

Trager® Newsletter

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VOL. VII NO. 1

Building A Trager Practice Using The Journals And Books

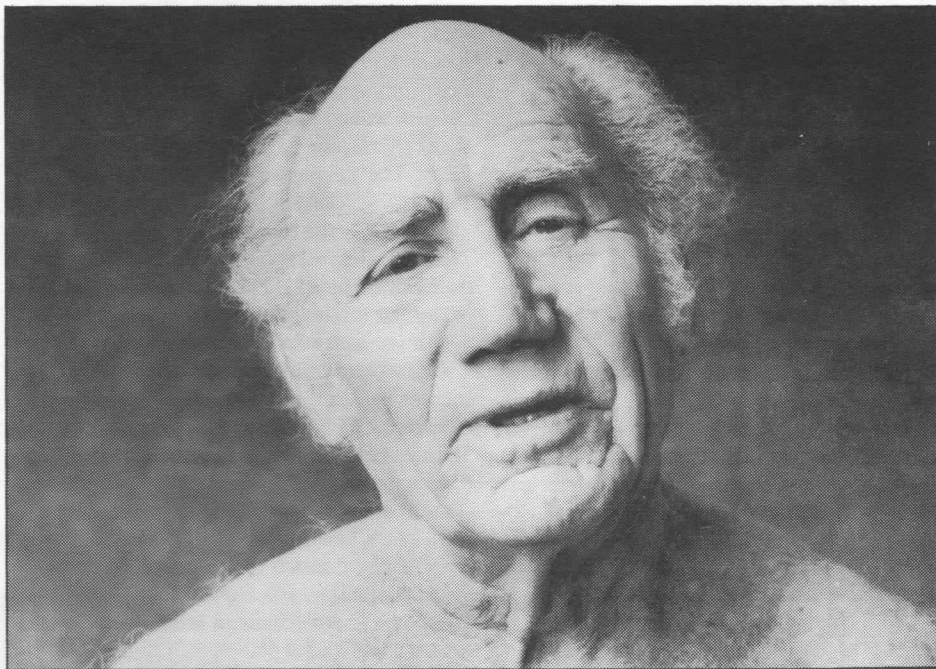
Henry Bornstein and Gae Henry

Gae Henry is a Trager practitioner from Berkeley, California, as well as a school teacher. Gae is also a musician and composer. Henry Bornstein is a Trager practitioner from the same fair city. Henry's a practicing attorney as well as a musician and composer. He has recently become a member of the Institute's Executive Committee. Gae and Henry are married—to each other, as a matter of fact—and have been busily building a professional recording studio in the basement of their Berkeley home. This article derives from their positive use of the recently published Trager journals and book.)

For over two years we have been periodically traveling to Wilbur Hot Springs to do Trager bodywork as part of the resort's weekend bodywork team. Located two and one-half hours northeast of San Francisco, Wilbur has a restored, turn-of-the-century hotel with private rooms, no electricity and wonderful natural hot mineral water baths. When we first began to offer Trager sessions there, virtually no one had even heard of the work. The thought that other Trager practitioners might be interested in the way we gradually built up interest in Trager work there formed the impetus for this article.

The first time we offered Trager sessions to the hotel guests at Wilbur, we only had one scheduled session. We became aware that, with the exception of the massage director, no one on the staff had ever received a Trager session, making it difficult for them to recommend the work. We knew that once the staff had experienced the work, they could draw upon this experience in explaining the work to hotel guests. Seeing this as a matter of a "publicity expense," we decided to offer free Trager sessions to each of the staff members. This eventually had two results: first, the staff was able to enthusiastically recommend Trager sessions to the guests at Wilbur; second, we soon had some of the staff as steady clients.

We also began the practice of giving a short Trager demonstration to the guests each weekend. It included discussion, Mentastics and a "taste" of the work. At the demonstrations, we



were often asked whether we had any written information about the Trager approach. We realized that some sort of written information would be useful because we obviously could not speak individually to each of the guests and answer their questions, and our experience had taught us that many people would much rather be able to read something in private than to "confront" us with questions or attend a demonstration.

Initially, we designed a flyer that contained a short description of a Trager session, our upcoming dates at Wilbur and a little promotion of our private practices in Berkeley. For a while, this was the extent of our promotion at Wilbur Hot Springs. Even though the situation had improved with the ability of guests to hear testimonials from the staff and read our little "brochure," we definitely felt that more was needed, but that we had reached a dead end as far as available materials which we could use to "market" Trager bodywork at Wilbur.

We were therefore very excited when the Mentastics book was published and Volume II of the Trager Journal was issued, along with a reissuing of Volume I. As it has turned out, both the Trager Journals and the Mentastics book have been invaluable in helping us to spread the word about Trager work at Wilbur.

First, we discovered that a copy of the inside back cover of the Journals makes a great information sheet on its own. The resulting page is

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Co-Dependent Healing In Trager Work

Susan Ricketson, Ph.D.

(Editor's Note: Susan Ricketson, Ph.D., is a psychotherapist and Trager practitioner from West Hartford, Connecticut.)

Understanding co-dependency and the effects of dysfunctional family systems is important in every kind of psychotherapy and healing, including body therapies. As a Trager practitioner, it is likely that many of your clients have been affected by alcoholism or co-dependency. It has also been estimated that a high percentage of people in the healing professions are coping with co-dependency in their own lives!

Trager practitioners can benefit from familiarity with the 12-step programs modeled on Alcoholics Anonymous, e.g., Al-Anon, Adult Children Anonymous, Overeaters Anonymous, Sex Anonymous, Gamblers Anonymous. Twelve-step programs have the best recovery rates of any programs in existence. The combination of a 12-step program with the Trager approach can be an extremely effective healing process. Offering

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Schedule Omissions

There were some omissions from our last schedule, and, because of the classes' timing, we are placing the listing here. Our apologies to the members, sponsors, and instructors for these omissions.

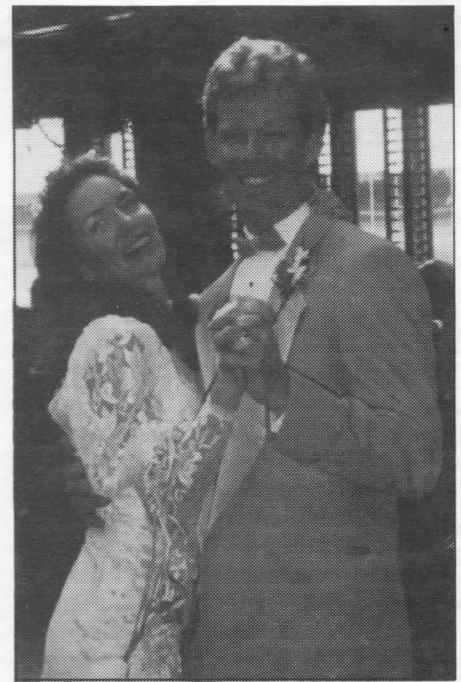
There will be a Practitioner 1 training in New York City, on June 9-11, 1988, presented by Betty Fuller. The training's contact person is: Roger Tolle, 292 W. 92nd St., #5C, New York, NY 10025, 212-787-5167. The training fee is \$400.

Betty Fuller will also present a Trager Alternatives Day on June 12, 1988. Roger is the contact person for this training, too. The fee is \$100., or \$75. If you also take the Practitioner 1 training.

Cathy Guadagno-Hammond will present an Intermediate training on April 1-3, and April 9-10, in La Jolla, California. Contact the San Diego Trager Center at: PO Box 2896, La Jolla, CA 92038, 619-459-5399. The fee is \$475.

Cathy will also present a Beginning training on April 23-25, and April 29-May 1, in the Washington, DC area. Contact: Toni Leizear, 9206 Connell Court, Columbia, MD 21046, 301-381-5674; or, Betsy Weick, 8003 Mandan Road, #101, Greenbelt, MD 20770, 301-982-3054. The fee is \$475.

Cathy will present a Review day on April 27th for \$50. in DC. Contact Toni or Betsy as listed above.

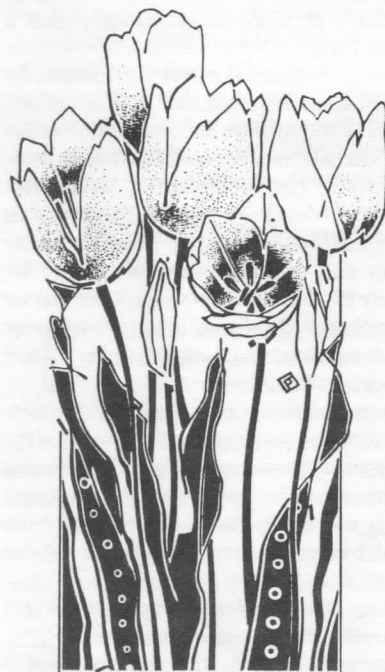


Congratulations to Cathy and Robert Hammond

Congratulations to Trager Instructor Cathy Guadagno-Hammond and Robert Hammond, an IBM employee, on their marriage in La Jolla, California (near San Diego), on January 16, 1988. The wedding was held at the Torrey Pines Christian Church, and both a minister and priest presided over the ceremony. Cathy wore a handmade, laced mantilla from Spain, her wedding gift from Trager practitioner Sara Atri. In attendance were members of Cathy's and Robert's family.

