



OFFICE OF THE PRESIDENT - MITCHELL PALACIO
M.PALACIO@USJF.COM



President's Address

"The Business of Judo"

As our country anticipates the restarting of our social and economic world, most of us in judo anticipate returning to our dojos for great teaching, learning, workouts, training, and socialization.

Is your dojo ready! Or are you thinking about starting your own dojo?

The USJF is offering a series of workshops to collaborate and share information to maximize your success in your club.

Enhance your dojo's business foundations to have the best opportunities for economic and judo success. Learn the basics of ownership, financing, legal safeguards, business planning, physical planning, and operations from experienced dojo owners in a format designed to help everyone learn from each other.



GRACE TALUSAN
USJF 3rd Dan
CHAMPAIGN, ILLINOIS

On Sunday, March 21 at 1:00pm – 3:00pm (Pacific), I will host a *"The Business of Judo"*, a three-part series presented by our USJF Executive Committee officer, Chicago Yudanshakai President and the Head Sensei of Kokushi Midwest Judo in Champaign, Illinois, Grace Talusan.

Her practical knowledge of the nuts and bolts of planning, establishing, and running a successful judo dojo will be invaluable to you whether you are an experienced dojo owner or you just want to get an idea of whether dojo ownership is for you.

Sensei Talusan will be leading three workshops over the next several weeks. Our first workshop is on business structure/ownership/financing. Maximize your success in opening a solidly-based business, whether it is freestanding or in a community center, YMCA, academic center, or other environment.

Join us for this incredible opportunity to learn how to enhance your dojo's foundations, operations, and students' achievements.

Don't leave your dojo's success to chance. Learn from the experts who have already paved the way to successful dojo leadership.



UNITED STATES JUDO FEDERATION

National Office

Mailing Address:
P. O. Box 338
Ontario, OR 97914-0338

Telephone:
(541) 889-8753

Fax:
(541) 889-5836

Internet:
www.usjf.com
no@usjf.com

MEMORANDUM

TO: Yudanshakai Presidents & Rank Registration Chairpersons
USJF Board of Examiners & Board of Directors Delegates
USJF Committee Chairpersons • USJF Executive Committee

FROM: Robert Fukuda, Executive Director

RE: ***The Business of Judo ***** Teleconferencing Details ********

DATE: March 18, 2021

• **Date & Time** ***The Business of Judo: Sunday, March 21, 2021***
1600 Eastern • 1500 Central • 1400 Mountain • 1300 Pacific • 1200 Alaskan • 1000 Hawaiian

• **Via Zoom Tele-Conference** We are going to use the **Zoom** teleconferencing system for this meeting. The preferred method of participation is via the internet using the link below. This allows for the display of documents for all participants to view.

Via INTERNET: <https://us02web.zoom.us/j/84379245641?pwd=NGNQOGxvdFBLQWhLNWdGMkhpTjNiQT09>
Meeting ID: 843 7924 5641
Passcode: 162293

Most mobile/Smart phones may be used to see documents displayed during the meeting on your screen.
Access is through your cellphone web browser or by downloading the Zoom application from the application store for your phone/platform.

• **Via Tele-Phone** You may participate via telephone, but you will **NOT** be able to view the on-screen documents

One tap mobile:
+16699009128,,84379245641#,,,,*162293# US (San Jose)
+13462487799,,84379245641#,,,,*162293# US (Houston)

Dial by your location:
+1 346 248 7799 US (Houston)
+1 669 900 9128 US (San Jose)
+1 253 215 8782 US (Tacoma)
+1 312 626 6799 US (Chicago)
+1 646 558 8656 US (New York)
+1 301 715 8592 US (Washington D.C)

Meeting ID: 843 7924 5641

Passcode: 162293

Find your local number: <https://us02web.zoom.us/j/kc64QnXpfU>

Some suggestions for teleconference etiquette:

1. Please be courteous and please don't talk over people.
2. Please speak slowly and clearly into your device.
3. Please be short and concise with your points - helps to avoid people cutting in & talking over people.
4. Please keep your mic/phone on mute unless you are speaking - it helps prevent noise & feedback.
5. Please make the call from a location with no/little background noise - that makes it easier to hear you clearly when you are speaking.
6. Please avoid using speakerphones - generally because of #4 & #5.
7. If using a phone, please turn off your call waiting - everyone on the call will hear the beeping.
8. Please identify yourself before speaking - that way everyone knows who is speaking.
9. Please address people by name when you speak to them, especially when asking questions – it gets the attention of the person that you are speaking to and avoids the dead silence and long pauses when folks are wondering who is supposed to or is going to respond/answer the question.
10. All speakers will be muted once the meeting starts. Use the chat room to ask to be recognized by the chair by typing your name. Once recognized, please state your name and the YDK you represent.
11. All speakers will have a maximum of one minute to speak on each topic. Once everyone had an opportunity to speak on the topic, then it will be open for a second round of speakers. Those that will be speaking for the second time have 30 seconds to speak.