HAND DELIVERED

August 31, 2017

Dale Tech (Interim Director)
Director of Community Planning and Development Services
300 Sixth Street
Rapid City SD, 57701

Joel Landeen
City Attorney Office
300 Sixth Street
Rapid City, SD 57701

Re: Appeal of 17UR017

Dear Interim Director Tech,

Please be advised that I represent Black Hills Tae Kwon Do LLC, Mike Buckingham, Robin Buckingham, d/b/a Buckingham’s ATA Black Belt Academy.

Please find attached, and being hand delivered as of today’s date, my client’s appeal of 47UR017. This appeal is being submitted to you as Director in writing under RCMC 17.54.030 (F) and is timely per that section.

Thank you for your consideration of this matter.

Sincerely,

CLAYBORNE, LOOS & SABERS, LLP

[Signature]

Michael K. Sabers
Attorney for Appealing Parties

CC: Clients
APPEAL OF 17UR017 – CONDITIONAL USE PERMIT TO ALLOW A SEXUALLY ORIENTED BUSINESS WITHIN 1000 FEET OF A CHILDREN’S EDUCATIONAL FACILITY AS DEFINED BY RCMC 17.50.186(D)(1)(b)

Black Hills Taekwondo LLC, Mike Buckingham, and Robin Buckingham, d/b/a Buckingham’s ATA Black Belt Academy (hereinafter “Karate for Kids”), respectfully submit this Appeal to the City Council of the City of Rapid City, by and through the Director of the Community Planning and Development Services Department, the Rapid City Planning Commission’s approval of the Conditional Use Permit in case number 17UR017.

The Planning Commission determined that the Application by David Eliason on behalf of Dick & Jane’s Naughty Spot (hereinafter “the Naughty Spot”) to open a sexually oriented business in a location at 1141 Deadwood Avenue, Rapid City, in property zoned as General Commercial District, is governed by Rapid City Municipal Code (“RCMC”) 17.50.186. RCMC 17.50.186(D)(1)(b) provides that a sexually oriented business shall not be permitted to operate within 1,000 feet of:

A public or private educational facility including but not limited to child day care facilities, nursery schools, preschools, kindergartens, elementary schools, private schools, intermediate schools, junior high schools, middle schools, high schools, vocational schools, secondary schools, continuation schools, special education schools, junior colleges, and universities; school includes the school grounds, but does not include facilities used primarily for another purpose and only incidentally as a school[.] (emphasis added).

A copy of RCMC 17.50.186 is attached hereto as Exhibit 1 for convenience purposes.

Karate for Kids has operated at 1161 Deadwood Avenue, Suite 4, Rapid City since 1999. RCMC 17.50.186 (D) (3) provides that measurements shall be made in a straight line from the nearest portion of the building or structure used as a sexually oriented business (here, the Naughty Spot) to the nearest line of the premises of the educational facility. The Rapid Map printout attached hereto as Exhibit 2 shows that the farthest point of the building at 1141 Deadwood
Avenue, Rapid City (Karate for Kids) is only 633.48 feet from the farthest point at 1161 Deadwood Avenue, Rapid City ("Naughty Spot"). In sum, the Naughty Spot is well within the 1,000 foot prohibition.

There can be no question that Karate for Kids qualifies as a public or private educational facility under RCMC 17.50.186 (D) (1) (b). The broad definition of an "educational facility" as drafted by the City of Rapid City includes, but is not limited, facilities such as day care facilities. As opposed to day care facilities, Karate for Kids has a longstanding curriculum, instructors, and homework assignments on the principles taught within the facility. This Council need not take Karate for Kid's "word for it," it need only review the curriculum, materials, and homework that has been utilized and circulated within the facility since well before 2006. Those publications are attached for the Council's review as Exhibit 3. A brief summary provides:

April Curriculum

Instructor Trainee Program

Goals for Education and Career

Teaching Goals for Education and Career

Here are some suggestions for S.M.A.R.T. goals for education and your careers of your students. 
"I want to win 1st prize for my grade level at this year's school science fair."

"My next SAT composite score will be 30 or greater"

"I will be reelected to the Student Government Organization Next Semester"

"I will be accepted at Princeton University this fall"

"My final three book reports will be A's"

"I want to be hired by DD Construction ASAP.

Assist students in setting their long term, intermediate and short term education and / or career goals, including the proper wording and time frames. Re-visit their goals frequently to offer encouragement and specific advice."

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As the Council can see, Karate for Kids has always been about educating kids in life - just not martial arts. It uses a curriculum, instructors, the children are students, who have homework and classwork. It is an educational facility clearly within the definition provided by the City of Rapid City. Such material is also available to this Council, and the general public, at www.karateforkids.biz which has been in existence for quite some time.