After the ceremony, a reception was held on the Bahia Belle, an old-fashion, Mississippi River-style paddle boat with three decks. On the first deck was a bountiful buffet, on the second, Peter Sprague's five piece jazz ensemble played to the delight of the dancing guests, and, on the third deck guests were able to view and feel the beautiful day on the bay blessing this marriage. Also, the second deck's ceiling was a stained glass affair that could slide away affording the guests on the third deck a view of the party on the second deck, as well the guests on the second deck could view the beautiful day.

Cathy and Robert honeymooned in Hawaii for ten days, and have returned to their home in San Diego.



A Special Demonstration By Dr. Milton Trager

There will be a demonstration of Trager Psychophysical Integration and Mentastics by Milton Trager, M.D., at the California Massage Therapists annual conference, at 9:00 - 10:30 AM, on April 21, 1988, at the Valley Hilton in Los Angeles. For more information, please contact the California Massage Therapy Association at: PO Box 1083, Los Gatos, CA 95031, 408-374-5277. If you will be attending this presentation, please let the Trager office know by calling us, or by sending us a postcard.

Building A Trager Practice Using The Journals And Books

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entitled "Background Information," and contains a description of the work and a typical session, a discussion of Mentastics and photographic illustrations. It copies beautifully and looks very professional.

Next, we purchased several of each of the Journals and left them lying around the Hotel, prominently marked "Wilbur copy. Please read." The Journals contain articles generally describing Trager work and Mentastics, as well as articles relating the Trager approach to specific individual areas ranging from sports to chronic back pain and muscular dystrophy. The guests found the Journals fascinating. Repeated comments from Wilbur clients have convinced us that the Journals are very effective in creating a desire in people to "try a Trager session." Most of the Journals actually did make their way back to us at the end of the weekend; the couple that didn't are a small promotional expense, and will assuredly be read by others, to the benefit of everyone.

We also purchased two copies of Dr. Trager's book, *Trager Mentastics: Movement As a Way to Agelessness*, marked them "Wilbur copy," and left them in the library in the hotel. Although costlier than the Journals, we have found the book to be well worth the "marketing expense," and believe that Cathy Guadagno deserves a heartfelt thanks for helping to put this book before us. We have found that although Mentastics is often what turns a "first time" client into a steady client, it may be difficult to get a potential client to understand what Mentastics is until *after* the first session. The response to the book was phenomenal. Clients who came to us after reading the book asked us about Mentastics and what they had read, and told us that the Mentastics book had lead them to try a session.

This process has not been limited to our practice at Wilbur Hot Springs. We have established a little "information table" in our studio in Berkeley, which as well as our cards, contains copies of the Journals, including separate copies of the inside back cover, and copies of the Mentastics book. We have found that providing something which our clients can purchase or take for free to show to friends has increased the number of referrals we have received.

We know that everyone's situation is different, but we encourage each of you to consider: How can I best use these resources to "spread the word"?

Co-Dependent Healing In Trager Work

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your clients information on these self-help programs can take years off their suffering and often save lives.

WHAT IS CO-DEPENDENCY?

Co-dependency happens within a relationship with a peer, or more commonly, as a result of relating in a dysfunctional family of origin.

It is "an emotional, psychological, or behavioral pattern of coping which develops as the result of prolonged exposure to and practice of a dysfunctional set of family rules. In turn, these rules make difficult or impossible the open expression of thoughts and feelings. Normal identity development is thereby interrupted. It is the denial or repression of the real self."² Co-dependency is usually of the "early onset" type, which is the result of growing up in a troubled family system. Troubled families are not only those affected by alcoholism or addiction to illicit or prescription drugs, but also include families affected by emotional or mental illness, physical or sexual abuse, rigid or fundamentalist systems, or any other serious addiction, eating disorders, etc. "Late onset" co-dependency results when a person, though not from a troubled family, gets into a troubled relationship as an adult and begins to comply with the dysfunctional rules of that relationship.

The dysfunctional rules of troubled families and relationships include:

1. Don't trust.
2. Don't feel, and if you do, don't let anyone know what you're feeling.
3. Don't talk, i.e., keep quiet, don't bring up problems, don't mention sex.
4. Don't breathe, i.e., don't exist.
5. Don't know what you know.
6. Always know what you're doing and where you're going.
7. Be strong and always in control.
8. Never need help, & if you do, don't ask for it.
9. Don't play or be childlike.
10. Do as I say, not as I do.
11. Do the right thing (never clearly defined).
12. Be good (as if you're bad and must become good).
13. Don't rock the boat.
14. Communicate only indirectly and unclearly, using someone or something as a go-between or buffer (this is called *triangulation*).

These rules deny individuals the inner freedom to be who they really are. Children from dysfunctional families grow up in a hurried fashion or are never allowed to grow up. They may be determined to do things alone and find asking for help very difficult. They have become accustomed to a rigidity that undermines trust and prevents the experience of intimacy. The "inner child", who must be reached for true recovery, is repressed by patterns of extreme right/wrong, black/white thinking and many forms of denial. A common co-dependent defense is: "But *everyone* is from some kind of addictive system." It's true that America is an addictive society.³ However, there do exist relatively healthy families in which rules are flexible and functional, individual differences respected, and individuals' feelings honored, and these families can be models for recovery. Another frequent defense is: "It wasn't that bad. They didn't beat me or lock me in a closet." In therapy, it comes out that it was bad enough for that person to be living dysfunctionally and repressing great pain and anger, and sometimes to be suffering from chronic shock syndrome, an emotional numbness from repeated unintegrated traumatic events.⁴ Dysfunctional families are shame-based systems, and that often includes shame around the body, so much so that I sometimes let clients be clothed at the start of a Trager session to show my respect for their personal boundaries.

OPPORTUNITIES FOR HEALING IN TRAGER WORK

People who have been hurt by dysfunctional family rules have lost contact with their inner child and do not know how to share moment-to-moment experience. Trager work presents an opportunity to provide clients with a model for self-validation and emotional health—if as a practitioner, you are aware of this dimension in your clients and in yourself. The structure of a Trager session, with its "no chatter" and focus on in-the-moment experience, can help co-dependents recover from the effects of triangulation and "Never need help" rules, and begin to experience true one-to-one intimacy.

My first Trager training was blissful, because I was encouraged to make sounds and move as much as I wanted to. In my family the rule was: "Be quiet and sit still." Receiving permission to make sounds and move was a reparenting for me on those messages. Even giving a simple compliment, e.g., "I like your hand", can model important new behaviors for a co-dependent client. Constant modeling of sounds and movements can also help release the frozen feeling in a body shut down from chronic shock.

The Trager approach can show the co-dependent client how to slow down and allow

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The Trager Athlete Part II

Lynette Brannon and John
Pearcy

Trager practitioner Lynette Brannon and coach John Pearcy have been working together as a team in incorporating Trager work into an integrated sports training program. Reports of their work can be found in previous Trager newsletters. This article carries on from Michael Butler's article, "The Trager Athlete", which appears in the "Trager Journal, Volume II." This article originally appeared in the January, 1988 issue of Runner Triathlete News, a Houston sports publication, and is reprinted with their permission. You may use this article as a hand-out or in a sports publication of your choice. It must include the statement, "Printed with permission of Runner Triathlete News of Houston, Texas." Runner Triathlete is an excellent resource for sports information if you're interested in working in this fertile area. Their address is: 7402 Benwick Circle, Houston, TX 77095. You may call them at: 713-550-1568. Subscription rates are \$12.50 a year for United States, and \$25. for Mexico and Canada.)

Training . . . long hours . . . many miles . . . competing . . . maximum effort . . . tough competition . . . doing your best. There are going to be successes and there can be injuries. How do you reduce the possibilities for these injuries? How do you make them less serious? How do you recover the quickest and therefore have the least amount of down time when you do sustain an injury?

One of the best ways to reduce injuries is to understand how they occur. Ask any coach or trainer . . . most injuries are a result of lack of flexibility, over use or incorrect form. The Trager approach has its own good track record in the sports arena. Here's how Trager can help you be more flexible, avoid over use, and improve your form.

IMPROVE FLEXIBILITY

Are you too tight to stretch? Don't have time? Don't know how? Don't enjoy it? For whatever reason, we have found that most athletes do not have stretching and developing flexibility as part of their training. They devote many hours to the training and ignore this primary element in reducing injury. Greater flexibility also means smoother form and pleasure rather than pain with movement.

Trager work helps you incorporate a flexibility program that works into your training. Trager



Lynette Brannon and company viewing the fruits of their Trager work and sports program on video.

bodywork and movement exercises combine to give you muscles that are more relaxed, supple and resilient. During the movement exercises you learn to achieve these results for yourself. You gain flexibility and learn to maintain it.

You learn a way of moving that is easier and therefore puts less stress on your muscles even during hard training or competing. The movement exercises help your stretching be more fluid, relaxed and comfortable. Trager and stretching combine to make your warm up and cool down routine one that is simple, painless, easy to do and fun.

Trager is excellent preparation for movement and helps your body make the transition to and from vigorous activity without strain and therefore reduce the possibility for injury.

OVER USE

One of the best ways to avoid over use injuries is to have a good coach and/or a well designed training program that specifically meets your personal needs. The ultimate responsibility is always with you and your body. Work-outs are not set in concrete and the best way to reduce over use lies with your awareness of your body and how it feels.

