



The Pareto Principle



Why should I be taking time to talk to you about the so-called 'Pareto Effect?' After all, you've probably got this far in life without it knocking too hard on the doorways of your awareness.

What is The Pareto Principle?

In 1906, Italian economist Pareto noted that 80% of the wealth was accrued by 20% of the population. Decades later, management pioneer Joseph Juran similarly noted that in business 20% of the work was vital and 80% of it was trivial. Looked at another way, **20% of what you do achieves 80% of your results.**

Look at what this means to certain aspects of the martial arts. A small percentage of martial artists become instructors, and an even smaller percentage run their own Dojo. Looking at this latter section first, let's look at what will be

impinging upon their time: We often hear the complaint that there is never enough time in the day to do everything! Many Dojo heads find themselves spending far more time with administrative tasks than actually training or continuing their own personal development and progress. Their time is spent in keeping attendance records, promoting the Dojo, instructor certification, student progress reports, ordering equipment, belts, Gis, pads, etc., maintaining the Dojo, training time schedules, financial records.. ad infinitum! These sensei often find that they have more to do and less time to do it than they had last month.

It is understandable that in all this never-ending pressure there is little or no time for personal training or to carry out meaningful research and to continue the development of one's own mastery on the particular art.

Take a moment, however, to look at this in the light of the Pareto Principle – 20% of all that activity creates 80% of the outcome! Yes, some activities must indeed be taken care of, none-the-less, look at it as 80% of what you do only accounts for 20% of the results! Surely that should stimulate you to sort out that which is - and should be - in the 20% bracket from the remainder which could

perhaps be modified or handed over to someone else to deal with.

Take a look at everything you are doing to determine whether it falls in the 20% or 80% group and find tasks that can be eliminated or reduced.

Now let's look at the rest of us, who are also attempting as best we can to understand and master the complexities of our art.

Re-evaluation is not an easy task. When we began on our martial journey we placed ourselves in the hands of our first sensei, and we had to trust that he or she truly understood what was necessary for us to learn, and indeed, where the road was to take us. 'Shu – Ha – Ri' ...Devote oneself to learning the essentials – mastering these essentials – going beyond the stage of simple technical expertise.

If you started off under the tutelage of 'MacDojo' – well, what can I say! You were probably encouraged to become part of a guaranteed Black Belt scheme, non-refundable, paid in advance..

I feel only shame that the operators of such 'businesses' (for that is what they really are) cared little for your progress in developing skill in and understanding of a real martial art – even if they had any idea of it themselves.

Moving on, those who had good first teachers and who followed

implicitly the years of training until reaching maturity in the respective art - somewhere along the way, questions should have started to arise about the format and content of the training.

Indeed. You have now become a stronger character with some good combative skills, coping well with the structured training and sparring in the Dojo. However, over time questions about 'Why Kata and Kumite are so different?' 'What shall we teach in a self-defense course?' 'What should I do when I am older and can't kick so high so fast?' 'Why is Kata necessary at all?' and so on will arise.

Research and study will provide many of the answers, but that understanding can often be painful when one understands that 'sensei' did not know all the answers, but still expected your complete obedience, sometimes refusing permission to look elsewhere for the answers in the first place. Because the teacher may well be caught up in maintaining the viability of the Dojo there has been no time for his or her opportunity to complete



the 'Shu – Ha – Ri' process.

In my own experience, I initially placed my complete confidence in my teacher Asano sensei – quite the most formidable karate instructor I ever had occasion to face.

Twice All Japan students champion, possessing a wicked mawashi-geri and an implacable determination to bury his opponents. For years I watched the demoralization (and loss) of many, and the development of a few.

Eventually I learned that being able to survive in that pressure cooker – although it imparted a strong spirit and basic fighting skills – it did not at all reveal any of the inner aspects of the martial arts, nor did it uncover a doorway into anything comparable with the original intent of the art. I had simply become – as much as possible – a replica of my sensei, and pretty good at sport karate!



What understanding or knowledge did it give me in terms of knowing how to deal with attackers who refused to approach from the front and from a long distance was not just negligible, but essentially non-existent!

In retrospect, I began to understand that Asano sensei could not have done differently; he too was the product of a severe regime aimed at developing just the sort of sensei he turned out to be. No time allocated to the history or philosophy of the art, no time given over to studying the ramifications of vital point theory or the real significance of the bunkai within the Kata or the training of students who were not young, fit, and athletic.

