

# Trager® Newsletter

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## Bravo for Milton's Book

Madeleine Terry

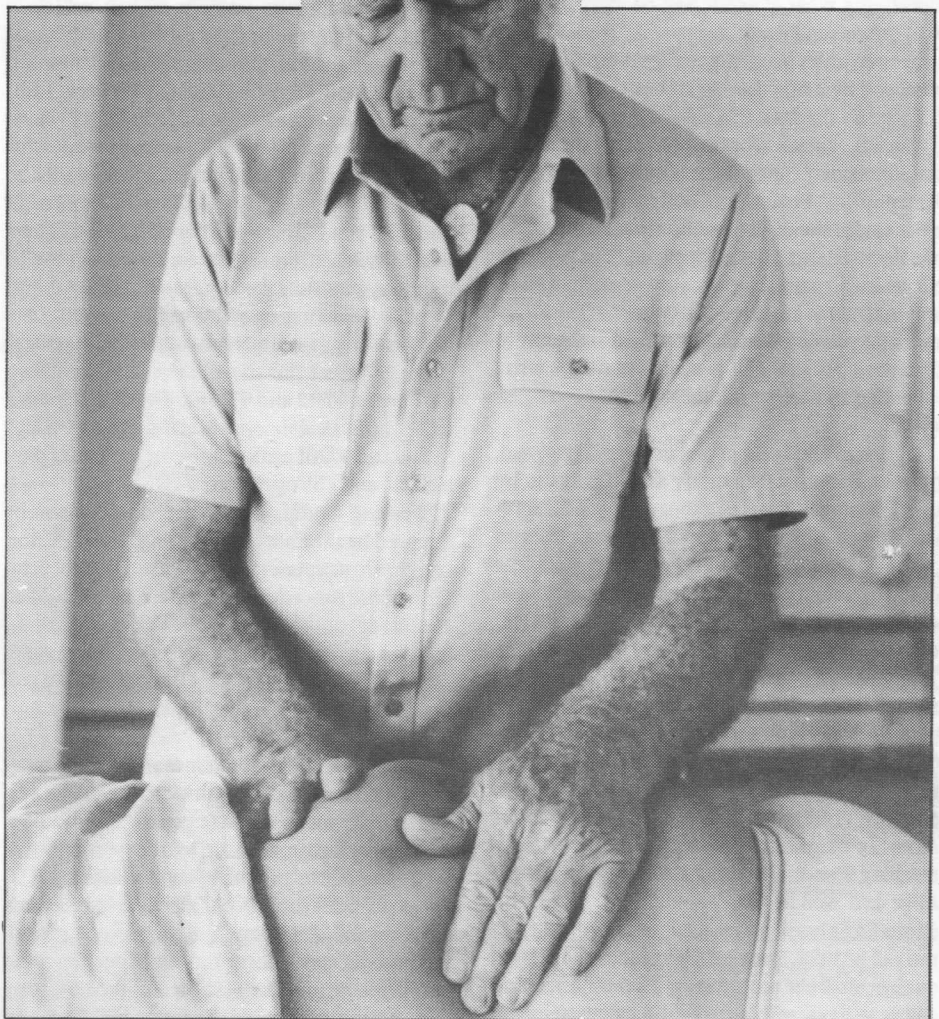
*Madeleine is a Trager practitioner from Richardson, Texas. Last February, she sent us the following note about her experience with Trager Mentastics. Madeleine's use of the book in conjunction with her practice is indicative of how Trager Mentastics is being incorporated by Practitioners in the promotion of their practices, Trager work in general, and the book.*

**B**ravo! for Milton's book! I placed my copy in my reception area and called it to the attention of my clients. They began coming early or staying after appointments to read it and began asking where to get a copy.

I contacted Taylor's Books, one of the major stores in Dallas, Texas, and spoke to the manager who referred me to the store's buyer. I explained to each that I was a Trager Practitioner; that I wanted a store near my office which would order and keep a stock of the book; that my intention was to notify my clients of its availability. The buyer verified with his supplier that he could get the book and ordered 15. He agreed to reorder when the supply dropped to 5. A week later when the books were due at the store, I followed up by dropping in.

There they were! and prominently displayed. My hope is that not only my clients, but the public, too, will be attracted to these books, and the message will spread. I share this story so other Trager Institute folk in other locations may also find a way to spread the word.