Just as doing biceps curls makes your biceps stronger, Trager work helps develop a more specific body awareness enhances your ability to listen to your body. You strengthen your perceptive ability and kinesthetic sense so that you notice immediately *small* deviations from the norm. Training and competing with this kind of feedback means that you can sense immediately any difference in muscle tone, movement, form,

or recovery. You can then check with your coach and Trager practitioner and address the problem *before* it becomes an injury.

When you are relaxed and flexible, recovery time from your work-outs is faster and more complete. This means that you can attain a higher level of work-out and obtain desired results by building up than burning out.

We have had good results with using the bodywork and the movement exercises during high intensity and high competitive periods of training.

IMPROVE FORM

Learning good form for your sport comes from learning skills from a good coach or instructor, doing drills that help you develop that from and lots of practice and patience.

Trager assists in this process because a body with good flexibility and joint mobility has a biomechanical advantage and can move at its best. A body that is relaxed is smooth and efficient. An athlete with good body awareness knows how to move so that everything is right. Good form means being faster and more efficient. Good form means that your body can take advantage of its own built-in shock absorbers, no part of the body receive undue stress.

The best testimonials come from the athletes themselves. Mixon Henry is 34 and has been running for three years. He competes primarily in 5K and 10K races, although he occasionally does half and full marathons. He considers himself a middle of the pack runner, and, therefore, a good example of what Trager can do for the more



Lynette Brannon and an athlete at work comparing time trials.

recreational runner.

Mixon says, "Trager has helped me relax my back and shoulders while I run. I now run faster, smoother and with more ease. I was very happy to see the visible improvements in my arm drive, higher knee lift and back kick when I saw myself on the video tape before and after shots. My running is more relaxed, I am able to really focus on myself and not on what is happening around me. I have learned that running within myself really produces the best performance. Trager has helped me get more in touch with my body, set more realistic goals and obtain them with more ease."

ON THE ROAD AGAIN

All of these elements do help reduce the possibility for injury, but they can and do still occur. We have used Trager to assist our athletes in recovering from injuries. The bodywork has proven to be very therapeutic. It helps an athlete regain an even gait when the injury has healed and increase mileage safely.

Felix Rippy is one of Austin's best runners who has been working with us for two years. He includes Trager as part of his training. He sustained a tendonitis injury to his ankle early in 1987. The podiatrist advised him not to stretch or run on it. He received Trager on his legs every day for two weeks. The doctor was satisfied with his quick recovery and he was able to start running again, while receiving Trager twice a week.

Felix says, "Trager helped me recover more quickly from my tendonitis injury. It also helped me increase my mileage without getting injured again. I believe that injury reduction and speed-

ing injury recovery are the primary benefits that Trager offers any athlete."

Trager has helped our athletes do the most with the least amount of effort and stress to the mind and body. They learn to optimize both mental and physical abilities and sharpen the competitive edge. Overall, it means that you enjoy your sport, feel good, achieve greater results, stay motivated and, therefore, perform at your best.

Co-Dependent Healing In Trager Work *(continued from page 3)*

space for growing up again. The relaxation in "hook-up" is the same concept as the opening to a Higher Power stressed in the 12-step programs. Trager sessions may provide a client's first physical experience of this universal energy, which can lead to belief and real hope for recovery. A Trager practitioner with knowledge of the 12-step programs will have a common language with co-dependent clients, and this can be very helpful.

Trager practitioners should also be aware that working with co-dependent clients requires special sensitivities. Extra verbal communication and consideration is essential to create a safe environment with full respect for the individual. It is very important, for example, to encourage continuous feedback from co-dependent clients. The practitioner should repeatedly remind the client that it's all right to say, "No" or "Don't do that". Co-dependents will forget this between neck and leg, so to speak, because the prohibition against causing conflict in dysfunctional families is so

strong. They must learn that now they *can* say no to any invasiveness and that their resistances and boundaries *will* be respected.

Many co-dependents' only experience with touch has been abuse or deprivation. Even a gentle, nonintrusive touch may be frightening. The practitioner needs to be aware of this and negotiate with the client, respectfully dialoguing, and letting the client slowly open to the experience. I have verbally reassured clients very directly, saying, for example, "Sexual feelings may come up, and this is normal. The purpose of this is to heal your being." Learning to receive touch in a nurturing non-sexual way can be a new and difficult experience.

A Trager session may bring up memories of invasive or abusive physical contact or other repressed emotions. Co-dependents often "leave their bodies" so that they don't have to feel. A practitioner acting on an awareness of co-dependency issues can see how the person is present and what areas of the body are shut down.

Dale was a client with whom I was doing shoulder work while he was on his stomach. As I moved towards his lower back with the same speed and rhythm, he couldn't stand it. I went back to a careful, gentler, lighter touch, and one of the dysfunctional family rules occurred to me: "Don't rock the boat." I mentioned this to Dale, and it triggered many emotional memories of walking on eggshells around his alcoholic mother, trying to be quiet and still. Some of the stress of this period has been repressed and was associated with his lower back.

Ron, a Vietnam veteran as well as an adult child of an alcoholic (ACDA), would become very angry when during work on the back of his legs, I shook his left ankle. I discovered the same response when touching his left shoulder. Somehow these areas of his body were associated for him with emotional memories of anger at his mother for pushing him around as a child.

Trager Psychophysical Integration is a way to go beyond dysfunctional family rules, to really experience talking, trusting, feeling, and being touched. It is a way to get clear about some boundary issues and to release the effects of chronic shock. I have discovered that the more I understand the effects of dysfunctional rules within my own life and body, the more I can intuitively sense their effects on my clients during Trager sessions, and the more I can help my clients heal themselves.

Notes

1. Anne Wilson Schaefer, *When Society Becomes an Addict*, Harper and Rowe, San Francisco, California, 1987, p.30.
2. Co-dependency is variously defined. This definition and the list of dysfunctional rules is based on Robert Subby, *Lost in the Shuffle*, Health Communications, Inc., Pompano Beach, Florida, 1987.
3. Schaefer, *When Society Becomes an Addict*.
4. Wayne Kritsberg, *Chronic Shock and Adult Children of Alcoholics*, Health Communications, Pompano Beach, Florida, 1985.

Upping The Wattage

By Lia Zara Aurami, Ph.D.

Is your Trager practice a part-time endeavor? Would you like to up the wattage, expanding your hours devoted to Tragering? Does that seem scary—or impossible for you? Let me switch metaphors here and offer you some thoughts to help you flap your wings a bit more and begin to soar!

First, ask yourself why you're a Trager practitioner. Is it an interest, or does it seem deeply connected to your nature, to your Life Purpose? Whatever healing modes you resonate most deeply with are the ones to expand. Not everyone is a candidate for a full-time Trager practice. Whatever "makes your heart sing" and makes you feel most ALIVE is what you need to be doing the most of!

Secondly, going full-time, or less part-time, is not something you try and "see whether it works". It is simply a choice. A deep, fundamental, primary CHOICE. If you try it without CHOOSING it from the whole of your Being, you'll see a lot of effort going out with not much return. If you CHOOSE it, heaven and earth will move to help you. The marketing actions you choose will be inspired—if you let them be.

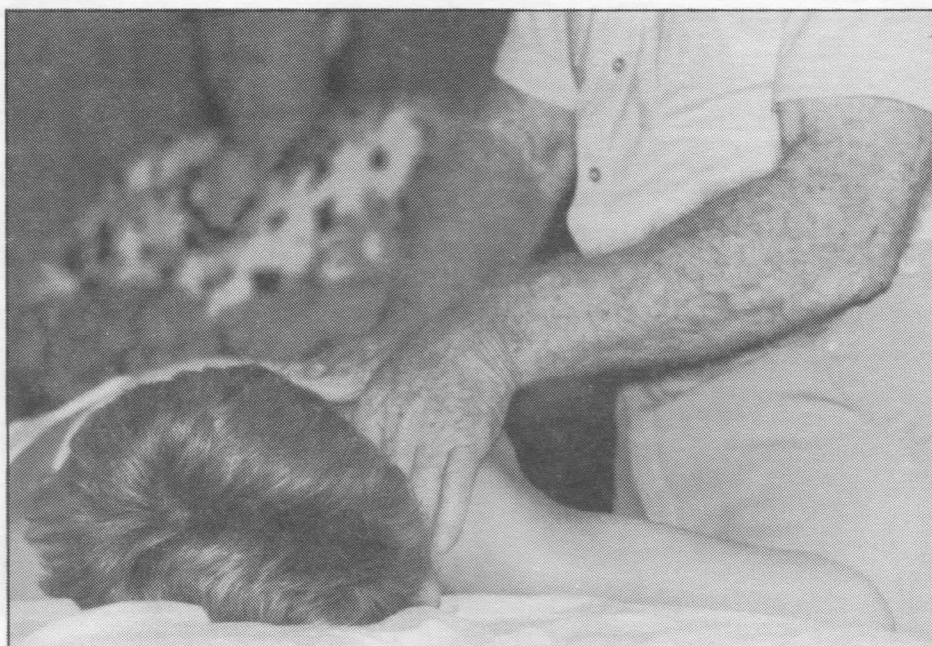
A third consideration is your support system. Some people succeed best if they burn their bridges and, to switch metaphors again, take a "sink or swim" approach to having Tragering be their only source of income.