Given this background, it could not have turned out in any other way!

Given also the Japanese characteristic of "If a nail sticks up – knock it down!" It was – and in most cases still is – impossible for anyone in such a class system to question what they are being taught. The Pareto Principle infers that we do things because we always have done them instead of asking what importance they have to the results we seek.

So, the format of training was continued – the basic tripos of Kihon, Kata and Kumite. This without asking – What actually is our aim? Is this the best way? Do the individual aspects of these three sections actually meet the requirements? Is there – indeed – a better way?

Questions simply not addressed.

The Pareto Principle in conjunction with '*doing things because they have always been done that way*' raised an almost insurmountable barrier to real knowledge, development and understanding.

Turning for one example of many – the use of 5 step Kumite (Gohon Kumite)

Essentially this involves a student stepping backwards directly in front of an advancing attacker and – for 4 steps just blocking an attack and then on the final step, blocking and counter-punching. The justification for this is that it gives practice in movement, avoidance and deflecting an attack, finally counter attacking. In practice of course - it doesn't!

My questions were: Is this the best way to achieve the objectives? Indeed - What are the objectives which can only or best be gained by this practice? Is there a better way? Evaluating a process should lead to optimizing the process and the results!

In fact, Gohon Kumite is a dreadful way to teach defensive Karate as it ignores absolutely basic principles of self-defense. One should **NEVER** step directly backwards in the face of a frontal attack unless it is absolutely unavoidable. It is **ALWAYS** better to sidestep at an angle. Thus right from the start, the process is flawed. Of course, it is easier in a busy Dojo for a sensei to control a class who are all moving like automata than if they were all going in different angles and directions.

This, however, is for the benefit of the teacher, not the student. Other styles (Shorin-Ryu for example) have different methods – in one the defending student steps back at a different angle on each attacking move. Other than retreating in a straight line, why is it necessary

to block 5 time before punching once? If the student counter-punched on each step at least the training would be balanced.



Kanazawa sensei's students perpetuating ridiculous applications in 5 step and 3 step training.

I could go on. In fact, *Shin-Ippon Kumite* (Kissaki-Kai new one-step sparring) is a result of the questioning, and the 5 levels of Kissaki-Kai training are built upon the analysis of the various techniques available to be used, and the optimum way of training in them to achieve proficiency in original karate precepts and objectives. (see our videos)

20% of the effort achieves 80% of the results!

Cutting out the superfluous and establishing the logically beneficial is a direct result of taking on board the Pareto Principle and acting according to its implications!

We often find that we have more to do and less time in which to do it. We are always needing more time to do our work and more time to train our students, our officers, or even ourselves!

Seldom do we get that extra time, so, that new training program has to wait until more favorable conditions prevail. But we rarely take a look at tasks and work that we should not be doing; either because they are no longer productive or because

they are not as productive as alternative work we might pursue - again in our own training too.

As I pointed out, many Dojo trainers/instructors spend more hours with administrative tasks than actually training or developing training.

The results are often that this leads to lack of time for self-development and learning too.

It also leads to reliance upon the training devised by others, who may not be so time-challenged, thus perpetuating aspects of training which are obstructive rather than beneficial. Not addressing the huge problem of the Shotokan fixation on Hikite, for example, which serves only to inculcate developing 'muscle memory' which is positively dangerous to the user!

Teaching in a Dojo or even for Law enforcement absolute problem areas!

So when you are trying to optimize your 'bang for the buck', focusing on the critical 20% is a huge time-saver. See what activities generate the most results and give them your appropriate attention. 20% of the input creates 80% of the result! Better make the 20% is prime quality!

Food for thought eh? And in this time of Covid restrictions we might just have time to think and re-evaluate the optimum areas to concentrate upon!

My best wishes to you all, and keep safe.