*Editors' Note: Publisher and Trager Practitioner George Quasha highly recommends all Trager members to call their local bookstore(s) and simply ask whether or not they carry "Trager Mentastics". This activity would stimulate interest and book buying on the part of the book stores.*



## Decoding the Insurance Puzzle:

### Practical Guidelines on Insurance Reimbursement Procedures for Practitioners

Chris Rosche

*Chris Rosche, M.A., M.P.H., is a Trager Practitioner from Cupertino, California (south of San Francisco), who specializes in consulting with practitioners and teaching workshops on third party payments. Chris welcomes telephone consultations and is available at 408-732-3376.*

*The following article deals with insurance processes in California. For more information about insurance coverage, look for Chris Rosche's comprehensive book, "Decoding the Insurance Puzzle", available this Summer. The book will have some national information as well. You should check in your own state for the local laws and procedures. Please communicate what you learn to the Trager office for future newsletters. Chris also presents seminars on this subject through Alive and Well in San Anselmo, CA, and Body Ease in San Jose, CA.*

**W**e are currently in an important transitional period for bodyworkers. Clients and health care practitioners are recognizing and utilizing our services in continued on page 2

Schedule Corrections See page 9  
Roster Corrections See page 15

## Decoding the Insurance Puzzle

*continued from page 1*

increasing numbers. Many physicians and other health care professionals find Trager to be an important adjunctive approach to their patients' overall treatment plan. As a profession we are identifying what is needed to be incorporated with the current health care system. Health insurance companies generally reimburse for services rendered by a practitioner of health care that is licensed by the State of California (chiropractor, physician, social worker, physical therapist, acupuncturist). Since there is currently no state licensing for Trager and bodywork, we must work under the direction and close supervision of a licensed provider of health care in order to bill health insurance for our services. We need to understand the language and culture of the insurance company system so that we may effectively communicate to them, as well as to clients what is needed to receive reimbursement for Trager work.

During my first year of practice as a Trager practitioner, the most frequently asked question by my clients was: "Can insurance pay for your services?" I began working in a chiropractic office as part of a team of multidisciplinary health care practitioners (chiropractors, physicians and acupuncturists working together) and the doctors were asking me to show them how to bill for Trager sessions. As I began my search to find the answers to the insurance puzzle, I found incomplete and contradictory information with a lack of consistent guidelines for practitioners. My research resulted in a workbook for practitioners, and my colleagues encouraged me to offer monthly courses on the topic. I am currently teaching at several bodywork schools, including Alive and Well in San Anselmo, California, and compiling a book on the topic to be published in the Fall of 1988. Students and practitioners have commented on the increased confidence and ability to work within the health care system that resulted from receiving this information.

After determining the appropriate procedure coding and billing terminology (e.g. using the words "neuromuscular re-education" instead of "Trager bodywork"), over 90% of all health insurance claims billed from the doctors' office were reimbursed.

The following guidelines will assist you in understanding and working with the current insurance system. Major medical insurance companies (such as Blue Cross, Travelers) as well as Workers Compensation insurance companies (they insure an employee for job-related illness, injury or accidents) require the use of procedure codes on their claim forms. These are numbers

designated as physical medicine procedure codes to identify a medical service or procedure. In California, two particular systems of codes used are called RVS (Relative Value Study) and CPT (Current Procedural Terminology). At this time, Blue Cross, Stateco and Workers Compensation insurance companies use the RVS system. Most other companies use the CPT coding system. For companies using the RVS system, Trager would be classified under the number 97200, which is office visit with therapeutic exercise, neuromuscular re-education, massage, etc. for 30 minutes, valued at \$30-42. 97201 is used for each additional 15 minutes, which is valued at \$8-13. Thus, if billing for one hour of Trager bodywork with the RVS system, the following numbers would be used: 97200, 97201x2 (for the 15 minutes x2 additional). If you bill for one hour using the CPT system, 97112 Neuromuscular Re-education for 30 minutes would be used valued at \$30-42 and 97145 is used for each additional 15 minutes. One hour of Trager bodywork would be coded as 97112, 97145x2 (for the additional 30 minutes). CPT codes 97112 and 97145 are intended for use under a physical therapy license, and RVS codes 97200 and 97201 are intended for use under physicians' and chiropractors' licenses.

Working under the license of a doctor or licensed health care provider (e.g. chiropractor, osteopath, acupuncturist) gives us the legal privilege to use procedure codes. The claims need to be billed from the doctor's office you work in, and the doctor needs to be present in the same facility you work at least 50% of any work week and be available at other times for advice and supervision.

The doctor initially examines and writes a treatment plan for the patient prior to the Trager session specifying diagnosis (e.g. neck and shoulder spasm, back pain, somatic joint dysfunction) as well as a frequency and duration of sessions (e.g., 2 times per week for 3 weeks and then once a week for 4 weeks). Each time a session is completed, the practitioner records the date, specifies what was done during the session and for how long (e.g., neuromuscular re-education with focus on neck and back, 60 minutes). *This is recorded in the patient's chart and becomes a permanent record.* The doctor provides periodic reevaluation (usually every 2-4 weeks) and records the patient's response to Trager in the chart.

When billing automobile insurance companies for personal injury/accident claims, you are not required to use procedure codes. In this case, you may bill out of your own office submitting a statement which includes your name, address and phone number, the dates and fees for each session and a description of your services. Remember to use the words "Neuromuscular Re-education" and submit your statement along with a prescription or letter of referral from the client's doctor

specifying how long and for what period of time the sessions are recommended. The doctors' office also needs to include the client's diagnosis on the referral letter along with any other necessary medical reports. Some practitioners have filed a claim for auto insurance reimbursement without needing a prescription or letter of referral from a doctor, and have received payment.