Most people do better if their basic needs in life are met some other way, while they are building their practice. From a marketing standpoint, you will do best feeling you don't desperately NEED any particular potential client. People can tell when you NEED them, and they back off.

If you're good at Tragering, and you do it for enough years without sabotaging yourself, your practice will eventually reach full-time, even without much "marketing". "Upping the wattage" through specific marketing actions can shorten the time considerably, without sacrificing any of your integrity or the natural flow of things. The secret is your willingness to "shine more brightly". When you're willing, the rest is natural!

The marketing approaches I teach emphasize doing what is natural, comfortable, enjoyable, and low-cost. Tragering is difficult to explain, so brief advertisements don't work well—for their high price. Select from "publicity" approaches which are often free.

I strongly recommend that you keep track of the way most of your present clients discover you, and do more of whatever is working for you! Too often practitioners think they have to do



something wildly different or unpleasant. Not so!

If you enjoy talking with people, consider giving live presentations. If you feel dramatic, consider getting onto radio or TV talk shows. Media folks are looking for three qualities: passion about a subject, articulateness, and personal attractiveness. If some aspect of your work or self is newsworthy, in addition, your persistence will pay off in an appearance. And one appearance makes others much easier to obtain.

Other tips if you're going for media: have some specific angle, some particular result, rather than talking about Tragering in general. Have something specific people can send for or attend soon. Talk about benefits, not procedures. Your enthusiasm is ten times more important than what you say. Enthusiasm, benefits, and a phone number will take you a long way!

Do you love to write? Then write, for newsletters, newspapers, magazines, books, publications of any kind. Would you rather be talking with people informally? Then network through your own participation in clubs, organizations, classes you take, church, parties, and other "natural" ways to meet people.

In networking, the most important thing is to have a ten-word answer to "What do you do?" I suggest telling people you do whatever your most enthusiastic clients describe you as doing! "I'm told that I help people unwind and be able to do things with their bodies that they wanted to do but couldn't!" Wouldn't that interest you more as an opening sentence than "I am a practitioner of the Trager approach"?

The bottom line in such self-descriptions is that the other person be able to tell whether you are

relevant to their needs. Can the other person easily conclude "Oh, this is about ME"? Could the other person immediately think of three friends who might use your services? BE SPECIFIC ABOUT BENEFITS.

So first you decide whether you're the right kind of person to be a full-time Trager practitioner. Then you decide whether your support system enables this to be the right time to expand. Then you make the BIG CHOICE with every ounce of your Being.

And then you choose what's easy, natural, and fun for you that lets more people find out whether you can meet their needs. Marketing can be lighter and freer—and get you shining much more brightly!

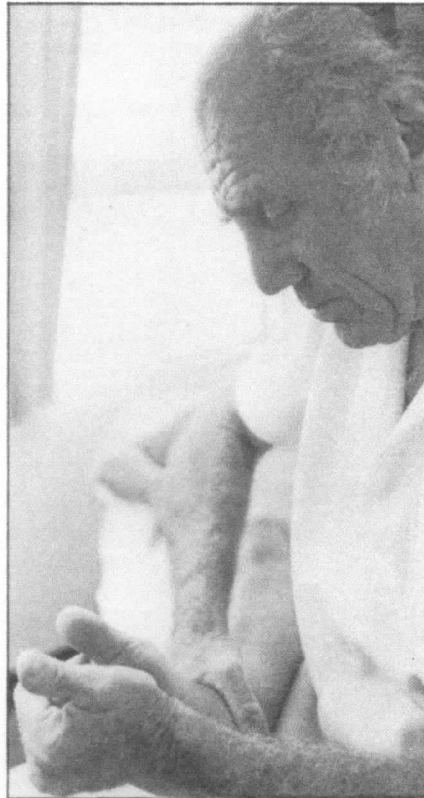
Lia Zara Aurami, Ph.D., uses many approaches to facilitate business expansion for providers of services which aim to increase health and consciousness. Based in Seattle, Lia works with these service providers on strategic and market planning, on prosperity consciousness, on health, and on the way to organize business activities. She offers channeled and "regular" individual consultations, workshops all over the country, and printed materials.

Lia is a certified Wingsong Consultant on personal and business issues. Her marketing advice for Trager Practitioners is included in the Trager Handbook. Please write Lia at: PO Box 45664, Seattle, WA 98145 for a free list of inexpensive booklets, description of services, and workshop schedule.

How To Start A Successful Trager Practice

Mark Snyder

Mark, a former engineer, is a Trager practitioner of three years' standing from New Jersey. He has a particular interest in the topic of dysfunctional families. This article is the first part of a two or three part presentation. This article is printed here with permission of the author who maintains exclusive copyright of this material. It may not be reproduced in any manner whatsoever without the author's express written permission.



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Seeking A New Regional Liaison

The Executive Committee

Judy Archer, after having spent more than a year volunteering her efforts as the Institute's first Regional Liaison, has stepped down. Her work was invaluable in pioneering the nature of, and clarifying the need for this position. And we want to express our appreciation to Judy for the donation of her valuable time and resources. Indeed, this article has been sculpted by much of her feedback.

Now that Judy has retired as Regional Liaison, we want to recruit a new volunteer to carry on and forward the good work which she initiated. The Executive Committee has reviewed Judy's input as well as considered the volunteer position's tasks and the qualifications of the person who would take on the job.

The development of the Regional Liaison position is part and parcel of the development of our regions. If there is one primary phrase which describes the job tasks it is "the facilitation of membership communication". Given this overriding function, the various tasks and ways this facilitation takes place are:

1. Keeping in personal contact, phone or written, with the different regions on a regular basis to find out what is going on.

2. Ensuring regular regional reports from the different regions for the newsletter, written by a local regional person or by the Liaison.
3. Keeping a finger on the pulse of the network.
 - A. Synthesizing that information into overview newsletter articles.
 - B. When wide-spread issues, trends, proposals, questions, or problem emerge from this pulse-taking, communicating to the appropriate members, staff and/or committees.
4. Referring individual complaints to the appropriate process, person, or committee.
5. Clarifying regional guidelines.
6. Identifying and facilitating inter-regional needs.
7. Maintaining a working knowledge of the structures, development, process and regional guidelines of the Trager Institute.

The kind of person who we feel can best perform these functions is one with the ability to clarify communications, assess complaints, develop efficient organizational and communication structures, motivate people to take positive steps to remedy their dissatisfactions, take initiative and, at the same time, be part of a team.

If this position interests you, and if you feel that you can bring the above abilities to the job, please send a note to the office in care of the Executive Committee. Include as much information about yourself, your experience, and your qualifications as you can.



Minnesota Regional News

Nancy Harold

1987 was a wonderful year of growth and change for the Trager community in Minnesota. As we ended 1986, each of us in the community had some personal connections with a few Trager friends—usually those with whom we had trained—and each of us had a personal commitment to the work. Yet, it was clear we wanted and needed more. We were missing the sense of community and mutual support which we felt would carry us further both professionally and personally.

Thus, we began to evolve a structure which could be fluid, changing, and able to meet our needs. We organized a group called *Trager Minnesota*. We requested a one-time dues assessment of \$25.00 to seed our "kitty". Trager MN meets quarterly and sends out a newsletter after each meeting. Well over half the Trager practitioners and students in the state have joined the group, and 8-10 people generally attend the meetings. Group responsibilities are shared so that no one feels burdened or overwhelmed by organization duties. The meetings provide us with an avenue to express concerns, discuss issues, and create and maintain relationships with each other.

A major decision of Trager MN has been to sponsor trainings collectively. Our first experience with that was an unqualified success. Betty Fuller was our guest, our teacher, and our friend for the Prac I Training. Expenses were paid out of the Trager MN kitty, and profits were returned to it. Because it was a community venture, all participants felt they had a personal stake in creating a climate of openness and warmth. Thus, from cleaning the room to preparing our communal lunches, we all worked together. Because of our positive experience in this venture, we plan to continue to sponsor other trainings in a similar manner, rotating the duties of coordination to other Trager MN members.

We begin 1988 with a sense of hope and commitment. We are looking at communal ways of using our funds—group demos, trainings, publicity and outreach, etc. With our feelings of support and "togetherness" anything is possible!



Al Fin En Mexico! (At Last In Mexico!)

Sara Atri

The Trager Approach has recently been introduced to the health professionals throughout the various regions in Mexico.

The first workshop occurred at an extraordi-

nary setting in the mountains near San Luis Potosi with sixty people, including psychotherapists and doctors.

I gave two demonstrations of the tablework with wonderful results that sparked the curiosity of all of the participants. They particularly enjoyed the renewing benefits of Mentastics that eased the fatigue of each day. Many individuals were truly amazed at the effectiveness and degree of relaxation they were able to experience.

In December, 1987, at the First International Congress for the Anniversary of Wilhelm Reich, just outside of Mexico City, Eloise Fernandez and I demonstrated the Trager Approach and Mentastics. The group consisted of over twenty therapists representing a variety of disciplines from all over the world. The response again was extremely positive, and curiosity was instilled in the audience. We have received many follow-up phone calls requesting further information. We anticipate many more people from Mexico learning and receiving the Trager work and becoming part of the growing Trager family.