Remember, it won't last forever and we can meet again soon!
Vince Morris

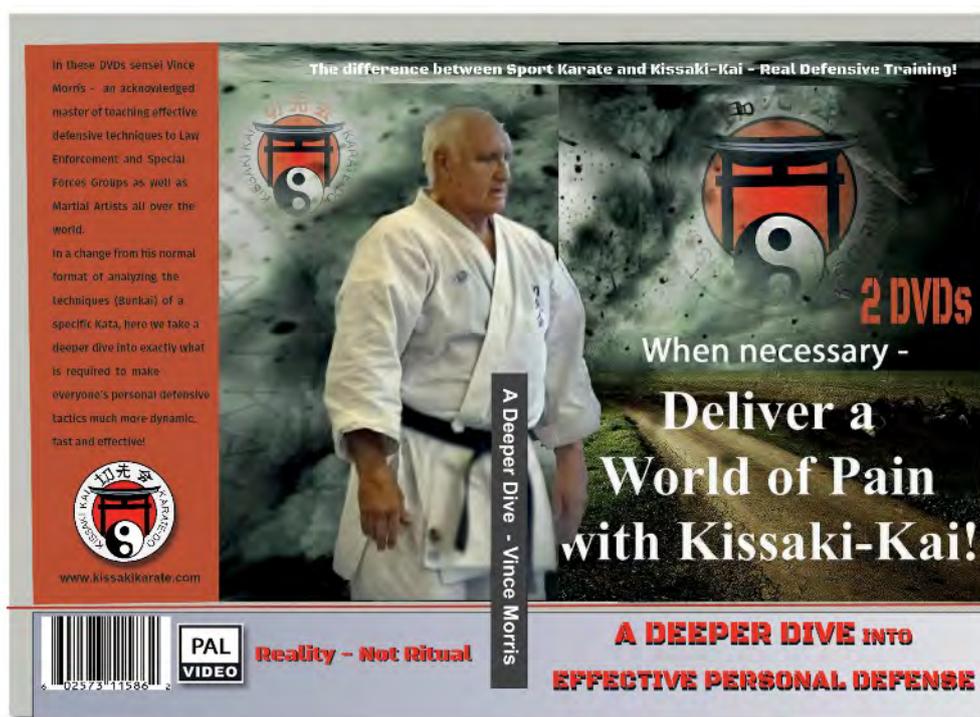
Exciting news!

USBs are back, bigger and better!

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We have kept the costs of the DVDs and USBs the same, but have *quadrupled* the size of the USBs! This means we can include more video than ever, with the bonus clips, so that you can - if you want - copy everything to your computer and then keep the USB for your own file uses!

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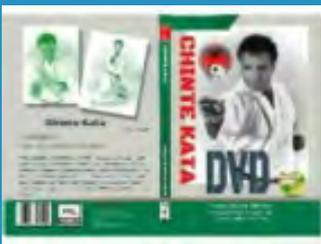
Each USB will come with different Bonus extras. For example, this one also contains the 2 original DVDs, plus an extra video 'Predictable' and 3 short 'Promo' videos. Each USB also comes with the "Play DVD on PC" program, and 'READ ME' simple instructions.

You can - of course - order DVDs just as before if you prefer.

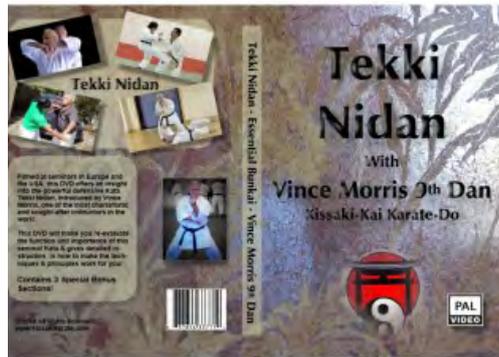
The prices have been kept the same! Order from:

www.kissakikarate.com/shop

Just a few of the Books and DVDs by sensei Vince available on the Website:
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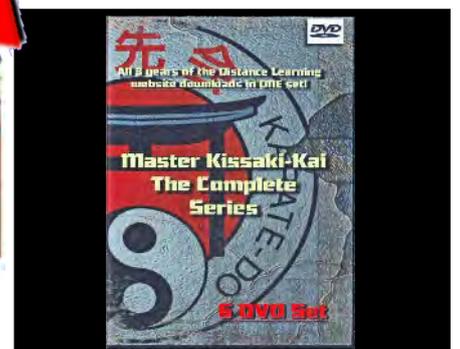
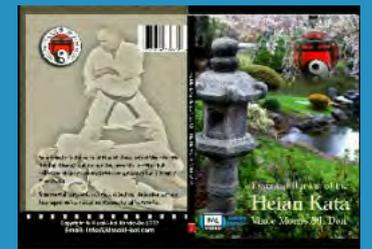
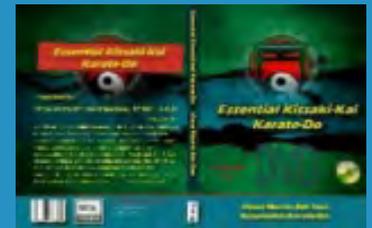
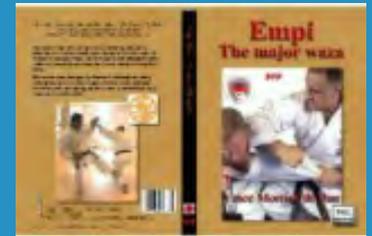
For years Kissaki-Kai offered an On-line, Distance-learning Website which, for a small sum, gave members monthly downloads of video training in all elements and levels of the basics which comprise the system. Each session concentrated on some of the elements which make Kissaki-Kai special, going more deeply into exactly how to make the techniques work for you!

