fast. And when he hit me with the elbow he actually knocked me about 3 feet up in the air, and out the door of the coaches office. Coach Switzer just about had a heart attack and immediately called his other coaches into the office to see Leroy hit me again. Unfortunately , the coaches came in 1 at a time and I wound up getting hit about 15 times and knocked from one side of the coaching office to the other, without an injury. You see every time a coach would see Leroy hit me, he would have the same look of unbelief at Coach Switzer and said, "Coach Jones has to see this." And so on and on it went. Anyway, Coach Switzer is a fine gentleman and kindly offered to give me an endorsement even before I worked with the team, because he was sure I was going to die any moment.

# MAB.C

Quite a story. Any more?

# Dr. Ted

Yes, Once when I was demonstrating in the United States Karate Championship for an unprecedented 5th time. I as in the middle of bending my knife when the knife broke in half and stuck into my throat, creating quite a lot of blood and looking just like I had just stuck the knife through my throat and was about to die. Fortunately, the blade has only jammed into my chin and created a cut requiring 6 stitches. I was still able to bend another knife, and finish the demonstration.

# MAB.C

Amazing! You talk a lot about KI in your books and especially on your video. What exactly is KI and how can you learn it?

# Dr. Ted

KI is muscle breath and mind control and is a force that is in everyone's body and mind and when applied it protects the body from injury. It gives amazing strength, power and concentration. The KI I teach and practice was considered a "secret of the masters" and I actually got into a

.....

lot of trouble for teaching it to non-Black Belts and non-Martial Artists. I was the first person ever to teach KI to non-martial artists and the first person to demystify it. That is, take the "mumble jumbo" out of it and explain it in a simple to follow logical manner anyone could do. And since I wrote the End of Injury 20 years ago, I have literally taught 1.000's of people the power of KI. On my Video *"Secrets of the Martial Arts"* I go into great detail on how to develop your KI, and how to take full power punches, kicks and even bend a knife. Which is not something you should try until you have mastered KI.

#### MAB.C

Tell us about the other books on your available at theMartialArtsMastersLibarry.com

#### Dr. Ted

There are 10 complete books. Not cut down versions, but complete books. You can actually learn to master seven different weapons with kata's... *The Complete Book of Karate Weapons* teaches beginning and advanced

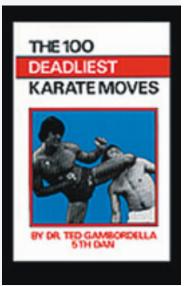
moves for the Knife, Nunchaku, Tonfa, Sai, Yawara, Bow and Staff. Seven complete books in one. It even has a kata for each weapon. It is one of the best selling weapons manuals every written and has been in print selling high numbers for over 20 years.

# Tonfa Tatics

Everything you need to know to master the tonfa. The tonfa against other weapons and tonfa katas. This book has been used by numerous law enforcement associations to train their officers.

#### Fight for Your Life

A total program to teach you how to defend your very life in the street. A no nonsense program designed for beginners and experts to disable and disarm the most deadly opponents. *100 Deadliest Karate Moves* The title says it all. 100 deadly moves shown in explicit detail with the resulting damage from each blow. Want to know where and how to hit to stop anyone? This book is for you. It is definity not for the squeamish.



# Weapons of the Street

A total self defense program against the knife, chain, bat and bottle. Defenses, attacks and absolutely the most deadly moves and defenses you can use to defend yourself and your family against punks carrying weapons in the streets.

#### End of Injury

The most highly endorsed book on KI ever. Used by dozens of colleges and hundreds of high school programs to prevent injuries, improve performance and develop a positive mental attitude.

#### OMA. Obsessive Mental Attitude

Forget all the PMA books and feel good books that get you pumped up for a few days for a few hours. After one reading of OMA. You will have the strongest mental power in the world and your mental focus will Never Change. You will never need to buy another book to be reinforced or pumped up again. You will be able to use OMA to get anything you want anytime you want it.

## How to Develop a Perfect Body

Everything you need to know to look beautiful and stay looking beautiful. I'm over 50 and look and feel 30! I am living proof the book works.

## How to Develop a Perfect Waistline

Everything you need to get the abs of your dreams. A six pack is yours and yours forever.

With these books you will learn secrets of street fighting, well and the 100 deadliest karate moves. A total program for self defense for beginners and

a complete street fighting program for advanced students. In addition, I have 2 titles for developing your body. One with 48 exercises for flattening your stomach, and one on how to develop you entire body. I also have the *End of Injury*, and my "trademarked" book on mental attitude, *OMA. Obsessive Mental Attitude*, which teaches you to develop an Unstoppable, Unchangeable, Unbelievable mental power that no one, no thing, can ever stop or prevent you from using anytime and anywhere you want.

#### MAB.C

*How can schools benefit from this web site?* 

#### Dr. Ted

Well, first of all, there is a wealth of training material and secondly it's a great product that school's can sell directly to their students to make some extra money from their web site and to provide their students with a wealth of material to enhance their training.

#### MAB.C

How can schools get involved?

#### Dr. Ted

Two ways actually:

**#1** - They can get access themselves to all the books for an incredibly low fee, with future books added each month.

**#2** - They can join our affiliate program free of charge and simply place a banner on their site linking to ours. They will recieve a \$5 royalty on any one who clicks through and buys. Over the course of a few months this can be a nice extra check.

# MAB.C

Sounds like an easy way to actually make some money from a schools web site?

## Dr. Ted

It really is a great opportunity the first of it's kind actually. I love the Internet. It is going to change Martial Arts forever, for the better, by allowing the instant sharing of incredible amounts of information with millions of people. If I had advise for any new student of the martial arts the first thing would be to get on the Internet and learn to use it well. Within the next 3 to 5 years you will be able to train nightly with the world's

best teachers, see every tournament match in America and the World and study every book ever written

# MAB.C

Tell us about your seminars Ted.



I am available to conduct a weekend week long or seminar on Jiu Jitsu, Weapons, and KI. I can<sup>-</sup>cover all the material in my

books and I can promote people (who Pass the test) to a Black Belt in Weapons. I teach 7 karate weapons. I specialize in a seminar I called Superpowers... the secrets of the Martial Arts. There you can learn over 25 secrets all in one seminar, everything from taking full power strikes, to breaking boards on your ribs, concrete block on your chest, even bending knife. I also teach control techniques, mind control and extensive use of jiu jitsu techniques to control and win every fight.

> For seminar information, please call: 214-351-2234. or e-mail: info@wwwin.com