Always ask the client who comes to you with an automobile insurance claim if they have medical payment coverage on their own car insurance. This coverage will permit you to be paid every few weeks by their own car insurance company, and upon final settlement they will be repaid by the insurance company of the other driver. If you agree to wait for payment and there is no med-pay available on the client's own care insurance company, request a lien from the client's lawyer. This legal document will insure that payment will be made to you upon settlement of the case. This could take from several months to several years.

*By careful and considerate application of insurance company procedures, your work can be available to a significant percentage of the population who could otherwise not pay for your services.* Through effective communication to doctors, clients and insurance companies, Trager is becoming an important adjunct to a health care treatment plan. Practitioners find that their practice increases significantly and both doctor and patient satisfaction is enhanced. This satisfaction will be communicated to the client's family and friends who then send their family to you and the doctor. You are becoming an essential member of the adjunctive health care team.

*Trager Practitioner and Executive Committee Advisory Member Cheryl Wells also submitted an article on this subject. The following information is from Cheryl:*

The nationwide code for neuromuscular re-education (30 min.) is 97112 valued at \$30-42, and 97145 for each additional 15 min. valued at \$8-13. My clients understand that they are ultimately responsible for payment. Either they pay at the time of visit and I give them a statement to send to their insurance company, or the doctor's staff bills the insurance company as if the doctor had seen the client using the codes 97200/01. Payment is made to the doctor and the doctor pays me. Frequently insurance companies will pay only a portion and occasionally a claim will be rejected. A claim may be resubmitted. Sometimes they'll want my taxpayer's #, which is my social security #. If you have a question about what they need, call them. Trager can be covered if we INTEGRATE the language of the insurance companies.

## Liability Insurance Policies

Henry Bornstein

*Henry is a Trager Practitioner, Executive Committee member and musician from Berkeley, California.*

Liability insurance policies offer coverage to individual practitioners in the case of a client who is making a personal injury claim against the practitioner. In what is undoubtedly a tribute to the excellence of our practitioners, the built-in safeguards of Trager work and the standards of training and practice which have been created to protect both the public and the members of the Institute, there has not come to the attention of the Institute a single liability suit against a Trager Practitioner.

In order for such a liability suit to arise, however, it is only necessary that a client *believes* that the practitioner, in any way whatsoever, caused harm to him or her as a result of, or in the context of, providing services. Because of this fact, some people feel that it is prudent to obtain liability insurance.

Such insurance falls into two general categories. The first is professional liability insurance, often referred to as "malpractice insurance"; this is the type of insurance most often thought of in this connection, and covers the practitioner for injuries claimed to have occurred during the course of the session itself. The other type of insurance is comprehensive general liability insurance, which covers the practitioner against claims that a client was injured while on the premises of the practitioner's place of business, but not during the session itself. For example, this second type of policy would provide coverage against a liability suit brought by a client who sustained injuries due to a fall while climbing stairs located in the practitioners place of business.

Most people are familiar with this second type of policy in connection with "homeowners" or "renters" insurance policies, which are special forms of comprehensive general liability insurance. For people working out of their place of residence, it is important to realize that many such homeowners or renters policies specifically exclude coverage for claims made by persons who are on the property as a business client. In order to determine whether or not such coverage is provided by any particular policy, the language of the policy itself should be consulted. More homeowners or renters policies can be upgraded to offer coverage of this sort.

Although the Institute is not yet able to directly offer insurance to its members, the three organi-



zations listed below are sources of liability insurance. The first two are massage associations which offer professional liability insurance to their members; these associations have specific membership requirements which must be met before such insurance is available to Trager practitioners.

The third organization, Maginnis and Associates, is an insurance broker located in Chicago, Illinois, and offers, at reasonable rates, both professional liability insurance and comprehensive general liability insurance policies specifically for "Trager practitioners." Members calling Maginnis may ask to speak to Mr. Yule Mendoza. Please note that Maginnis can only insure practitioners residing and practicing in the United States.

The Trager Institute makes no claim regarding the quality of the organizations listed below nor the services they offer. This information is provided as a service to Institute members, and should not be construed in any way as an endorsement of the organizations or their policies.

American Massage Therapy Association	312-761-2682
Associated Professional massage Therapists	303-692-6571
Maginnis and Associates	800-621-3008

## A Trager Experience

Cynthia Harada

*Cynthia is a nurse and Trager Practitioner from Los Angeles.*

Last March 24th, six Southern California Practitioners—who have all learned Reflex/Response work—represented the Institute at the Traumatic Head Injury Program at Coastline Community College in Costa Mesa. In the audience were students, faculty and friends. One of the models in the November Reflex/Response class had been a student in this program.