Karate for Kids is more of an educational facility than a child daycare facility, which is specifically included under broad definition of education facility provided by RCMC 17.50.186 (D) (1) (b). The language in RCMC 17.50.186 (D) (1) (b) provides that the private or public educational facility “includes, but is not limited to,” those facilities listed thereunder. It is not, and was never intended to be, an exhaustive list of all entities that would fall within such a definition.

Karate for Kids is about kids. It offers a “Tigers” class for children from 4 to 6 years old. The “K 4 K” class is for children ages 6 to 12. Excerpts from the description of the “Tigers” class is set forth below:

Respect, confidence, sharing, and discipline are a few of the skills your child will learn in a fun and focused environment that adapts to your child’s learning style.

This program encourages children to set and accomplish goals, all while having fun and making new friends.

Your child will gain the tools to lead a successful and confident life. Don’t worry about being new!

Karate for kids recognizes that every child is unique, and we love to bring out the best in our students by teaching them to embrace their individuality. Instructors will work one-on-one with your child to make sure he or she is learning confidently.

If you’re ready to get your child started on the right track, or if you have any questions, feel free to give us a call.

A description of the “K 4 K” class is included herein:
Your child will learn respect, determination, dedication, and confidence—
qualities that will help him or her to achieve success in all areas of life.

Your child will have fun making new friends while learning important life skills.

Through an organized belt ranking system, you [sic] child will learn goal-setting
and accomplishment as he or she strives for the next level. Time and time again
we have seen these skills transfer to the classroom and beyond. We love that this
program can help your child achieve more at school and at home (Summaries
collectively attached as Exhibit 4).

There are currently 11 active students in the "Tigers" class. There are 47 active students in the
"K 4 K" class. These summer numbers generally double in the Fall when outdoor activities are
less accessible.

Karate for Kids has had a long standing curriculum in place that teaches children respect,
confidence, sharing, discipline, focus, determination, and leadership. Many other students do
their school homework or curriculum homework for Karate for Kids at Karate for kids both
before and after class. The building blocks for Karate for Kids’ system are monthly and
longstanding themes that include as published:

Goals
Friendship
Perseverance
Self-Control
Confidence
Self-Improvement
Courtesy
Self Awareness
Respect
Integrity
Self-Esteem
Dedication

In addition to monthly themes, Karate for Kids’ system includes the unique victory patch. Kids
are rewarded special "Victory Stars." These different colored stars are rewarded for outstanding
performance in not only karate class but school, in education, and at home. Kids may receive the following stars for the following deeds which clearly contemplate educational goals:

Gold - Straight A's, honor roll, or significant improvement in School;
Silver - Special Performance awards;
Blue - Monthly themes, weekly lessons, classroom performance; and/or
Red - Tournament participation.

As set forth above, Karate for Kids is an “educational facility” as set forth in RCMC 17.50.186(D)(1)(b). This issue alone is dispositive of the request for a conditional use permit. RCMC 17.50.186 specifically provides that a sexually oriented business such as the Naughty Spot shall not be permitted to operate within 1,000 feet of Karate for Kids. The decision to allow the Naughty Spot to open its business within 1000 feet of this educational facility, and the children who participate in it, must be reversed by Council.

As as result of the the conditional use permit being required by RCMC 17.50.186 (E), the request must also comply with RCMC 17.54.030. In reviewing applications for a conditional use permit, due consideration shall be given to the following:

1. The location, character and natural features of the property;
2. The location, character and design of adjacent buildings;
3. Proposed fencing, screening and landscaping;
4. Proposed vegetation, topography and natural drainage;
5. Proposed pedestrian and vehicular access, circulation and parking, including that related to bicycles and other unpowered vehicles and provisions for handicapped persons;
6. Existing traffic and traffic to be generated by the proposed use;
7. Proposed signs and lighting;
8. The availability of public utilities and services;
9. The objectives of the adopted comprehensive plan and the purpose of the ordinance codified herein;
10. The overall density, yard, height and other requirements of the zone in which it is located;

11. The effects of noise, odor, smoke, dust, air and water pollution and the degree of control through the use of clarifiers, screening, setbacks and orientation; and

12. The degree to which conditions imposed will mitigate any probable adverse impacts of the proposed use on existing adjacent users.

RCMC 17.54.030(E). Certainly, one of the large considerations in the consideration of a conditional use permit is the potential adverse impact on the existing adjacent users whom have been in business in that location prior to the conditional use applicant. Karate for Kids has been at this location since 1999 when the building was constructed (the franchise has been owned since 1987) and has been operated in Rapid City since that date.