This is invaluable to all who want to master Kissaki-Kai, but who do not live near a Kissaki Dojo!



Available NOW as USBs!

See FREE PROMOs of the DVDs on Youtube - Go to KISSAKIKAI and check them out .



Keep safe in this Covid crisis! It won't last forever so stay fit and ready to train together again. Meanwhile - time to study and learn from Books and Videos.

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24 tracks of music by
sensei Vince - 10 Euros
+ post.

www.kissakikarate.com/shop

Parallel Lines

Look what you missed!

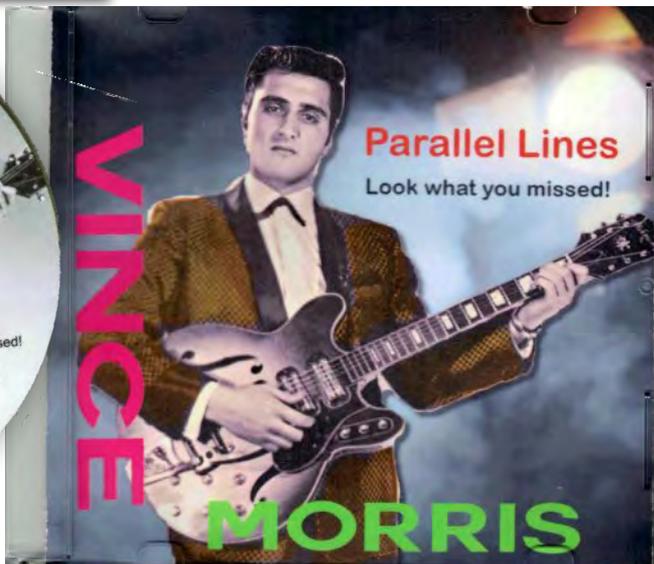
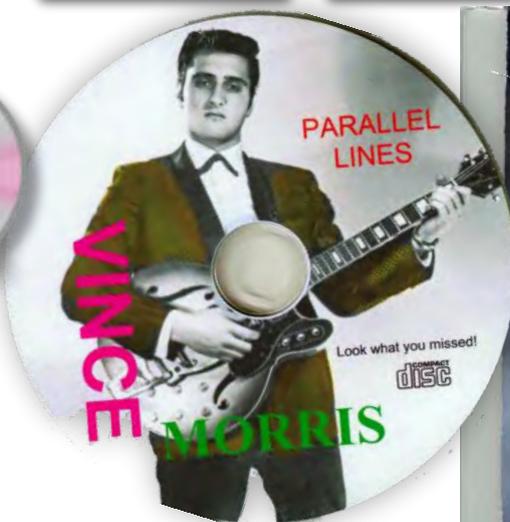
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Blueberry Hill
Young Dreams
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Teddy Bear
So lonesome I could cry
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Samstag / Sonntag 24. / 25. April 2021

Trainingszeiten:

10:00-11:00 Uhr und 13:30-14:30 Uhr
11:30-12:30 Uhr 15:00-16:00 Uhr

Veranstaltungsort: Schwetzingen Straße 56, 76646 Bruchsal

Gebühren:

Samstag oder Sonntag 40.- €
Kissaki Kai Mitglieder 35.- €

beide Seminartage 70.- €
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Infos unter: www.bruchsaler-budoclub.de oder 07251 / 83838

Zur besseren Planung bitten wir um Anmeldung unter:

info@bruchsaler-budoclub.de

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