



Instructor / StormTeam - Mastery 6/25

Energy is Contagious

Your tone sets the class.

Walk in like the leader you want your team to become.

A martial arts instructor can shift into an energized and positive mental state before teaching a great class by using a combination of physiology, focus, breathing, and affirmations. Here's a simple pre-class routine that will set the tone for high energy, strong presence, and confidence:

1. PHYSIOLOGY: MOVE WITH POWER & PURPOSE

- **Shake it out:** Loosen up your body by shaking your arms and legs for 10-15 seconds.
- **Jump or Shadow Spar:** Do 30 seconds of jumping jacks, high knees, or light shadow sparring to elevate your heart rate.
- **Power Pose:** Stand tall, feet shoulder-width apart, chest out, shoulders back, hands on hips or in a strong fighting stance.
- **Smile:** A forced smile signals the brain to shift into a positive state.

2. FOCUS: PRIME YOUR MIND FOR SUCCESS

- **Set an intention:** Ask yourself, What do I want my students to experience today?
Example: I want them to feel excited, challenged, and accomplished.
- **Visualize success:** Imagine the class going exactly as you want—students engaged, responding, and improving.
- **Anchor past wins:** Recall a time when you taught an amazing class and felt unstoppable. Let that energy flood your system.

3. BREATHING: CONTROL YOUR STATE

- **Power Breathing** (Energizing): Inhale deeply through the nose for 4 seconds, hold for 4 seconds, exhale forcefully through the mouth for 4 seconds. Repeat 3-5 times.

- **Warrior Breathing:** Take a deep breath in, then exhale with a strong "Ha!" or "Kiap!" to trigger energy and focus.

4. AFFIRMATIONS: COMMAND YOUR MIND

- **Say powerful statements out loud or in your head with intensity:**
I am a leader, and I bring my best to every class!
- I will make a difference in every student's life today!
- I bring energy, focus, and power into this class!
- My presence lifts the room and inspires growth!

5. ENTRY RITUAL: STEP INTO THE ROLE

- Right before stepping on the mat, clap your hands, take a deep breath, and step in with purpose.
- Greet students with eye contact, a confident stance, and high energy.
- Use a strong opening command or call-and-response to immediately engage the class.

By consistently practicing this pre-class mental shift, you train yourself to snap into a peak state at will. Over time, it becomes automatic—your body and mind will recognize this pattern and instantly elevate your energy, ensuring every class you teach is dynamic, inspiring, and impactful.

The time between classes was an opportunity to build rapport, encourage, connect with families and preframe upgrades and milestone events. All instructors had responsibilities and were on the floor somewhere important.

 Prep Zone Cheat Sheet

Team: Main Instructor • Assistant Instructor • Volunteer Leadership

Prep Goal: Build relationships, boost retention, and set the tone — all in under 5 minutes between classes.

 MAIN INSTRUCTOR – FLOOR FOCUS & ENERGY

Start warm-up immediately.

- Welcome students by name and with enthusiasm
- Begin stretching or light drills for early arrivals
- Choose 1–2 students to challenge/encourage
- Quick uniform/gear check
- High energy, visible leadership

“Let’s see your best attitude today — show me those black belt eyes!”

ASSISTANT INSTRUCTOR – PARENT TOUCHPOINT

Deliver quick, meaningful connections.

- Approach 2–3 parents per class with a positive note
- Mention an upcoming event or milestone
- Invite social media engagement
- If a parent brings up a concern:
 - ✓ Acknowledge briefly and calmly
 - ✓ Write it down or better is to text it on the app!
 - ✓ Let them know someone will follow up after class or later that day

“That’s important. Let me jot this down and make sure our Program Director gets back to you today.”

VOLUNTEER LEADERSHIP – NEW STUDENT WELCOME

Make new students feel like VIPs.

- Greet warmly & help with belts/gear
- Introduce to 1 buddy student
- Reassure parents with a smile
- Mention what they’ll earn or do today

- Invite parents to watch and cheer

“You're in great hands — I'll be nearby to help anytime.”

HANDLING PARENT QUESTIONS/COMPLAINTS

- Don't get into long convos during transition time
- Acknowledge the parent and validate briefly
- Take notes on the app and send it to 2 to 3 teammates you think can help
Master / School Manager
- Escalate to Program Director/Owner after class
- If urgent, swap roles so the Main Instructor can continue leading

TOOLS THAT HELP

- “Who to Watch” send on the app
- Concern names or watch list.
- Refer students parents to the web site and the signup ipad
Web site they need to go to the student section top right of the main page
- Parent Feedback Log. Don't try to remember - send it on the app!
- Quick team huddle before first class