As the Conditional Use Permit project report suggests, the other businesses located in the strip mall at 1141 Deadwood Avenue, Rapid City are Safelite Auto Glass, Bad Cat Tattoo, Rare Finds Décor, Riley Salon Supply, and Merry Maids. However, Karate for Kids is located in the Deadwood Avenue Business Park in the building immediately adjacent to the proposed location at 1161 Deadwood Avenue, Rapid City. The buildings at 1141 Deadwood Avenue and 1161 Deadwood Avenue, Rapid City share an access point from Deadwood Avenue, share both front and back parking areas, and are less than 50 feet apart (Map reflecting same attached as Exhibit 5).

During the Planning Commission meeting wherein the Conditional Use Permit was approved, the Planning Commission suggested that so long as the applicant met the conditions of RCMC 17.50.186, the Planning Commission had no discretion. As set forth above, the applicant does not meet the requirements of RCMC 17.50.186. However, even if the applicant met the requirements of RCMC 17.50.186, that does not change the criteria to be considered, including the adverse impact on existing adjacent users identified in RCMC 17.54.030 (E). Steve
Rollinger started the Planning Commission discussion by identifying that he believed the only issue before the Planning Commission was whether the business legally met the criteria. Karen Bulman believed the City Council has more leeway to say yes or no. Ms. Bulman suggested that her opinion was that she must support the approval, was based on the fact that there are no residences or child care centers within the 1,000 foot prohibition. Mike Quasney identified that while the Deadwood Avenue area is not designated an entry corridor, it is an entry point into Rapid City. Mr. Quasney also indicated that he would vote for it only because he believed it met specifications and he did not have a choice. Almost all Planning Commission members who commented were concerned with the presence of, or even future presence of, child care centers.

Mike Golliher raised the issue of the “Karate academy around the corner” related to this application. Vicki Fisher likened the “Karate academy” to a “fitness gym” open to individuals of all ages. However, the classification of a “school” cannot be focused on whether it is open to individuals of all ages. Indeed, vocational schools, secondary schools, continuation schools, junior colleges, and universities are all “schools” open to individuals of all ages and are all specifically included in RCMC 17.50.186(D)(1)(b). A fitness gym generally has little educational purpose and certainly no educational curriculum or the educational aspects that Karate for Kids has taught and promoted in Rapid City for decades. As the educational and curriculum based information provides, Karate for Kids is operated for the specific purpose of educating children in all aspects of their lives. Karate for Kids is much more like a daycare facility and/or school than it is like a fitness gym as it was described.

Karate for Kids regrets that it was not able to present the information provided above to the Planning Commission. Karate for Kids did not become aware of the application until after it had been granted by the Planning Commission. While the notice requirements of RCMC 17.54.030 (A) (3) were arguably met, Karate for Kids did not receive notice such that it could
present any of this information to the Planning Commission. RCMC 17.54.030 (A) (3) (a) requires the posting of a sign on the premises on the site not less than seven days before the public hearing. Exhibit 6 attached hereto is a photograph of the sign from Deadwood Avenue. Without specifically looking at each individual location, the sign would go unnoticed and in did in this case.

RCMC 17.54.030 (A) (3) (B) also requires notice to adjacent property owners by mailing. Unfortunately for Karate for Kids, it is only a tenant at 1161 Deadwood Avenue, Rapid City (since 1999). Karate for Kids’ landlord at that location is Jed Spectrum, LLC. Jed Spectrum, LLC is also the owner of the property at 1141 Deadwood Avenue, Rapid City, and would be the landlord for the applicant in this case as well as the landlord for Karate for Kids. Since Karate for Kids became aware of the Conditional Use Permit Application, Karate for Kids has attempted to contact Jed Spectrum, LLC. No response has been received. Karate for Kids is of the information and belief that none of Jed Spectrum, LLC’s tenants were provided any notification of the Conditional Use Permit Application by Jed Spectrum, LLC, and that the only notification any of them would have received would have been from the sign placed on the building at the base of the sidewalk.

It is clear that the adverse impact on adjacent property owners must be considered in the consideration of an application for a conditional use permit. More than 100 children under the age of 12 will walk through the doors of Karate for Kids in any given year. Pictures of the classes of these kids are attached for review as Exhibit 7 so that this Council can truly understand that this facility focuses on the education of young children – these pictures were all taken on site at 1161 Deadwood Avenue, Rapid City, SD.

Karate for Kids has been on location at 1161 Deadwood Avenue, Rapid City for 18 years, teaching children respect, confidence, sharing, discipline, focus, determination, and leadership.
The location of a sexually oriented business such as the Naughty Spot in the adjacent building, and the same parking lot as Karate for Kids, is neither permissible under RCMC 17.50.186, nor appropriate under the requirements identified for a conditional use permit in RCMC 17.54.030. Karate for Kids looks forward to presenting evidence and testimony to the City Council in support of its appeal of the Planning Commission's grant of a Conditional Use Permit in 17UR017.

Dated this 31th day of August, 2017.