New York Trager Network

Michael Butler

Our present structure as a loose association of friends, who share the values and practice of the Trager profession, without the imposition of any other membership requirements, allows us to include in our number all practitioners, students and friends of Trager in New York City, Long Island, parts of upstate New York, northern New Jersey, Connecticut, perhaps also northeastern Pennsylvania and western Massachusetts. As such, the Network is no more than a metaphor for the everyday contact between us and the hook-up exchanged.

It is our common relationship to Trager work which defines us as a group—127 present and former practitioners, students and others, who live now or who formerly lived within our geographical boundaries, who receive our Network newsletter.

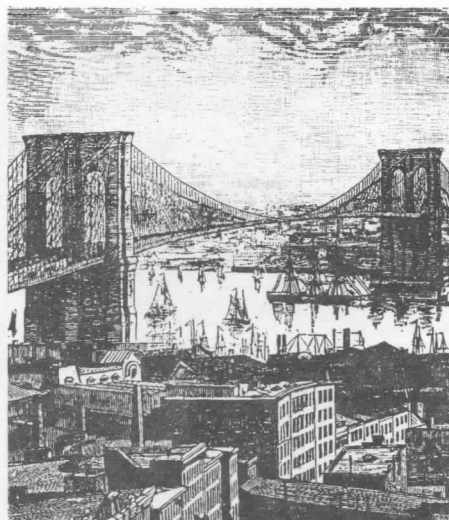
A few of us—ten to twenty at most—meet periodically to plan common activities: presentation of Trager work at health fairs; production of a possible cable TV program; development of our own brochure; conducting mailings. Of course there is room for new faces. We encourage participation from anyone who wants to come together with us to share and exchange information, skills, services, and resources, in support of our mutual growth and development along this path.

The Network, through the Enrollment Team, is also in the business of sponsoring professional Trager trainings in the New York area. To date we have successfully presented five beginning trainings. However, Ken Wieder—who established the Enrollment Team in December, 1985, after years of solo sponsorship—recently moved to Housatonic, Massachusetts, allowing the probability that the Network will begin to sponsor Intermediate and Practitioner I Trainings in 1988.

Introductory workshops are the primary means of preparation for entering the Trager training track by new students. They also have the potential for being a significant source of income for the Network, since each Intro Leader tithes a percentage of their earning in exchange for support with printing, mailing and advertising costs.

A basic goal of the Enrollment Team, in Roger Tolle's words, is that "we as a group make the training happen".

As Team Captain for the NY Trager Enrollment Team, and Treasurer of the account it shares with the New York Trager Network, Roger Tolle handles (with grace and aplomb) an inordinate amount of the daily business of both organizations, and the final responsibility for all administrative decisions.



Since January, 1987, when the NYTN came into existence as a separate entity, Roger has been foremost among its founding members for his dedication, through countless hours of volunteer service, to ensure the continuing development of the Trager profession in New York City. This Fall, his recent appointment as introductory workshop leader is placing him, more than ever at the hub of Trager activity in New York.

Several recent trainings have lost money. It is clear that there must be additional students, or other sources of funding, for the NYTN to continue its activities in the same way through Spring 1988.

At the same time, the effectiveness of our advertising and mailing activities must be critically re-evaluated. Currently, the NYTN maintains a profile ad in *Whole Life Magazine*, directing inquiries about trainings, workshops and private sessions, to our answering machine at the Center for Moving Stillness. Response to the referral service has so far been miniscule.

Along with a new issue of *Whole Life*, this Fall is also expected to bring the publication of the *New York Naturally* holistic directory, in which the NYTN features an ad. Trager Institute brochures, stamped with the NYTN address and phone number, are now beginning to be distributed as well. Hopefully these tactics will help spark more activity for the referral service.

Fund-raising possibilities such as a Network banquet, or a Trager marathon, will also be topics for consideration. There is also a continuing debate concerning dues for Network members.

Marketing Trager work doesn't require salesmanship, it just means being so positive about what you do that people naturally and spontaneously want to take part in it with you. Apart from its therapeutic value, and all else aside, I have a very simple reason for wanting to enroll Trager students: It's a path of spiritual growth.

News From The Chesapeake Trager Practitioners

Jean Hopkins

Our group, which began in 1984 with seven brave charter members, has blossomed over the last three years to an active membership of twenty-one. Geographically we represent Maryland, D.C., and Virginia. We meet monthly, pursuing our many goals which include sponsorship of Trager trainings, area advertising and public demonstrations of the Trager Approach, trades, resource sharing, and peer support.

Having exhausted our initial set of officers and task coordinators, we elected new, "fresh" ones last December, and continue to meet our objectives in an ever-ambitious manner. Recent bylaw changes extend our group further by inviting area Trager trainees to join us as student associates. We look forward to supporting the growth of our local Trager family.

In 1985, we named Betty Fuller as our first Honorary Member, in recognition of her pioneering teaching in our area and her enthusiastic support which sparked the creation of The Chesapeake Trager Practitioners.

In November, we were pleased to have a demonstration/exhibit booth at the Natural Living Expo in D.C. Organizers of the Expo praised our booth as the most professional in appearance. Our booth highlighted enlarged photos from the *Trager Mentastics* book, continuous showing of the Trager video, and hands-on demos of the table work by local practitioners. An article about the Trager approach, written by our own Joe Griffin, was distributed as well. This article has since been accepted for publication in D.C.'s *New Age Newsletter*, *Pathways*, and will appear in this Winter's issue.

Our upcoming events include a Trager Open House (January 17), and Intermediate Training and Practice Day with Sheila Merle Johnson (January 26-31), and a combination introductory day featuring an Introductory Workshop by Nina Johnson and a Mentastics Workshop by Joe Griffin (February 20). For the Spring, we have scheduled a Beginning Training with Cathy Guadagno (April 23-25; April 29-May 1) and a Practice Day (April 27). We hope to schedule a Practitioner I with Betty Fuller for October.

We extend our greetings to the larger Trager Family and Best Wishes for a Great '88!

A New Executive Director

Sheila Merle Johnson

The Board of Directors has initiated a search for a professional Executive Director, with special skill in the realms of marketing, fund-raising and organizational development. I am very excited about this step. You may read more about the hiring process in the Board's article elsewhere in this newsletter. This step represents a shift towards greater outreach into the community. It grows in part out of long-term feedback from members and committees as well as input from the recent Montreal conference. It is also based on my own assessment and the Board's evaluation that the Institute is ready to support this outreach and that we need additional professional expertise to accomplish it.

I have been filling the Executive Director position for a little over three years, as Acting Director for the first two years, then confirmed by the Board of Directors as Executive Director early in 1987. I have focused primarily on internal issues: upgrading our publications; clarifying and improving forms and procedures; troubleshooting with the staff; refining and building committee structures, work procedures and reporting; facilitating communication lines between committees, administration and the membership; working with class selection and scheduling, etc.

It has been a period of "putting the house in order." As greater order has become apparent and the major work on administrative process and the development of forms and procedures has settled down, I have been working more in the realm of programs and publications. The tasks I am now doing fall more into the real of a program director, and I have had more time to examine the role of Executive Director within the Institute. A seed thought from Board member Gary Beal led me to think about what benefits the Institute might derive from the expertise of a professional in areas we have not yet had the resources to pursue—advertising, fund-raising, marketing, etc. These areas seem crucial for the development of Trager work at this time, and they are areas which I believe require skills beyond those which I have developed. I am happy continuing to work in the program areas. I brought up the topic for discussions at Board and Executive Committee meetings. These discussion coincided with a sense of readiness for the Institute to move further in the direction of Practitioner support by focussing more on getting the word about Trager out into the world, and the happy result is the search for a new Director with special skills.



An organization needs a certain amount of internal cohesion, integrity and support before expanding greatly out into the world, and I believe we now have that. The Board of Directors is a dedicated working committee, with a good blend of skills from inside and outside the Trager community. The Executive Committee has expanded its Practitioner participation and has streamlined its working procedures. The administration is running much more smoothly and computerization is well in place. In-house publications have expanded and come out in a timely manner. The newsletter now includes more articles supporting the Practitioner and more communication from the operating committees of the Institute. The membership roster now comes out regularly in a clear format. The Training Track has shown its worth over the last two years in providing a network of trained professionals with ongoing skill development. The Trager Journals, the recently published books, and several articles from outside the Institute have provided a growing basis of solid written support for practice development. Many of the regions are organizing local support and outreach networks. A greater number of members are dedicating their energies to promoting Trager work and to developing needed Institute activities and structures.

A new Executive Director will not be an instant answer to our desires for the development of our practices, the trainings, or the Institute itself. New directions take time to implement, and there is still the problem of lack of resources. There is no

surplus of funds waiting to be spent on new goals; new funding sources will have to be developed. Also there are many areas of Institute functioning in need of further clarification and development. Some have clearly developed policies and procedures, such as those mentioned above, although even these are open to change. Others are in current development, such as the service mark guidelines for protection of the name, and regional guidelines to support regional development and prevent fragmentation and competition. Still others which currently exist in the realm of tradition, such as sponsorship and scheduling field trainings, may need to be developed into clear policies and procedures.