After a brief introduction to the Trager Approach, Reflex/Response work, and Mentastics, the program continued with a demonstration by Trager Instructor Gary Brownlee. The subject was a young male student whose quick wit stole the show on several occasions. He has left-sided hemiparesis with contractures and no use of his arm or hand. His left leg was rigidly bent and he walked with a distinct limp and shuffle. Gary effectively demonstrated the subtle nature of Trager work and the subject responded beautifully. Throughout the presentation Gary fielded a large number of questions. With one particularly intense and insistent questioner he adeptly demonstrated verbal Trager work with his gentle, informative but non-intrusive responses. When he stood at the conclusion of the presentation, the subject responded to the recall of the feeling by allowing his heel to drop to the floor, and straightening his affected leg. His comments were "this doesn't feel like my leg," immediately followed by "will you work on my other leg now?"

Next, Adrienne Stone led the group in Mentastics. Imagine a huge circle of people in an auditorium and you have an idea of what a challenge it was for Adrienne to so clearly give her instructions. The participants "got the feel" and enjoyed the experience. Comments such as "this is fun", "my arms feel lighter" and, "I didn't know I could do this" were heard. Adrienne was assisted by Bunni Tobias, Harriet Katz, Lynne Oyama, Gary, Catherine Hillard (who was visiting from Alexandria, Virginia), and myself.

Lots of Trager literature was available. Of importance was the fact that we were able to introduce the Trager Approach to a segment of the population for whom Trager work can be most beneficial. The best part of the evening, though, was that we all had a good time sharing Milton's work with more of the world.

## Keeping 'Em Coming

Lia Zara Aurami, Ph.D.

Some Trager practitioners *keep* almost everyone who shows up at their door for a first session. Others, equally good at bringing 'em in, have a low return rate. What make the difference? Here are five possible factors. A little honest self-assessment and tuning up on them could make a big difference in your return rate and income. Also remember that clients who return are more likely to spread the word, so your business increases exponentially.

The hucksters of the world have proved that people will try anything *once*. No results, no return. So the first key factor is: Effectiveness/Competence/Quality of Your Work/Results. Let's dig deeper into this. First of all, "results" depend on "expectations." Do you help your first-time clients have accurate expectations of possible results? You can't unless you have taken the time to get a really good idea of their unique needs and wants.

Do you, then, get the anticipated results? The more rapid, visible, and dramatic the results, the more likely the person is to return and to rave about you. The best way I know to improve your competence/results is to *get more training*. Training helps you detect and meet needs, open more options, deal with more details, and, therefore, treat each client as a unique individual. You also become a better living example of the potential results of Trager work.

The second key quality which brings 'em back is: Rapport. Do your clients experience you as caring, comfortable, great to be around? Do you find out from them (perhaps indirectly) what *they* experience as evidence of caring, and give that to them? Are you a good example of a growing person, a model of expanding awareness and joy? Do you convey to your clients that they are fine just the way they are, *and* that they could also be *more*? Rapport is a two-way street, of course. You can be terrifically friendly, open, warm, enthusiastic, etc., but just not on that person's particular wavelength. You'll detect that. Perhaps you can refer the person to another Trager practitioner with whom they're more likely to have rapport.

A third strong determinant of whether a client returns is the person's own readiness to grow, and the rightness of Trager work as a method for this unique person. Sometimes—as you well know—people venture slightly beyond their readiness. On the other hand, I believe if they show up in your office, they're close to being ready for the changes Trager work can bring. You can help them sense their readiness and plan accordingly; perhaps another appointment set for a few months from now.

I believe there is a fourth factor different from either competence or rapport, and that is: Joy/Enthusiasm about your work, the rightness of Trager work as your way of serving people and of receiving financial support from them. The more strongly your joy and enthusiasm for your Trager work comes across, the more clients will be attracted to spend more time with you—almost independently of the results they experience directly! (This might be called "charisma.") You'll be changing them with your BEING as much with your DOING (although in Hook-up, there isn't much difference!)

Enthusiasm multiplies through training, communication, and association with other practitioners at meetings and conventions. You hear more wonderful stories of results. You know you can be of ever-increasing benefit as your competence grows.

The fifth key is much more direct: *Ask* people to come back! How simple! Yet it takes a lot of assertiveness to say, "I'd like to work with you more on . . . I think in several sessions we could make a big difference in . . ." Or, you could point out areas for improvement the person might not yet be aware of, and suggest working on those. Or, you might say, "In your next session we can focus more on . . ." This is something on which addition training can be most helpful to you, as you learn to detect more about each client, and can offer more possibilities for change.

*Believe and assume* the person wants a next session, and proceed to set the date and time as if that were already agreed upon. This is not being pushy, if you graciously take "no" for an answer. It is creating a bridge onto which the person can

step, or not. Far more clients will be grateful for your easing their path than will be offended by pushiness. Please learn the difference between loving assertiveness and pushiness. It will make a big difference in your like, work, and income! All of the most successful bodyworkers I know end each session by asking for the next one. Find a way to do this that's comfortable for you.

By the time you've tuned up on these ways to increase returns, you'll experience more returns than just client appointments. You'll experience more self-assuredness, more personal effectiveness, more joy—the returns are endless!