CLAYBORNE, LOOS AND SABERS, LLP

MICHAEL K. SABERS
Attorney for Appealing Parties
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Dated this 30th day of August, 2017.

MIKE BUCKINGHAM

Dated this 30th day of August, 2017.

ROBIN BUCKINGHAM
17.50.186 Sexually oriented businesses.

A. Purpose and intent. It is the purpose of this article to regulate sexually oriented businesses to promote the health, safety and general welfare of the citizens of the city, and to establish reasonable and uniform regulations to prevent the concentration of sexually oriented businesses within the city. The provisions of this article have neither the purpose nor effect of imposing a limitation or restriction on the content of any communicative materials including sexually oriented materials. Similarly, it is not the intent nor effect of this article to restrict or deny access by adults to sexually oriented entertainment to their intended market, unless otherwise restricted by law.

B. Definitions. The following words, terms and phrases, when used in this article, shall have the meanings ascribed to them in this section:

1. ADULT ENTERTAINMENT CENTER. An enclosed building or a part of an enclosed building, wherein an admission is charged for entrance into the facility, or for food, alcoholic beverages or other beverages intended for consumption within the facility, wherein may be observed or which contains 1 or more coin operated mechanisms which when activated permit a customer to view 1 or more live persons unclothed or in such attire, costume or clothing as to expose to view any portion of the areola of the female breast, or any portion of the male or female pubic hair, anus, cleft of the buttocks, vulva or genitals.

2. ADULTS-ONLY BOOKSTORE. An establishment having as a substantial or significant portion of its stock in trade, books, magazines, films for sale or viewing on premises by use of motion picture devices or other coin-operated means, and other periodicals which are distinguished or characterized by their principal emphasis on matters depicting, describing or relating to nudity, sexual conduct, sexual excitement or sadomasochistic abuse, as defined below, or an establishment with a segment or section devoted to the sale or display of such material, for sale to patrons therein.

3. ADULTS-ONLY MOTION PICTURE THEATER. An enclosed building used regularly and routinely for presenting programs, material distinguished or characterized by an emphasis on matter depicting, describing or relating to nudity, sexual conduct, sexual excitement or sadomasochistic abuse, as defined below, for observation by patrons therein.

4. NUDITY. The showing of the human male or female genitals, pubic area or buttocks, or areola of the female breast with less than a fully opaque covering or the depiction of covered male genitals in a discernibly turgid state.

5. SADOMASOCHISTIC ABUSE. Flagellation or torture by or upon a person clad in undergarments, a mask or bizarre costume, or the condition of being fettered, bound or otherwise physically restrained on the part of one so clothed.

6. SEXUAL CONDUCT. Acts of masturbation, homosexuality, sexual intercourse or physical contact with a person's unclothed genitals, pubic area, buttocks or, if such person be a female, her breast.
7. **SEXUAL EXCITEMENT.** The condition of human male or female genitals when in a state of sexual stimulation or arousal.

8. **SEXUALLY ORIENTED BUSINESS.** An adult entertainment center, adults-only bookstore, adult novelty store, adult video store, or adults-only motion picture theater whose inventory, merchandise, or performances are characterized by a preponderance of nudity, sexual conduct, sadomasochistic abuse, and/or sexual excitement.

9. **RESIDENTIAL DISTRICT.** Any land within the city limits of Rapid City zoned as LDR-1, LDR-2, MDR, HDR, MHR, and PF.

   C. **Classification.** Sexually oriented businesses are classified as follows:

   1. Adults-only bookstores, adult novelty stores, and adult video stores;
   2. Adults-only motion picture theaters;
   3. Adult entertainment centers.

   D. **Location of sexually oriented businesses.**

   1. A sexually oriented business shall not be permitted to operate within 1,000 feet of:

      a. A church, synagogue, mosque, temple or building which is used primarily for religious worship and related religious activities;

      b. A public or private educational facility including but not limited to child day care facilities, nursery schools, preschools, kindergartens, elementary schools, private schools, intermediate schools, junior high schools, middle schools, high schools, vocational schools, secondary schools, continuation schools, special education schools, junior colleges, and universities; school includes the school grounds, but does not include facilities used primarily for another purpose and only incidentally as a school;

      c. Any property zoned LDR-1, LDR-2, MDR, HDR, MHR, and PF;

      d. Any property zoned Central Business District (CBD);

      e. A public park or recreational area which has been designated for park or recreational activities including but not limited to a park, playground, nature trails, swimming pool, reservoir, athletic field, basketball or tennis courts, pedestrian/bicycle paths, wilderness areas, or other similar public land within Rapid City which is under the control, operation, or management of Rapid City park and recreation authorities;

      f. Auditoriums, convention centers, fairgrounds, museums, art or music centers, and theaters.

