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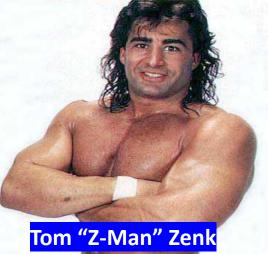
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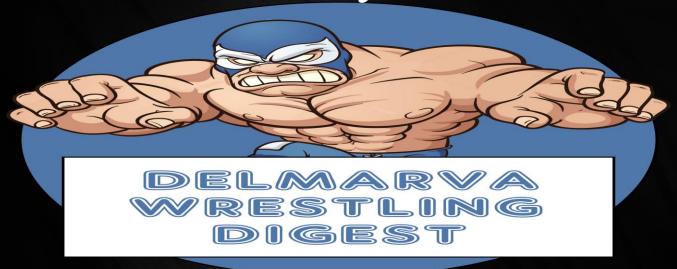
The Lord hath prepared his throne in the heavens; and his kingdom ruleth over all.

Psalm 103:19





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Contents

Condolences.....

Page 3

Women Of Delmarva...

Page 8

DCW Rankings...

Page 11

Pin-Up

Page 17

Grunt to Groan

Page 20

Toys 4 Tots Highlights...

Page 26

Delmarva Wrestling Digest, LLC

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Deadline for Summer Issue March 16, 2018





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GRACE

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DELMARVA WRESTLING DELMARVA DIGEST

















DOW CHAMPIONS



"OLD SCHOOL" ERIC MARTIN





CHAMPION NO LIMIT CHAMPION WOMEN'S CHAMPION TAG-TEAM CHAMPIONS MARCELLIS PRIME KACEE CARLISLE



MR OOH LA LA W/MR. JJ CRUZ

TOP TEN SINGLES RANKINGS

1: "THE HUMAN TERMINATOR" MARCELLUS PRIME 2: "THE NEW STANDARD" CORY KASTLE 3: SWAYZE

4: ADAM CHANDLER THE GREAT 5: "THE HEARTKILLER" CHRIS WYLDE 6: FENIX FURY

1: ROBBIE RADKE 8: TYLER STONE

9: ZAC "THE RIPPER" CONNER 10: MR II CRUZ





TOP FOUR TAG-TEAM RANKINGS

1: THE CLASSICS
2: PUNK ROCK ALL-STARS
3: TEAM AMERICA
4: DAVE REED & VAIERIO

TOP FIVE DIVA'S OF DYNAMITE RANKINGS

1: ANNABELLE STACKHOUSE
2: SAMMI PANDORA
3: DEONNA PURRAZZO
4: KAREN Q
5: TASHA STEELZ





OR VISIT OUR WEBSITE:
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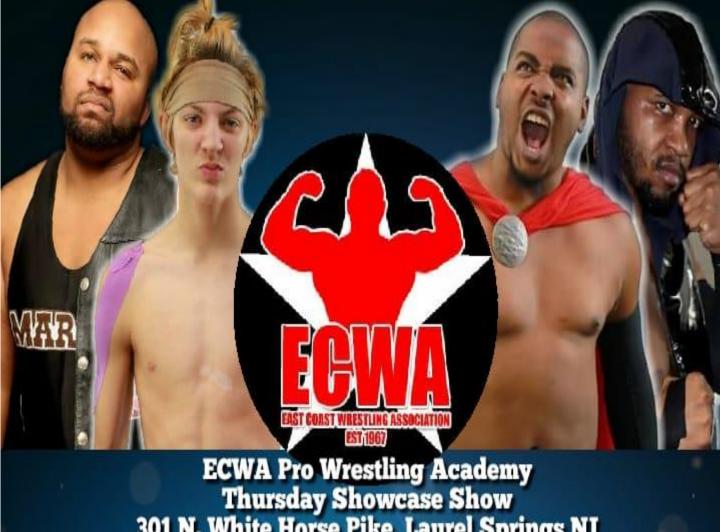






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Thursday Showcase Show 301 N. White Horse Pike, Laurel Springs NJ Doors Open At 7pm....Only \$5

Happy New Year!

