



Message of the month... **Developing Good Rapport**

We are going to explore ways in which we can develop good rapport with others. Being able to develop good rapport with others allows us to gain their trust and friendship quickly. The single most important thing you can do to develop friendship is to be sincerely interested in that person. There are, however, specific strategies that can be applied to enhance this process. The strategy we are going to work on today is called "mirroring and matching."

You see, we tend to gravitate towards people who are like ourselves. Every one of us has met someone, and very quickly the relationship seemed to 'click.' This usually happens when you find out you have a lot in common, or share the same interests, etc. Unfortunately, the reverse is also true. We generally are less trustful of people who seem different from us or who have clearly different interests.

Mirroring and matching is an important strategy in rapport building. Simply put, it means you take on the characteristics of the person that you are trying to build a rapport with. You try to match their voice inflection, tonality and posture. You mirror their body movements and gestures.

If done correctly, you will be amazed at the results. The person you are mirroring and matching with begins to feel a sudden affinity toward you. They will open up and become more trusting. This strategy may seem manipulative, but as long as your intentions are good, there is nothing at all wrong with it.

Practice this with a partner. Decide who is "A" and who is "B." You are going to assume an exaggerated personality, for example, hyper, nervous, excited, slow, calm, sensitive, etc. Person B should be the complete opposite of that. Remember to play it out fully. After a minute or so, switch roles. After you have done this go back to A's original personality, but this time, B should match and mirror them as best as they can. This exercise is going to be eye-opening and you will see how you can build good rapport based on this tool.



Food for Thoughts

"There is nothing to fear except Fear itself."

-Theodore Roosevelt

"Courage is resistance to fear, mastery of fear not absence of fear."

-Mark Twain



Parent's Corner Encouraging Effort

"Correction does much, but encouragement does more."
—Johann Wolfgang von Goethe



Kids will always make mistakes. You must help them learn from mistakes and get better. Explain to them why a mistake is a mistake, and why doing it the right way is better. If they do something the correct way in the first effort, it is a good idea to appreciate their effort. Also, praise them when they do something well.

Another thing you can do to encourage your kids to do the right thing is to explore together different ways of accomplishing a job. Good luck!

Welcome New Dragons

Yareli Tamez
Brayden Hawkins
Emily Ruís
Odile Tshilanda
Davinah Tshilanda
Lionel Tshilanda

**Christmas in
November & December!**



**Take Advantage of
our awesome SALE prices
November thru December**

Happy Birthday

10/7- SHIHAN
10/7- Sensei Curtis
10/3 -Yareli Tamez
10/3 - Davinah Tshilonda
10/4 - Mila Zadeh
10/11- Jethro Hengstler
19/29- Paige Piens

OCTOBER EVENTS



October 8-12- Tournament Week/Full Gi's

October 10th-Women's Self Defense Class 7:30 pm-8:30 pm

October 14-Hollywood Nationals

October 17th-Women's Self Defense Class 7:30 pm-8:30 pm

October 15-19- Demo Team Practice/ 7:30- 8:30 pm

October 15-17th-Review Week/ Full Gi's

October 18th- Belt Test/ White to M. Yellow 5 pm
Orange and up 7:30 pm

October 22-24th- Demo Team Practice/ 7:30- 8:30 pm

October 24th-Women's Self Defense Class 7:30 pm-8:30 pm

October 25th- OPEN HOUSE/ 7:30 pm

October 27-Private lesson Marathon / 11-7 pm

October 31- ACADEMY CLOSED-

Happy Halloween!!

November 1-Student of the Month/Mighty mites-4 pm

All others 6:30pm/ FULL Gi's

Dates and Times Subject to Change

Early Bird Notice

November 1-Student of the Month/Mighty mites -4 pm

All others 6:30pm/ FULL Gi's

November 3- Black Belt Pre-Test 10 am - ???

Nov 12-Dec 18th-CHRISTMAS SALE

November 15th-RDK Kick-a-Thon

November 18th-Black Belt Showcase

November 21-25th-Happy Thanksgiving!!