   2. A sexually oriented business shall not be permitted to operate within 1,000 feet of another sexually oriented business.

   3. For the purposes of paragraph 1., measurement shall be made in a straight line, without regard to intervening structures or objects, from the nearest portion of the building or structure used as a part of the premises where a sexually oriented business is conducted, to the nearest property line of the premises of those facilities or boundaries outlined in paragraph 1.
4. For the purposes of paragraph 2. of this section, the distance between any 2 sexually oriented businesses shall be measured in a straight line without regard to intervening structures or objects, from the closest exterior wall of the structure in which each business is located.

E. Conditional Use. Any sexually oriented business lawfully operating in a location permitted by this section shall be classified as a conditional use, and authorized by § 17.54.030

F. Nonconforming sexually oriented businesses. Any sexually oriented business lawfully operating on August 2, 2002 that is in violation of subsection D. of this section shall be deemed a nonconforming use and shall not be expanded or enlarged except in conformance with Chapter 17.52 of this title.

G. Sign requirements. All new sexually oriented businesses, and all existing sexually oriented businesses uses on August 2, 2002, shall, in addition to the requirements of §§ 17.50.080 through 17.50.100, comply with the following sign requirements:

1. No merchandise or pictures of the products or entertainment on the premises shall be displayed in window areas or any area where they can be viewed from persons walking or driving by the premises;

2. Window areas shall be covered and opaque.

H. Severability of provisions and applications. If a part of this chapter is invalid, all valid parts that are severable from the invalid part remain in effect. If a part of this chapter is invalid in one or more of its applications, the part remains in effect in all valid applications that are severable from the invalid application.

(Ord. 3991, 2003: Ord. 3830, 2002)
April Curriculum
INSTRUCTOR TRAINEE PROGRAM

- Goals for Education & Career
- Rapport Building
Black Belt Attribute: Balance
- Physical Skills Review (Forms 1-3)
April Life Skill

Teaching Goals for Education & Career

As a student of Songahm Taekwondo, you are well aware of the importance and the power of setting goals. Through steady advancement through ranks and color belts, you have proven the intrinsic value of the so-called "master skill of success" time and again. You have tasted personal victories in the martial arts that began with a vision and properly set goals. Apparently, you have applied the priceless leadership skill to your education and/or career as well, as evidenced by your participation in the ATA Instructor Trainee Program.

At this point in the Program, our curriculum has applied goal setting only to training in the martial arts (see January Curriculum). We began there because Instructors can easily watch and assist students pursuing those goals. But properly setting goals is a leadership skill vital to success in all other areas of life, too. This month we will learn to help students apply the S.M.A.R.T. goal setting technique to personal and professional development. It is our pleasure to present this remarkable tool. It is their opportunity to use it. Can you imagine a better foundation for the future?

What We Mean By "Goals"

Young Adult / Adult (Ages 14 - 99 / Grades 8 - 12)

A Goal is a specific change in yourself or your life that you’re willing to work to achieve.

e.g. "I want to be promoted to Area Sales Manager in the next two years." or "I will be awarded the XYZ Academic Scholarship during my sophomore year."

Karate for Kids (Ages 7 - 13 / Grades 1 - 7)

Having a Goal is to want something and be willing to work hard for it.

A Goal is how you want to improve yourself or your life.

e.g. "I will get only A’s & B’s on my next report card." or "I want a perfect attendance record this year."

Tiny Tigers (Ages 3 - 6 / Grades pre-K - K)

A Goal is what you want to become.

e.g. "I’m going to be a Pro Football Coach someday." or "I want to be chosen for ‘Class Helper’ this week."
Teaching Students to Set S.M.A.R.T. Goals

The single most important leadership skill we can learn, use and teach is how to properly set goals with plans to achieve them. It is important for students to know that...

- We must work to achieve our goals; otherwise they are merely wishes.
- Every goal needs a starting point, an ending point, and a schedule.
- Big, long-term goals should be broken down into smaller intermediate goals.
- Every goal must be written down to maintain our focus.

As targets for our efforts, goals need to contain five features, each represented by a letter in the word 'smart.' Use this technique to set compelling and effective goals in all areas of life.

**Specific**
The goal states exactly what you want to achieve.
e.g. "I will get only A's & B's on my next report card."

**Motivating**
The goal offers some exciting reward.
e.g. personal pride, tokens at arcade, money from grandparents

**Achievable**
It is possible to reach your goal.
e.g. good grades can be earned

**Relevant**
The goal means something to you.
e.g. improving grades will prove you are capable

**Trackable**
Progress toward your goal can be measured.
e.g. homework grades, test scores

Here are some suggestions for S.M.A.R.T. goals for the educations and careers of your students. Use the space below for your ideas.