*Lia would love to know what topics you'd like to read about in her column. Write her at the address below.*

*Lia is a success coach for providers of services which aim to increase health and consciousness. Based in Seattle, Lia works with body, mind, and spirit: nutritional counseling, strategic and market planning, prosperity consciousness, business systems and organization, and income-building strategies. She offers channeled and "regular" individual consultations, and is a certified Wingsong Consultant on personal and business issues. Lia draws on 30 years' experience in psychology, education, and communication.*

*Lia offers workshops all over the country, and a number of inexpensive print materials on practice-building. For a free list of inexpensive booklets, a description of her services, and workshop schedule, you may contact Lia at: PO Box 45664, Seattle, WA 98145, or call, 206-633-5737.*



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## Trager Work With Members of Dysfunctional Families

Gayle Hannah

I am a Trager Practitioner in Maine, who works primarily with adult children from dysfunctional families. I also do counseling with them, and run workshops for adult children. I have found that both Trager and sound work can be very effective in releasing old stored-up emotions and assisting the client to free up energy for self-expression, and being who they are in the world.

I would like to hear from other Trager Practitioners who have had experiences with adult children from dysfunctional families. The material would be useful to me in writing an article on the subject. An example from my practice may help to generate some feedback. One client who is from a very strict Lutheran minister's family has had a great deal of responsibility since she was preschool age. From the time she was six her mother gave the care of babies to her, having them sleep with her in her room. For her, this sense of responsibility showed up in extremely hard, tense shoulders and upper arms. As I worked with her shoulders and arms using Trager, I also did some guided imagery, telling her she didn't have to carry those burdens any longer, and that she now had light, airy wings. The most amazing thing happened: In two sessions her shoulders went from rock to soft. She came back a week later, saying that her shoulders were looser, but very sore. I suggested that they had been so tight for so long that the nerves and muscles were too restricted for feeling, and that she was now feeling the soreness produced by those years of tension. The next week her shoulders were even lighter, and now they do not hurt at all!

Other people mention tightness in the chest and throat which, for them, is related to stuffing feelings, particularly grief. We don't need to know how these patterns formed, and most Trager Practitioners are not counselors, but their work definitely assists clients in psychophysical recovery. I want to see this work reflected in the literature on adult children from dysfunctional families, and the recovery process. So, I ask for stories, feedback, etc. I can be contacted at: R.D. 1, Box 1031, Kennebunkport, ME 04046, 207-967-5623.

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## Trager Work with Mrs. J.

Charlotte Levinson

*Charlotte is a registered nurse as well as a Practitioner from Toronto, Ontario, Canada. She's also a professional artist with experience in puppetry and mime. Charlotte uniquely combines the caring abilities of nursing with her creative qualities of performing artistry.*

Recently, I had the pleasure and challenge of giving Trager work to Mrs. J. She is a vivacious and highly motivated 52-year old woman who suffered severe multiple fractures in an accident last Autumn. Several surgical interventions were required to reconstruct her right arm and she also underwent intensive physio and occupational therapy sessions regularly three or four times a week.

Mrs. J. was referred to me by the rehabilitation department of a large medical centre when they reached an impasse with her progress. (I had made two presentations of Trager work there two years ago.) When she presented herself to me at the beginning of February, her right hand looked as though it were carved from wax and she had little use or mobility of the hand, arm and shoulder. Also, she experienced acute sensitivity, guarding, and severe pain much of the time for

which she took no analgesics.

At the start of the first Trager session, Mrs. J. could hardly be touched anywhere in the upper right quadrant of her body. By the end of that memorable session, I was able to work her lightly everywhere, and the acute sensitivity never returned. In the second session, we focussed mainly on softening the elbow contracture and hand, and mobilizing the shoulder, along with basic overall Trager work for general relaxation. She learned some Mentastics and "munching" which she did on her own.

After the third session, Mrs. J. remarked that she had begun to feel like her right arm was "her own" again for brief periods of time. After the fifth session, she announced that it was "her arm," happily gesticulating with both hands freely and with equal dexterity. In fact, by just observing her while she spoke in her customary animated way, it was impossible to identify which arm had been injured. By the seventh session, she was tending to most of her former functions at home, including driving her car.

For Mrs. J. there remains residual weakness in lifting the arm fully to the side and, due to the mechanics of the surgical reconstruction of her elbow, there may always be some limitation at either extreme of bending her arm. However, she is delighted with the results achieved through Trager work and Mentastics, and has returned to the rehabilitation department for strengthening exercises. Where she goes, Mrs. J. sings praises for the Trager approach.

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## Educational Support Staff Applications

Marcia Koski, Registrar

The educational support staff positions include: Tutors, Introductory Workshop Leaders, Supervised Practice Leaders, and Mentastics Leaders. Many members have asked for applications for these statuses long before they have met the basic prerequisites for application. A complete list of prerequisites, selection criteria, application processes, and training programs for each status can be found in the new edition of "The Trager Handbook" due in mid-1988, or is available from the office.