While a new professional Executive Director is not a magic solution to our issues, I think it signifies a major step in our development as an Institute and as health professionals. I am excited we are taking this step, and I look forward to the shift in my job. I expect to continue in the program area, at least for a while. I have learned a lot about myself and about organizations in these years as Director. It is an intense crucible for the application of hook-up. The lessons I have learned about objectivity, neutrality, cooperation, facilitating communication, accepting differences of opinion, de-personalizing conflict, and staying present without attachment carry over beautifully to my practice and my private life, and will bring learnings in the years to come.

Board of Directors

Jan Stevens, Gary Beal, Linne McAleer, Betty Fuller, and Conrad Knudsen

OUR SEARCH FOR AN EXECUTIVE DIRECTOR

Moving into a "new year" encourages many of us to reflect on our past and future directions. Your Board of Directors has been engaged in such a reflective process for the past couple months, focusing especially on leadership priorities for the Trager community. These priorities include developing broad acceptance in the world for Trager work, helping practitioners build successful practices and creating better structures to facilitate communication, cooperation and participation within our community.

Building on an initial suggestion from Sheila Merle Johnson, and much interaction and many meetings of minds, bodies, and spirits, we voted to set in motion a search for an Executive Director to help guide us toward these objective. We believe this change will enable the Institute to respond more fully to the needs of the membership. Aligned in the spirit of "hook up," the new director will have skills and enthusiasm to generate organizational cohesion, support for the professional practitioner, and develop sources for additional funding.

This person will enhance the management team

(Don Schwartz will continue as Administrative Director and Sheila Merle Johnson will focus on training and program issues) with additional qualification in leadership and organizational development. We believe it is an opportune time to accelerate the introduction of Trager into new areas of our society, and intend to add someone highly qualified to capitalize on the strong organizational base built over the years by Betty Fuller, Sheila Merle, Don, and all of the paid (and unpaid!) office personnel.

As always, we consider the membership a source of valuable ideas. So, if you are (or know of) a potentially qualified candidate(s), please contact the office before March 20th.

The following ad will circulate in publications and to other sources during the first quarter of 1988:

The Trager Institute for Psychophysical Integration and Mentastics is seeking a part-time Executive Director for its Mill Valley headquarters. Ideal candidates will possess familiarity with: bodywork, holistic health, or the personal growth movement; experience in organizational management; skills in fund-raising and budgeting; and abilities to inspire a dynamic, high-performing organization. Salary commensurate with contribution to the success of the Institute. Send inquiries or resumes to: 10 Old Mill, Mill Valley, CA 94941.

Our time frame for the selection process is February 15 through March 30. If you have any questions about this position or process please call the office or one of us directly.

Committee Meeting Dates

Don Schwartz

Below is a listing of our three major committees and their future meeting dates. Letters, suggestions and other input for all of these committees should be mailed to the Institute office. Executive Committee input should be in no later than two weeks before the listed meeting date. Instructors Committee and Board of Directors should be in no later than one month before the meeting date.

Generally, the Board of Directors meets every two months, the Executive Committee meets every month, and the Instructors Committee meets twice a year. For the meeting dates beyond those listed, please check with the Institute office. If you have any questions, especially on the form of your input, please call me at the office between 10:00 AM and 4:00 PM, Monday through Friday.

COMMITTEES	MEETING DATES
Executive Committee	April 11, 1988
	May 10, 1988
	June 6, 1988
	July 20, 1988
Board of Directors	March 30, 1988
	May 25, 1988
Instructors Committee	May 16-18, 1988
	September 20-22, 1988

The Brochure Committee: New Brochure Update

Maggie Eoyang

A new committee is beginning work on the Trager Approach brochure. The agency hired last year produced interesting but inappropriate copy for a brochure, so we are starting afresh, using that copy as background. Committee members are David Kest, with two years' experience in direct mail marketing and 5 years in newspaper advertising; Maggie Eoyang, with three years in press release and newsletter writing; and Sheila Merle Johnson, veteran of many brochure campaigns. Please let us know what you'd like to see in *your* brochure, and we'll keep those ideas in mind. Send ideas, praises, and released testimonials to: Maggie Eoyang, 421 49th St., Oakland, CA 94609.

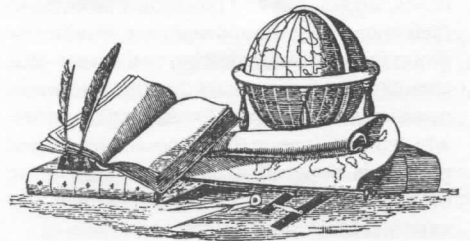
Seeking A New International Conference Committee

Don Schwartz

The time is nigh for a new committee to form to produce the next international conference. There are certain basic needs to be met for an effective committee. For instance, the committee needs to have a chairperson to coordinate all aspects of the conference production. There needs to be enough inspired Trager members in the chairperson's area to make up a conference committee. Finally, the location has to be close to a major metropolitan area so that it is easy for members to travel there from anywhere around the world.

Producing a conference is an exciting and

fulfilling experience as past chairpeople Gail Stewart, Mili Kari, Carol Campbell, and Louise de Montigny will happily testify. It takes real dedication and a willingness to give above and beyond the call of duty. Since we have had four conferences, there is now a wealth of information and experience to support the next committee. If you feel that you live in a convenient area, and that you can form an energetic, effective committee, please send in a proposal to the Executive Committee. Include as much information as you can about your resources and the vision you have of the conference.



Executive Committee

Henry Bornstein

After serving on the Executive Committee as an advisory member, Trager practitioner and practicing attorney Henry Bornstein has become a full voting member of the committee.)

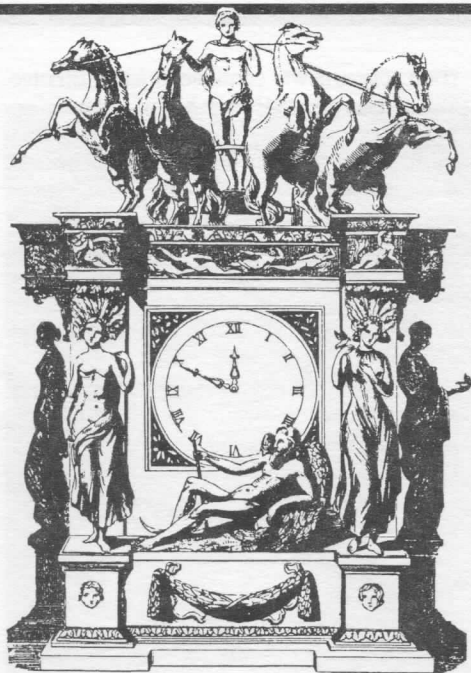
One of the constant themes that runs through discussions held at Executive Committee meetings is the need to keep in touch with the desires and opinions of the members of the Institute. To that end, we encourage each of the Institute's members to communicate his or her thoughts to the Executive Committee, so that decisions of the Committee can reflect the needs and wants of the membership at large.

Of course, we recognize that it is hardly practical to expect each member of the Institute to write a letter each time a thought occurs, and are therefore always seeking better ways in which such "feedback" can be practically received. One such "better way" occurs at each of the International Conferences, and happened most recently at the Regional Meetings at the Fourth International Conference in Montreal. Thanks to the efforts of Judy Archer and Linne McAleer in organizing the format of these meetings, the members of the Institute were presented with a "snapshot" of the ideas and concerns of their fellow members. A brief analysis of the results of the brainstorming session which occurred at the Regional Meetings was presented by practitioner Mark Snyder in the November, 1987 Trager Newsletter. Anyone who would like to see all of the data as it was presented at the Conference can obtain a copy by writing to the Institute office and enclosing \$2.00 to cover the cost of copying and mailing.

I thought that a description of how the Executive Committee follows up on the wealth of ideas, suggestions and concerns which are presented at the Conference, would not only be interesting for its content, but also for what it will reveal about the way in which the Executive Committee operates.

One of the important functions performed by the Executive Committee is to direct many of the issues, suggestions and problems that come to their attention to the appropriate committee or group for an initial evaluation of the issue; that committee or group studies the issue, and makes recommendations to the Executive Committee, which then acts upon the proposal. This referral process is designed to get input from those members who have special experience and expertise in the particular matter.

At the present time, the Executive Committee



is reviewing the proposals and suggestions for change that came out of the Regional Meetings at the Montreal Conference for referral to the appropriate committee or group, which will be asked to consider the proposals and submit a response to the Executive Committee as soon as possible.

In some cases, ideas meriting further study have surfaced at the Conference that do not presently fall under the scope of a committee of the Institute. In these cases, the Executive Committee will undertake to find people who are willing to donate their time and experience to the Institute by serving with others in a group given the responsibility of making recommendations relating to these new ideas.

As this process continues, the Executive Committee will keep the members of the Institute informed through newsletter reports, and will work to insure that the groups charged with making recommendations to the Executive Committee attempt, as far as it is possible, to formulate proposals that reflect the opinions and desires of the members, who after all *are* the Institute.

This process is already well under way with regard to certain of the suggestions made at the Conference. For example, a subcommittee of the Executive Committee is presently in the process of creating a new brochure to aid members of the Institute in their promotion efforts. This subcommittee has solicited feedback from members throughout the network on various drafts, and is moving toward completion of a general brochure. Similarly, certain specific trainings requested at the Conference such as sports applications of Trager work, and a Mentastics training, are presently in the development stage with pilot classes being offered to evaluate the response to such classes.