- "I want to win 1st Prize for my grade level at this year's School Science Fair."
- "My next SAT composite score will be 30 or greater."
- "I will be re-elected to the Student Government Organization next semester."
- "I will be accepted by Princeton University this fall."
- "My final three book reports will earn A's."
- "I want to be hired by DD Construction ASAP."

Assist students in setting their long-term, intermediate and short-term education and/or career goals, including the proper wording and time frames. Re-visit their goals frequently to offer encouragement and specific advice.
Examples of S.M.A.R.T. Goal Setting for Education & Career

Long-term goal: "I will graduate high school with a 3.5 grade point average or better."
✓ Specific. The objective is clearly stated; the time frame is implied.
✓ Motivating. A 'B+' average is prestigious and helps students applying for college.
✓ Achievable. If she keeps her head in the game.
✓ Relevant. She feels grades reflect her intelligence and will impact her future.
✓ Trackable. Progress can be tracked by class grades on report cards every semester.

Intermediate goals to reach the long-term goal (3.5 GPA):
✓ Freshman 1st semester GPA: 3.5
✓ Sophomore 1st semester GPA: 3.0
☐ Junior 1st semester GPA: (4.0 goal)
☐ Senior 1st semester GPA: (4.0 goal)
✓ Freshman 2nd semester GPA: 4.0
✓ Sophomore 2nd semester GPA: 3.0
☐ Junior 2nd semester GPA: (4.0 goal)
☐ Senior 2nd semester GPA: (4.0 goal)

Note: These are S.M.A.R.T. goals too! Each semester's GPA might be considered a short term and an intermediate goal. Due to the mathematical nature of the goal, minimum scores needed to set and achieve intermediate goals rely upon the actual scores previously received. Nonetheless, the student aims for a perfect 4.0 every semester.

Short-term goals to reach the next intermediate goal (Junior 1st semester 4.0 GPA):
☐ Earn "A" grades in all classes
☐ Have 10 or fewer absences
☐ Monitor progress throughout semester
☐ Average 90% or better on tests & assignments
☐ Study or do homework at least two hours daily

Note: These are S.M.A.R.T. goals as well, which could be broken down even further if desired.

Short-term goal: "I want to earn $700 mowing lawns this summer."
✓ Specific. It states precisely what, how and the time frame.
✓ Motivating. A desirable purchase is implied.
✓ Achievable. Probably.
✓ Relevant. Reaching the goal will help satisfy some personal want or need.
✓ Trackable. The student can monitor whether he has earned and saved enough money, and how much more is needed, over the course of the summer.

How Could These Goals Be Improved?

"I want to get a better report card."
In context, "better" implies improved grades, though it doesn't state which report card, when, how or why. We can assume that improvement is motivating for one reason or another. We can speculate that it is possible, too. As worded the goal is trackable, though 'which card' is still unknown. To improve this goal, consider this instead:
"My 2nd quarter report card will show A's & B's in every subject."
The motivation is still unclear, but indicating the desired grades and a time frame makes it specific. His parents, school guidance counselor and/or teachers might wish to collaborate with the student to address potential problems and to devise intermediate goals.

"I want to make a lot of money."
It's motivating, achievable and relevant, but not specific or trackable. This goal could be short-term, intermediate or long-term, but the 'what' and 'when' need to be defined. How much is "a lot"? How does he plan to get it? In what time-frame? Will he give me some?

Chief Master Robert S. Alleman
Sample Rapport Building Script
Teaching “Goals for Education & Career”

Our Life Skill this month is Goals for Education and Career.

- Ages 3-6: A Goal is what you want to become, like ‘I want to be an astronaut.’
- Ages 7-13: Having a Goal is to want something and be willing to work hard for it, like ‘I want a college degree.’ It’s how you want to improve yourself or your life.
- Ages 14+: A Goal is a specific change in yourself or your life that you’re willing to work to achieve, like ‘I want to be promoted to Regional Manager this year.’

Setting goals is first step to success, isn’t it, parents? Of course!

Why do you think they call goal setting the ‘master skill of success’? ______
That’s right - to reach goals you first have to set them properly. Ask people at the top of their game: not one of them got there by accident!
They had to shoot for the stars, didn’t they, parents? And they had to chart the course, too.

Imagine if there were no targets to aim at, like your tests were never scored, everyone got the same grades no matter how many answers they got right or wrong, and everyone got paid the same no matter what.
We probably wouldn’t give our best efforts, would we, parents?

Does anyone know what the term “No pain, no gain” means? It means you don’t get something for nothing. You have to work for what you want.
We don’t get big muscles just lying around the house, do we, parents? We have to get up and exercise.

Turn that phrase around and it’s also true: “No gain? No pain.” Without a reward, there’s no reason to work.
How many of you would keep a job that didn’t earn a paycheck (or some other satisfaction)? Not many. No grades, you say? Well then, why bother to study?