Academy closed.

Nov 29th- Student of the Month- Mighty Mites 4 pm

All Others 6:30 pm

Dec 13th- Belt Testing

Dec 15- RDK CHRISTMAS PARTY !!

Dec 21st-Jan. 2nd / CLOSED/X-MAS

Jan 3- ACADEMY OPEN

*Dates and Times Subject to Change**

DID YOU KNOW?

Red Dragon Karate Palm Desert is proud to participate in charities and events that reach out to the Coachella Valley. To name a few organizations and events we have worked with:

Shelter from the Storm

American Cancer Society Relay for Life

Desert Women's Show

Date Festival

Palm Desert Safety Fair

Children's Discovery Museum of the Desert

Contour Dermatology

La Quinta All Family Festival

Loma Linda University Children's Hospital Big Hearts for Little Hearts Guild

Humana Challenge

Shorty's Rib Fest

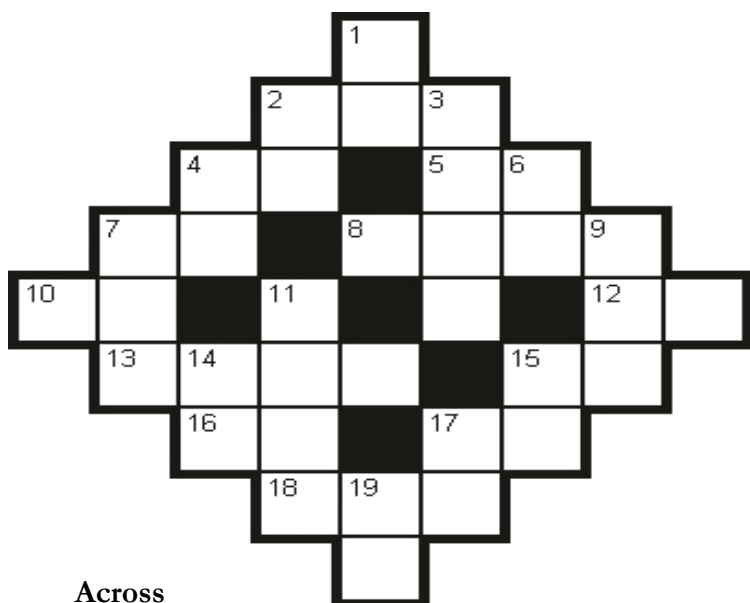
Day of the Young Child

School Talks at: Reagan Elementary, Seven Day Adventist Academy, Boehm Child Development Center, Sacred Heart School, Palm Desert Charter Middle School

Thank you for your support as we reach out to our community!

Number Puzzle.*just for fun *

Look at the clues below and fill all the numbers you can into the grid. Then start again and use your answers to help solve the other clues.



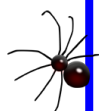
Across

2. Days in a leap year (3)
4. 10 across minus 5 across (2)
5. Three times nine (2)
7. Months in a year (2)
8. 1234 reversed (4)
10. Number of US states (2)
12. Hours in a day (2)

15. 16 across minus 12 across (2)
16. 5 across doubled (2)
17. Days in eight weeks (2)
18. 625 divided by five (3)

Down

1. Three times 4 down (2)
2. 132 divided by four (2)
3. Five times 1247 (4)
4. $5 + 7 + 10$ (2)
6. Six times 7 across (2)
7. 13 across divided by eleven (3)
9. Seconds in two minutes (3)
11. 4181 re-arranged (4)
14. 5 across minus 7 across (2)



Book your Karate Birthday Party or Student of the Month Party with us today!!!!



NOVEMBER 15, 2018



It's Finally Here!!! Red Dragon Karate Palm Desert's Kick-A-Thon!!!



**Bring your friends and family!!!
How many kicks can you do????
Show off those Black Belt Legs!!!
Are you going to be the top kicker?
Who's going to Kick It Up a Notch??
All proceeds go to Cancer Charities in
honor of Sensei Mom
(June 17, 1935—November 13, 2011)**