All these statuses have as prerequisites, at least Practitioner status and substantial amounts of assisting and training experience together with specific recommendations. In addition, Tutor Trainee applicants need 2 or more trainings of Practitioner 2 level or above, plus 3 years experience as a Practitioner. Tutor Trainees who are accepted then go through an extended training program. Supervised Practice Leader applicants,



need to have Tutor status *before* applying. Introductory Workshop Leader applicants need 2 or more trainings of Practitioner 2 level or above. Mentastics Leader applicants need at least 1 Practitioner 2 class. Mentastics Leader applicant prerequisites are likely to be increased in the near future.

This is a minimal and incomplete description for each of these statuses. It is to be taken as a very general indication, and full information for any given status should be in hand before consideration application for any status.

## Get Fit For Business

Lynette Brannon and Jann Girard

*Jann is a world class professional triathlete who has been active in competitive sports for 19 years. She offers us the unique perspective of being Tragered as an athlete, coaching Tragered athletes, and is currently training to become a Trager Practitioner. Lynette is the well-known Trager Practitioner from Austin, Texas, who specializes in the application of Trager work to sports and athletics.*

A successful Trager and sports practice requires a thorough understanding of bringing the elements of sports and Trager together. The Trager philosophy signifies ease, freedom, lightness, grace, and developing the mind. The sports world incorporates the qualities of harder, faster, stronger, being competitive and aggressive, and primarily developing the body.

An athlete will typically gauge expected training and race performance on how his/her body feels prior to the workout or race. In contrast, we begin with the mind and channel that to the body. How do we successfully bring about the unique marriage of these seemingly polar opposite views, behaviors and attitudes? Although there are many elements that go into this combination, the primary foundation is involvement in your own fitness program . . . ultimately, one that gives you a similar experience to the athletes with whom you will be working. Personal training gives you knowledge and skills that will help you relate to the athletes and further develop your own athletic talents. Here's why: You'll get a sense of how it feels to be athletic—strong, fast, powerful, energetic, and pushing to meet a goal. Sharing this experience is an excellent way to make the connection not only between Trager and sports, but also between yourself, the athlete, the activity and Trager. In addition to enabling you to understand what the athlete is going through, active participation also develops trust between you, the Practitioner, and the athlete.

Choose a sport or an area that you like. Participation in that activity gives you constant contact with others who are doing the same thing. Read information about that area to further increase your scope and to stay knowledgeable, enthusiastic and effective.

The next logical step is to begin training and practice if you haven't already. This is not meant to be a complete training program. Our intent is to get you moving in the right direction. It is always wise to check with your physician before beginning a fitness program. Then consult a



*Felix Rippy and Lynette Brannon go over his times for a workout.*

reputable local fitness coach or call/write us for further information.

A fitness program means an aerobic, ongoing, scheduled workout program designed to help you meet a specific, active goal. Therefore, you need to outline your long-term goals (i.e. run 3 miles in 24 minutes, bike 15 miles an hour; to be accomplished several months down the road). Your short-term goals (daily/weekly) help you to progressively attain your long-term goal. During your workouts, experience the impact that Trager has on your mind and performance. This very important understanding allows you to teach the athlete how ease, freedom, and developing his mind actually help him become faster and stronger.

Design your own Mentastics program to fit your training schedule. You will discover how Mentastics contribute to ease, efficiency and comfort on the run, bike, etc.

The role of the Trager Practitioner is not to change how athletes think or what they do, but to give them suggestions and tools to help them enhance their way of thinking and ultimately their performance. We have seen the impact of Trager on sports medicine and training. The successful Practitioners seem to be the ones who are fit, have knowledge about the sport, and have a lifestyle that reflects the world of Trager and sports.

The following articles are available by sending us a SASE and \$.50 per article:

World of Tennis

Trager Athlete - Part I (Runner/Triathlete News (RTN))

Trager Athlete - Part II (RTN)

Video Feedback: Chiropractic View (RTN)

Video Feedback and Trager (RTN)

Heart & Sole - Part I (Understanding heart rate and training zone)

Heart & Sole - Part II (Interval Training)

The World of Tennis, The Trager Athlete and "Train Smarter Instead of Harder" are all available in French translations. The Trager Athlete and "Train Smarter Instead of Harder" appear in the Trager Journal II. Please order this journal from the Institute if you want them in English. Please see the order form in this newsletter to place your order. If you want any of these three articles from French, please order them from me.

Call or write for more training information from Coach Percy, Jann or Lynette to:

Lynette Brannon  
1825-A Waterston  
Austin, TX 78703  
U.S.A.  
512-480-0362

## Hello From the New Executive Director

Carlo Rossi

I am extremely excited and enthused about having been selected as the new Executive Director of the Institute. First of all, my name really is Carlo Rossi. I am the great-grandson of the co-founder and first winemaker of Italian Swiss Colony Winery. I am a native Californian, residing in Santa Rosa, with my wife Martie, and our two children, Erin Lee (5½ years) and Kevin Carlo (18 months).