Goals motivate us. Goals represent change, a reward, something we want badly enough to work hard to get. Desire for something is what compels us to spend our time and energy on it. Sometimes we don’t even know what we want though, right, parents?

The goal is vague or fuzzy. We want to “be happy” but we’re not really sure what that means. And if the goal itself isn’t clear, we can’t even think about making a plan for getting it!
The target we’re aiming at has to be clear and concise, right, parents?
Defining our goals is the first step to achieving them.

To set goals properly, in this case for education and career, we’re going to use the S-M-A-R-T smart technique. Each letter of the word ‘smart’ stands for something we want our goals to be. Does anyone know what all the letters stand for? ______

Good job! S is for Specific, M is for Motivating, A is for Achievable, R is for Relevant and T is for Trackable.
You can use the smart technique for setting all kinds of goals in life, right, parents?

Specific means the goal you write down says exactly what you want to achieve and when. Motivating means the goal offers some exciting reward. Goals have to be motivating, right?

Achievable means that it’s physically possible for you to reach the goal. Relevant means that it’s something that matters to you. And trackable means you can prove your progress toward it can be measured.
Any goal with these traits really is smart, isn’t it, parents?

It’s really important to write down your goals, too. That keeps them real. Having them in writing makes it harder to wimp out when the going gets tough. And when we read them every day, they stay front and center in our minds so we don’t forget about them.

Focus is just as important as being motivated, isn’t it, parents?

Once we have a clearly defined goal or target to shoot for, we need a plan for reaching it. This means that we plot out the steps needed to achieve the goal.

It’s just like using a road map. To reach some far away destination, we have to drive on several different roads and highways. Every turn, every road, and every landmark is a step toward reaching our goal.

Breaking a long-term goal into smaller goals or steps makes good sense, doesn’t it, parents? It helps us stay motivated and see that we’re making progress toward the big goal.

That’s one reason there are color belts on your path to Black Belt!

So we have a properly set goal, a path to take us there, and what else do we need? ______ Of course! The willingness to work hard for it! Anything worth doing takes effort. Going the distance takes dedication and stamina.

Goals without work are just wishes, right, parents? No pain, no gain.

Education and career goals run the gamut from simple to complex, short-term to long-term. To set a long-term goal for your education or career, it is sometimes helpful to imagine yourself in 5 or 10 years. Think about what careers seem interesting, rewarding or meaningful to you. Afterward, setting intermediate goals, all the steps for getting there, is somewhat easier.

By learning and practicing the ‘master skill of success’, your kids can develop the single most important leadership skill needed to open doors for them and their families throughout their whole lives.
## Class Planner / Talking Points

**Teaching “Goals for Education & Career”**

<table>
<thead>
<tr>
<th>Activity</th>
<th>Techniques (Instructor assigned)</th>
<th>Talking Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Warm Ups</td>
<td><strong>Ages 3-6:</strong> A goal is what you want to become, like a fireman or teacher.</td>
<td>Our immediate goal is to have a great workout and improve our skills. Today’s preparation determines tomorrow’s achievements.</td>
</tr>
<tr>
<td></td>
<td><strong>Ages 7-13:</strong> Having a goal is to want something and be willing to work hard for it, like a report card with all A's. It’s how you want to improve yourself or your life.</td>
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</tr>
<tr>
<td></td>
<td><strong>Ages 14+:</strong> A goal is a specific change in yourself or your life that you’re willing to work to achieve, like earning your diploma or being promoted at work.</td>
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<tr>
<td>Basics</td>
<td>Our goal is precision. We reach it through repetition.</td>
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<tr>
<td></td>
<td>President Lincoln said “A goal properly set is halfway met.” Make sure yours are S-M-A-R-T smart!</td>
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<tr>
<td>Forms</td>
<td>Goals are reached one step at a time. Forms are mastered one technique at a time.</td>
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<td></td>
<td>Start with the end in mind. Picture yourself doing the form perfectly.</td>
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<tr>
<td></td>
<td>Goals you set are goals you get! No technique or skill is more important to learn and use.</td>
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<tr>
<td>Board Breaks</td>
<td>Confidence rewards courage with every broken board. Every time you face a fear you take away some of its power.</td>
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<tr>
<td>Weapons</td>
<td>With goals, act as if it is impossible to fail.</td>
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<tr>
<td>Self Defense</td>
<td>Our goal is to answer actions with right reactions. Our goal is trained reflexes.</td>
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<tr>
<td>Sparring Combos</td>
<td>Strategy can be adjusted, but the goal never changes: it's to win! Practice to win!</td>
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<tr>
<td></td>
<td>Success takes work and work takes tools. These techniques are tools in your belt.</td>
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<tr>
<td>Cardio</td>
<td>Goals without work are just wishes. There's no such thing as a free lunch.</td>
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</tr>
<tr>
<td>Awards &amp; Ancmets</td>
<td>Goal setting is the master skill of success. It makes you a leader wherever you go.</td>
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<tr>
<td></td>
<td>Eternal Grand Master H. U. Lee said “Today impossible, tomorrow possible.”</td>
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</table>
Teaching “Goals for Education & Career” Worksheet