One area of great interest that is apparent from

the responses made at the Regional Meetings revolves around suggestions for changes in the present training track. The evolution of the training requirements has been a gradual process of constant evaluation and re-evaluation. Work began on formulating the training track as it exists today with the creation of the original Training Track Committee in 1981, which grew out of a perceived need to establish requirements that would insure that the quality of the instruction and the work itself would be maintained as the Institute grew in size over the years.

The Training Track Committee reported its progress at the Conferences held during the period when it was formulating its proposals, and repeatedly sought and received both suggestions and responses to its proposals from the members of the Institute. The dedication and hard work of the members of the Training Track Committee and others resulted in a training track being adopted in 1985 which both reflected the desires of the members of the Institute and insured that the quality of the teaching of the work, and the quality of the practitioners being trained, could and would grow as the work itself grew and expanded. After the adoption of the present training track, the Training Track Committee dissolved with its goal accomplished.

In the ensuing years, the Executive Committee has acted as an ad-hoc training track committee, handling specific issues as they arose. The proportion of comments and suggestions relevant to the training track which were made at the regional meetings, as well as other input which has been received from members, makes it apparent that it is now time to begin this process anew, by undertaking a comprehensive evaluation of the present training track in light of what has been learned since its adoption. To this end, the Executive Committee is looking to form a new Training Track Committee, which will be charged with gathering input from the members of the Institute and formulating proposals for changes to be made in the present training track.

The Executive Committee is presently conducting a "talent search" for people who are willing to offer their time and experience to the members of the Institute by serving on this important committee, which in conjunction with other standing committees, will be responsible for a comprehensive evaluation of the present training track.

As this process continues with respect to this issue, as well as many of the other issues raised at these Regional Meetings, the Executive Committee is pledged to insuring that the membership of the Institute is both kept informed and given an opportunity for input into the process. In this way, each of us can have a part in shaping the future of both the Trager Institute and the work itself.

Instructors Committee: Selection and Training

Gwen Crowell and
Sheila Merle Johnson

For the last couple of years, the Instructors Committee has been working on formalizing policy and procedures in the area of the selection and training of new Instructors. The following article describes the policies that have been developed and some of the committee's thinking about these issues.

HISTORY

In the early days, Instructor Trainees have been selected in a fairly informal manner. Either Dr. Trager or an Instructor would spot a particularly talented Practitioner, usually with teaching skills, and recommend them for training as an Instructor. Acceptance was based on perceptions of a person's "readiness" to teach, rather than on a defined set of qualities looked for in an Instructor. All of the current Instructors were selected in this manner, and almost all of them had previous careers which prepared them for teaching.

Since most of the early Instructor Trainees had teaching and group skills already developed, their training track, as well as their selection, was fairly informal. After assisting for some time, they co-lead Beginning trainings with an Instructor. Then, at some point, the Instructor group and/or Dr. Trager decided they were ready to teach. Not a great deal of consideration was given to projections of the numbers of Instructors needed to fill potential requests for trainings. The whole process happened informally and organically.

IDEALS

Over the last couple of years the Instructors Committee has felt it is necessary to define our goals for the Instructor training process, so that expansion of the staff of Instructors can take place in a conscious way that meets the needs of the whole. It is becoming increasingly apparent that the training of new Instructors takes much time and committed energy, not only on the part of the Trainee, but also from the Instructors who train. This is one factor that has caused us to re-evaluate our previous, less formal methods of selecting Instructor Trainees. The committee is also

attempting to handle current problems in organization and development before expanding the numbers of Instructors much further.

In this vein, a training track for Instructor Trainees has been developed, to ensure that all trainees receive a similar body of instruction and sequencing of responsibility. Also, we have now formulated a list of qualities that we would like to see represented in a candidate for Instructor Trainee. Both of these documents are available from the Institute office.

CURRENT MARKET FOR TRAININGS

As mentioned above, early Instructors were appointed as they appeared. Since there was ongoing growth in the number of trainings in the early years, new Instructors did not diminish the workload of previous Instructors for long. Lately, however, the Institute's resources have been concentrated on the development and support of Practitioners and Students, rather than on the expansion of markets for Beginning trainings. Also, new scheduling policies have been developed to diminish cancellations and better serve local populations. These policies have led to more conscious scheduling of fewer classes, attempting to find a pattern of Beginnings and Intermediates in each area that works with the least amount of cancellations. Both of these factors have led to a reduction of trainings scheduled throughout the network. So, more recently, the addition of new Instructors has diminished the number of trainings taught by other Instructors.

A recent poll of the nine present Instructors showed that, on average, each is presenting an annual number of trainings which is near or, for many, below the number of trainings they would feel most comfortable doing. The comfort had to do not only with economics, but also with the necessity of maintaining skills and with offsetting the large commitment of volunteer time and travel required of Instructors each year. So, the teaching staff is working at or below their mean, rather than near their maximum, capacity for trainings. Also, as the current Trainees become Instructors, an impact will be felt in terms of the number of trainings per Instructor, until the market for Beginning trainings expand appreciably.

Although at times sponsors of trainings may not be able to schedule their preferred Instructor at exactly the time they wish, some Instructors should be available for short-term scheduling at most times during the year—given the above findings. The Institute's committees are looking into specific regional needs for Instructors, and also at policies that would even better ensure the possibility of spontaneous scheduling of trainings.

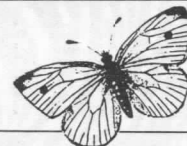
CURRENT POLICY

At the present time, with the annual trainings remaining fairly constant, or in reduction, the present staff of Instructors seems to be more than sufficient to meet the needs of the market. The Instructors Committee is therefore not responding to applications at this time. The marketing considerations discussed above are not the only factors that the Instructors Committee will be taking into account. We still intend to allow for a "shining star" who may, from time to time, come to the attention of the Instructors, including Dr. Trager, to enter the Instructor training track. This would be a person who excels in most—if not all—of the identified qualities of the ideal Instructor, a clear and obvious choice. The other way that enlargement of the Instructor staff would take place is that when an evident need in the marketplace develops, the Instructors Committee would, at that time, recruit people with the recognized qualities, or would publish in the newsletter that there would be a period of open application. We are aware that a shift toward more intentional marketing of our private practices is taking place in the Institute. We have been brainstorming ways to support that as well as ways to work with sponsors to better market the trainings. Our selection policies will be re-examined as these shifts take place.

PERSONNEL REPORTS

Bill Scholl of Austin, Texas, is a Provisional Solo Instructor. This is a period in which he teaches alone, and his feedback is reviewed with his Instructor Committee supervisor.

A Poem



Regina Wende

Regina is a Trager student from Nanaimo, British Columbia, in Canada. She writes, "Shortly after finishing my Beginning training, I was inspired to ask: How does it feel to give Trager? When these words came, I realized they also answered how it feels to receive Trager."

*bands like butterflies
lightly touching
there
as though not there
lending magic
dancing
like a thousand butterflies
in one*

Refund And Cancellation Policies

Don Schwartz

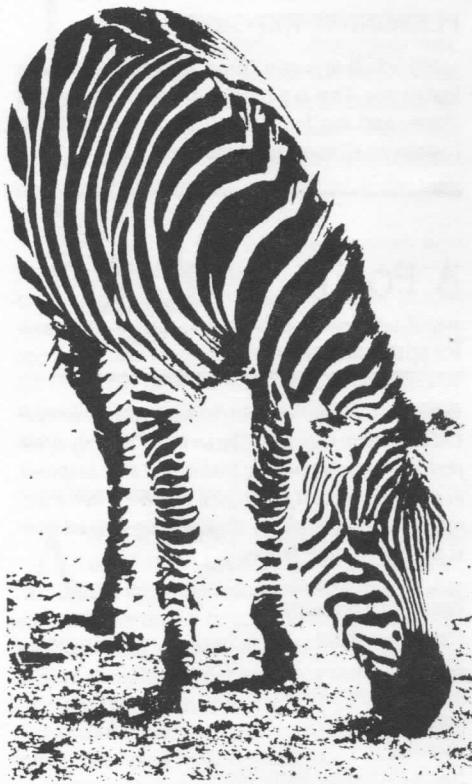
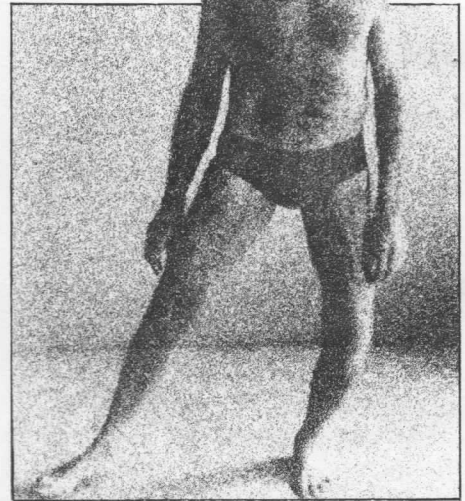
In addition to sponsoring Dr. Trager's classes, the Trager Institute sponsors Beginning, Intermediate, Practitioner 1, and other kinds of Trager classes at its facility. It is possible that we may sponsor these kinds of trainings at other places, too. Consequently, we are exploring our current policies for refunds and cancellations. We do have a dilemma for which we want your input. Occasionally, as a time for a scheduled class approaches, there are not enough registrants to justify the class. Near the class time, there may or may not be enough last-minute registrants for the class to happen. If there are enough registrants, the class happens and everyone is happy; if there aren't, then the class is cancelled, and everyone is unhappy and experiences various kinds of problems due to the cancellation.