My background includes an elementary teaching credential, an undergraduate degree in Journalism and Business, and fifteen years experience in the area of non-profit administration and fundraising. Most recently I was a partner in my own firm that provided management services to professional associations and non-profit organizations. Prior to that I spent six years as the Executive Director of United Cerebral Palsy Association of the North Bay. I am very much a people person; my management style is best characterized as a team approach to problem solving, and I get a real kick out of fundraising, brain storming, and strategic planning.

I feel very fortunate to be part of the team here at the Trager Institute. I am very impressed with the people I have met and the incredible spirit that is always present here in the office. I look forward to meeting and working with many of you and I hope that you will feel free to call me and say hello. I look forward to the challenges that this position holds, and know that we will continue the outstanding work that Betty, Sheila Merle, Don, the Board of Directors and all of you have done.



L. to R: Carlo Rossi, Sheila Merle Johnson and Gary Beale, Member of Board of Directors.

## Farewell and Hello

Sheila Merle Johnson  
Executive Director,  
October, 1984 - April 28, 1988

The process of finding a new Executive Director has passed smoothly, quickly and beautifully, and has resulted in the recent hiring of Carlo Rossi, an exceptional person with a wealth of experience and skills in the non-profit management arena—especially fundraising, organizational development, and marketing. You can read more about Carlo in his own article elsewhere in this newsletter.

I am very excited and pleased with this shift. It brings me to say farewell to a title with a large array of responsibilities which I have held primarily with pleasure for over three years, and to say hello to a new title, that of Program Consultant, with a more focussed set of tasks, in programs and publications, that appeals to me greatly at this point in time. Also, it allows me to say a warm hello who will be bringing attention to some new and needed areas of development within the Institute.

In leaving this position, I want to thank Betty Fuller, not only for asking me to take over this job, but especially for the large amount of support and confidence she has given me over these years. I want to acknowledge Milton and Emily Trager in this regard as well. The office staff deserves some kudos, too. They have been easy to work with, and open to feedback, and willing to change, learn, and grow—always with humor. The Executive Committee has been a support as a sounding board, particularly Carol Campbell and Gail Stewart who have often acted as personal consultants for me. Certainly, not least among those I



Sheila Merle Johnson and Elna Adams, Standards Committee Chairperson.

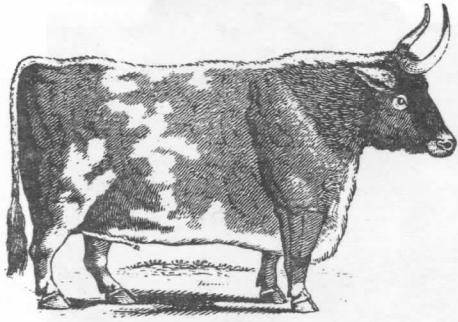
think of as I change jobs, are you Practitioners and Students around our network who have personally communicated your ideas, acknowledgements, suggestions, etc. You have been very important to me and I hope that communication will continue.

In bringing this phase of my work with the Institute to a close, I cannot praise too highly the contributions of the Board of Directors. I have had a great deal of respect for their responsive and responsible stewardship of the Institute; and I was moved by their work in hiring the new Executive Director. Under Board member Gary Beal's guidance, the Board and the Executive Committee brainstormed—based upon membership input—Institute visions and goals as well as the capacities and qualities needed in a new director to implement these goals. There are the goals developed that day:

1. Making Trager work successful in the world.
2. Operating with a sense of community, in Hook-up.
3. Financial abundance.
4. Manage Institute.

Then, based on the needed qualities and capacities, the Board developed a varied set of questions to ask each interviewee, which included assessing the correspondence of the applicants' values with Hook-up. The 2-hour interviews with each of the four finalists were held in such an atmosphere of Hook-up and clarity that two applicants communicated much later that the time spent with the Board was of such quality that getting the job didn't matter.

Out of this harmonious living process the Board chose Carlo, and I believe this move is the beginning of yet another stage of development of the Institute and expansion of Trager work in the world.



## Office Activities

Don Schwartz

The office is pleased to welcome Carlo Rossi aboard as our new Executive Director. Sheila Merle, Sandra, Marcia and I look forward to working with Carlo on—amongst many other things—improving and growing our office functions, and, therefore, our service to you. Please see Carlo's introductory article in this newsletter. Sheila Merle will continue in the area of programs and publications. Please see her article in this newsletter, too, for further information.

I want to make a very public acknowledgement of two of our primary office workers, Marcia Koski, registrar, and Sandra Rugoff, administrative assistant. Sandra and Marcia field most of our incoming calls and mail. They have, over the last year, shifted their administrative and clerical tasks from manual systems to computerized systems. They both have done a great job of adjusting to new levels of demand and complexity, and, in addition to learning to operate our programs, have made valuable input into the forms of these programs. Although there will always be refinements and improvements in computer hardware, software, and our abilities to use them, I am happy to say that our office computerization is virtually complete—thanks to Marcia and Sandra!