Name ___________________________ Date ________________

1. How do we define the term “goal” for Ages 3-6?

2. How do we define the term “goal” for Ages 7-13?

3. How do we define the term “goal” for Ages 14+?

4. What’s the difference between a goal and a wish?

5. Why do goals need schedules (deadlines)?

6. What should we do with big, long-term goals? Why?

7. Why do we write down our goals?

8. What does each letter of S.M.A.R.T. stand for?

9. Give an example of a S.M.A.R.T. goal that you have achieved.

10. “I want to make a lot of money.” Why isn’t this a S.M.A.R.T. goal?

11. “I want a college degree.” Make this goal S.M.A.R.T.

12. What are your long-term education and career goals?

13. What are your short-term education and career goals?

Proper planning, hard work and patience are key elements to accomplishing goals.

Eternal Grand Master H. U. Lee
TIGERS

The ATA Tigers program is designed to teach children as young as four the basic skills associated with martial arts. Respect, confidence, sharing, and discipline are a few of the skills your child will learn in a fun and focused environment that adapts to your child’s learning style. As he or she learns to punch, kick, and block, they will also learn how and when to use their training. This program encourages children to set and accomplish goals, all while having fun and making new friends.

At Buckingham’s ATA Black Belt Academy and Karate for Kids, where every child is a winner, we teach so much more than Karate or Taekwondo. Your child will gain the tools to lead a successful and confident life. Don’t worry about being new! We enjoy making new friends. Your child will feel at home in no time in a welcoming environment. Karate for kids recognizes that every child is unique, and we love to bring out the best in our students by teaching them to embrace their individuality. Instructors will work one-on-one with your child to make sure he or she is learning confidently.

The Tigers program is for children ages 4 to 6 years with no martial arts experience and not yet in school. Class times are 30 minutes and we recommend attending twice a week. If you’re ready to get your child
started on the right track, or if you have any questions, feel free to give us a call.

Ask about the following programs and how each are incorporated into your class or can be added to your training.

**Self-Defense**

All martial arts courses are designed to improve self-defense skills and physical fitness. Learn more about how Buckingham's ATA Black Belt Academy can help you achieve your goals.

This program focuses on real-word scenarios and practical applications to help you make the most of your martial arts training. Learn self-defense techniques that will teach you to defend yourself against even the largest opponent. Improve your agility and reaction time. Incorporate weapons into your training to maximize hand-eye coordination and increase upper-body strength.

**Fitness**

**Black Belt Club**

**Tournaments**

**COUPONS**

Print out this coupon to get two weeks free now!
**SCHEDULE**

<table>
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<tr>
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<th>Monday &amp; Wednesday 3:30 PM - 4:00 PM</th>
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<tr>
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<tr>
<td>Sparing Level Tigers</td>
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<tr>
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Any questions on testing please call 605-343-7305
K FOR K

Karate for Kids teaches children as young as seven the basics of self-defense, along with so much more! Your child will learn respect, determination, dedication, and confidence—qualities that will help him or her to achieve success in all areas of life. Students will be introduced to kicking, punching, and blocking while learning the appropriate use for those skills. At Buckingham’s ATA Black Belt Academy and Karate for Kids, our focus is protection—not fighting.

This course is great for beginners! Our instructors will work with your child individually to ensure he or she can gain the skills and confidence needed to progress. Your child will have fun making new friends while learning important life skills.

Through an organized belt ranking system, you child will learn goal-setting and accomplishment as he or she strives for the next level. Time and time again we have seen these skills transfer to the classroom and beyond. We love that this program can help your child achieve more at school and at home.

Classes are 45 minutes long and we recommend attending twice per week. If you’re ready to get your child started on the right track, or if you
have any questions, feel free to give us a call.

Ask about the following programs and how each are incorporated into your class or can be added to your training.

**Self-Defense**

All martial arts courses are designed to improve self-defense skills and physical fitness. Learn more about how Buckingham's ATA Black Belt Academy can help you achieve your goals. This program focuses on real-world scenarios and practical applications to help you make the most of your martial arts training. Learn self-defense techniques that will teach you to defend yourself against even the largest opponent. Improve your agility and reaction time. Incorporate weapons into your training to maximize hand-eye coordination and increase upper-body strength.

**Fitness**

**Leadership**

**Black Belt Club**

**Tournaments**

**COUPONS**

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VIEW ALL PROMOTIONS

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