CRUNT to GROAN Sales Lessons Learned from Professional Wrestling

Featuring interviews with Diamond Dallas Page, Nikita Koloff, Ricky Santana, Bill Apter, Sunny the California Girl, Brad Kohler, Danial Richards aka The Progressive Liberal, Tyler Steel (CEO Primal Concept Wrestling) and Evan Ginzburg (Associate Producer of the film "The Wrestler")

Highlighting the careers of (Nature Boy) Ric Flair, (American Dream) Dusty Rhodes, Bob Backlund, The Road Warriors, Andre the Giant and Hulk Hogan

And, exploring the greatest Battle Royals and Cage Matches ever wrestled!

by Benjamin Burrows aka Great American Thunder



Professional wrestling fans welcome to my very first column for Delmarva Wrestling Digest. It is an hour to be a part of the DWD team and I want to thank publisher Marcus Waters for this opportunity.

As a writer and in all honesty, in my life-long relationship with prowrestling I never dreamed about being Dusty Rhodes, Ric Flair, Superstar Billy Graham, Bob Backlund, The Rock, Stone Cold or any of the wrestlers I saw on TV. I also never dreamed about being Russell the Love Muscle, Mr. Grim, Muddy Waters, Marcus Waters, JT Funk or any of the local independent wrestlers I currently follow. Although I would consider being Johnny Malloy because he is

such a bada--!

My dream was and is to document and write about prowrestling like Bill Apter the photojournalist and creative mind behind what Dave Meltzer and Superstar Billy Graham call the "Apter Mags". Apter was the force behind the wrestling magazines Pro Wrestling Illustrated, Inside Wrestler and The Wrestler. Like Apter I am a pro-wrestling fan and becoming just a small part of the industry is like a dream come true.

When I interviewed Apter in September 2017 he talked about his dream becoming reality. "I was a huge fan who was now in, in a dream-job at that point. I just wanted to meet the wrestlers, interview and photograph them. They were my favorite TV stars as I was growing up, I wanted to be with them somehow and getting a job with the magazines did just that."

I feel just like Bill Apter today, but with a little Johnny Malloy swagger!

As an author, a successful sales professional, branding consultant and businessman and of course a connoisseur of professional wrestling like Apter I never thought I would be writing a column in DWD blending business and wrestling two of my favorite things together, but isn't that how fate works. Fate is like the twist and turns of a good professional wrestling match when you least expect it – be prepared and expect it! I trust I am prepared.

Recently I wrote a book entitled "Grunt to Groan: Sales Lessons Learned from Professional Wrestling" blending my passion for pro-wrestling with my profession of sales. It is a legitimate look at the salesmanship, showmanship and competitiveness it takes to be successful in pro-wrestling and how that salesmanship, showmanship and competitiveness apply to success in professional sales. I call it "Personal Selling" because both businesses are so intimate with their customers that it can't help but be personal —the pro-wrestler with their fans and sales professional with their clients.

With this column I intend to show how closely tied my passion and my profession actually are.

In interviewing professional wrestlers both past and present one of the threads that connects them in their dedication to the pro-wrestling character and how their character and how there is an extension of their personality outside of the pro-wrestling ring.



Daniel Richards aka the Progressive Liberal explained this to me in an interview in August 2017, "The great pro-wrestling characters are all an extension of the pro-wrestler outside of the ring.

I am a liberal so my character was a natural for me!"

This is the same in professional sales – your sales character has to be an extension of your character outside of the products, services and companies you represent. As a sales professional being phony or fake to your client-partner is a sure death and not a slow death, but a quick death like a Johnny Malloy "Sweet Release!"



Sales professionals can learn from pro-wrestling the dedication to their character that is required for success. This success is not haphazard it is a bi-product of hard work! As a business or sales professional are you working hard to ensure that your character is honest, raw and real to your

clients?

Over the next couple months my intention is to show the close relationship, ties and comparison between my passion pro-wrestling and my profession of business and sales and I invite you on this journey! Thank you for reading my column and please email me your thoughts, comments and critiques at <a href="mailto:greatamericanthunder@gm

Benjamin Burrows is the author of "Grunt to Groan: Sales Lessons Learned from Professional Wrestling" and a successful sales professional, branding consultant, businessman and fan of professional wrestling.





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Thanks to all of you guys and gals we once again put smiles not only on those faces in attendance, but those less fortunate...

Delmarva Wrestling Digest



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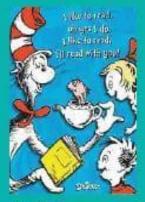
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UPCOMING FANDOMS:



1/20 DR. SEUSS



2/17 CORPSE BRIDE



3/31 wonderwoman



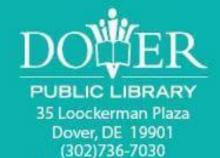
4/28 DOCTOR WHO



5/26 HARRY POTTER

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