One solution to the problem is to have a date four, five, or even six weeks in advance by which a definite go/no go decision is made. This would

enable registrants to make inexpensive, non-refundable airline reservations—as well as other plans—with a reasonable amount of assurance that the class will occur. If there is a minimum number of registrants by that date—8, for example—the class would go; if not, it would be cancelled, with no loss of non-refundable airline reservations, and still time for the registrants to make other plans.

One problem with this as a new policy is that members are not used to it. Many people tend to wait till the last minute to register for these classes, so there would be a much higher likelihood of cancellation. Also, for Intermediates and Practitioner 1s, participants would have to finish all their Tutorial recommendations and paperwork before the early registration date, to ensure the class would take place.

If a class is cancelled at the earlier date, there might possibly have been enough last-minute sign-ups to have justified the class. Whenever we have the decision date, there are going to be some people affected by it. What do you feel about this? What do you think is the best policy, and why? Your input will help us form a new policy, so please do let us know!



Educational Support Status Changes

Below is a list of members who have received new educational support statuses as of January, 1988. Our hearty congratulations to all, and good luck in your new role!

INTRODUCTORY WORKSHOP LEADER

Jan Andersson of Sweden
Don Bowers of Cleveland, Ohio
Jean-Louis Marie of France

MENTASTICS LEADERS

Antonia Faeh of Switzerland
Ginger Carney of Chicago, Illinois
Fawn Dutcher, California

TUTORS

Sigrid Grosskopf of Greece
Bayla Goldstein of Ontario, Canada
Jacques Hebert of Quebec, Canada

Office Activities

Don Schwartz

As always the office has been quite busy with its normal routines of processing new members, 1988 renewals, a schedule, a newsletter, and much more. We handled renewals a little differently this year by adding another letter to the process before the deactivation process, and the response to the reminder letter has been very good. We are working now to set up a production system for the roster which will expedite our mailing it out to you sometime in March—if all goes well!

The office is saying good-bye to Jenny Rocchi who has been handling t-shirts, etc; and we are welcoming Trager student Gayin Linx who is taking over Jenny's tasks. Gayin also knows French, so she will be assisting us in our communications with French speaking members.

THE TRAGER INSTITUTE

MEMBERSHIP ORDER FORM

We are proud to offer several new products: Milton and Cathy's new book, **Trager Mentastics**, Deane Juhan's new book, **Job's Body**, and three new journals. One journal is a new edition of the 1982 journal containing four introductory articles on Trager. The second Trager Journal contains 6 articles on Trager, some of them new. The third is French language journal with four articles on Trager. We also now have the Trager logo pendant in gold.

The Trager Logo Pendant (14K gold only)	\$66.00*
The Trager Approach (Video Tape)***	50.00
Trager Mentastics by Milton Trager, M.D. with Cathy Guadagno, Ph.D.	16.95**
Job's Body by Deane Juhan, M.A.	25.46**
The Trager Journal I or II	2.00ea
10 Copies or More	1.75ea
20 Copies or More	1.50ea
La Revue Trager I (Francais)	2.25ea
10 Copies or More	2.00ea
20 Copies or More	1.75ea

O R D E R B L A N K

All foreign orders must be in international money orders, drawn on an American bank, in US currency. Canadian orders may use personal checks in US dollars. Checks should be made payable to the Trager Institute.

NAME: _____

ADDRESS: _____

NAME OF PRODUCT	QUANTITY	PRICE EA.	TOTAL
Trager Logo Pendant			
Trager Approach (Video)			
Trager Mentastics			
Job's Body			
Trager Journal #1			
Trager Journal #2			
La Revue Trager I			
Sub Total			
California residents only add 6% sales tax			
Shipping & Handling			
GRAND TOTAL			

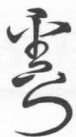
Shipping Information - by surface mail		
	U.S. & Canada	Europe
1 Bk.	\$3.00 each	\$4.00 each
2-4 Bks.	2.50 each	3.50 each
Video	3.00 each	***
Journals	1.00 each	2.00 each
2-5	.75 each	1.50 each
6-10	.50 each	1.25 each
over 10	.25 each	.75 each

Allow four to six weeks for domestic delivery, six to ten weeks for foreign delivery.

* price includes tax, shipping & handling

** price includes members 15% discount. Quantity discounts available from the publisher, Station Hill Press, Barrytown, NY 10011

***not available in European video format



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Mentastics In The Big Apple

Carol Campbell

The Mentastics class was truly a unique forum to deepen my Trager skills. Because of the format, many levels of Practitioner could work together. I have felt a greater understanding of the work, a different kind of being there. I now have more tools and greater permission to play and feel with clients. When I teach Mentastics, it is different—I feel such excitement and connection!"

I enjoyed the Mentastics class very much and it proved valuable in ways I had not expected. For one thing, it was particularly interesting to be in a class that included people from beginner to experienced practitioners. I was able to learn a lot about the wide variety of ways people were incorporating Mentastics into their work, and the way they approach the subject to clients. It was useful to have time to share experiences, very helpful to have uninitiated people to teach. I found it especially helpful to watch myself and others on videotape. The most valuable revelations were my inner understanding of Mentastics as a approach, not a series of movements to be learned. I finally learned to 'feel the weight'! I came to the class hoping to learn new movements, but came away knowing that the repertoire is infinite, and that even the smallest movement done in an inquiring way can make all the difference."

The pilot Mentastics class was an exciting exploration into the core of Mentastics. As a group, we shared experience, worked in pairs, and, as a group, brought 'clients' in from the outside, and gave and received feedback on body usage at the table. I now have more creative ways of conveying to my clients the integration between Mentastics and the tablework. I am interspersing the tablework with Mentastics more, using 'hands on' when teaching Mentastics, and I have a clearer verbal instruction."

Since the training, my work has gotten both more subtle and more profound. My clients and I have noticed it. I am more willing to take time out for myself during a session. The client benefits in two ways: a chance to assimilate the work, and my softer, gentler hands when I begin again. My sessions now have a more spacious quality than before in the same amount of time spent. I'm more interested in the long-term advantage of frequent time-outs, regardless of what activity I'm interrupting and despite the seeming inconvenience."

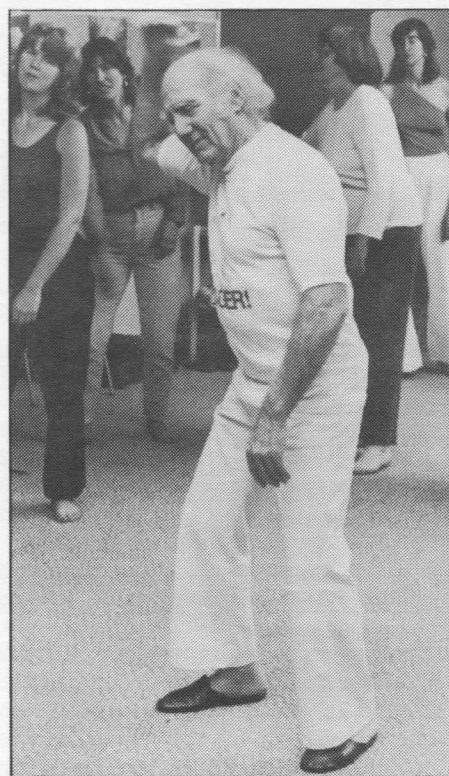
The pilot Mentastics class was a delightful opportunity to be inventive and experiment with adapting Mentastics and my way of being in book-up with another person. I loved your sense of spaciousness and allowing that supported us all to grow. It was wonderful to be in a class that ranged from students to tutors and feel that I could learn from anyone in the class."

What I loved about the class was learning in a situation where there weren't any new 'moves' to learn, but just deepening the experience of what we already had. I liked the video a lot. It was a very efficient way to learn. After three days of Mentastics I felt so soft, so trusting in book-up, so willing to keep finding and asking what is softer, freer, more peaceful, more beautiful, more pleasurable. I came back home and experienced that I had moved through my block about 'doing' Mentastics, that they were a part of my being, and not just another exercise."

The above comments are from folks who participated in the first pilot Mentastics class held November 17-19, in New York. There is not much to add to these eloquently stated thoughts and insights. I loved being in a class where there was such a strong feeling of collaboration among colleagues. There is a piece of my own learning process in each paragraph.

This class was the first in a series of three 3-day pilot Mentastics classes Sheila Merle Johnson and I are teaching. There are two more upcoming in March—see your latest schedule for specific information. Each class will experiment with

some different formats or ways of presenting the material. Some ways substitute other learning methods for the video. The class will then be presented to the Instructors Committee for review and evaluation. We hope this class will fit into the Training Track as a continuing education option. This class represents just one of several ways we are seeking to diversify and upgrade our Mentastics curriculum. If you have any thoughts or suggestions, please mail your comments to the Trager Institute office in care of the Mentastics Committee—currently composed of . . . you guessed it . . . Sheila Merle Johnson and myself.



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