Now that the renewal period is over, the office is breathing a little easier. We will take this June and July to look at how the renewal process went and to plan improvements. Speaking of which, for Practitioner members, *remember* that you can make things *less hectic* for yourself, for the office, and for the Tutors by getting your tutorial and four sessions this Summer and Fall rather than at the end of the year. I heartily encourage all members to call or write the office with your questions about continuing education requirements—especially the training requirements. The sooner you ask your questions, the better!

We released our annual membership roster much earlier this year, and it had a small number of errors. For those errors we do apologize, and you may see corrections in a separate article in this newsletter. We suggest that you incorporate

these corrections into your current roster. Next year's roster will be organized in a slightly different manner. As a way of honoring the international nature of the Trager Institute, it will be formatted in terms of *nation*, and the nations will be alphabetized. The United States, for instance, will appear under the U's. The organization *within* nation, however, will most likely remain the same.

Speaking of rosters, we have recently refined our computerized geographical Practitioner roster. We now can locate Practitioners by city within states. This vastly improves our speed and ability to make Practitioner referrals to the public and to our members.

The *East West* magazine article, "Moving with Milton Trager", generated a healthy response from the public. The office received somewhere between 300 and 350 inquiries for Practitioner referrals and trainings. *East West* and the author, Richard Leviton, have gracefully given us permission to reprint the article for our members. Please see the reprint announcement elsewhere in this newsletter for details on how to order the reprints.

We received very good feedback from our last newsletter. What makes a good newsletter are an aesthetic graphic display and good articles. You, our members, make those articles. So, I want to appeal to Students and Practitioners alike to write short pieces about your personal experiences with particular clients, or particular kinds of clients, special work settings, professional relationships, third party payments, marketing tools, phases of your training and learning, etc. Our office is the hub of a large communications network, and this network—via the newsletter—offers everyone the opportunity to share their valuable experiences.

Another element in the making of a good newsletter is high quality photographs, and, quite frankly, we are starving for them. I use that dramatic term because although we do receive quite a few *color* photos, they do not reproduce well in print. We need *good quality, black and white photos*—not too dark or too light. We have so many trainings and regional meetings that occur every month in our worldwide network. Pictures from these events would bring us all closer together. Thanks to Henry Bornstein we have some good photos of the Executive Committee and office staff for this newsletter. So, if you send in an article, we need a black and white picture of yourself. Also include a brief description of yourself as an introduction to your article.

Having said "hello" to Gaylin Linx as our t-shirt and publications woman, we now must say "good-bye" as she will be moving on to Mt. Shasta in June. It's been a delight having Gaylin work at the office, we will miss her, and we'll let you know

about the new person in our next newsletter.

Projects currently in the works at our office include our first revision of "The Trager Handbook", revised and clarified service mark guidelines, regional guidelines, and publicity guidelines. Since it will be some time before you receive the new guidelines, I encourage you to give me a call if you have any *questions or concerns about the use of the service marks*, and the development of individual and group promotional literature and events. By the time you receive this newsletter we will be working on our Summer training schedule. We have been on a long and rocky towards having our schedule 100% generated by our computer. The slow transition has made us more vulnerable to errors, and I refer you to the schedule errors section of this newsletter for corrections from our last schedule. By the end of this year we hope to have the new, fully-computerized schedule production system in operation; and, at that time, we hope to decrease our sins of omission and commission. We are beginning an initial exploration of having envelope, stationary, and business card templates at our printer for the making of custom print orders for our members. This would mean that current Practitioner members could order these items with our service marks and your name and address. I'll relate more about this as it develops.

As always, the office is in need of volunteers—especially in the mailing department. Virtually all of our mailings are done now by the office staff, and one or two volunteers on a mailing day would *really take the edge off*. We are now using an international mailing service called TNT Mailfast. This service should improve our international delivery time, and will handle our large, international packages to you in a kinder as well as more expeditious manner. Speaking of international mail, Sandra and I thank all the international members—especially Mirianna Hartsong—who put beautiful postage stamps (rather than meter strips) on their envelopes. We both collect those stamps, and we really appreciate the great work all the countries put into their stamps.





## 1987 Financial Report

Jan Stevens and Don Schwartz

	MEMBERSHIP	TRAINING	TOTAL
INCOME	\$104,300.	\$196,300.	\$300,600.
EXPENSES	\$101,400.	\$190,000.	\$291,400.
NET	\$ 2,900.	\$ 6,300.	\$ 9,200.

In 1988, we are changing the way we keep our accounting records to match income more closely to its source. Membership dues will be shown as income for the related membership year. For instance, 1989 membership dues received in 1988 will be shown as 1989 income rather than as 1988 income. Training deposits will be shown as income only at the time that the class occurs. Previously, we were showing these two categories as income as soon as the cash was received. Subtracting 1988 dues from the above figures would reduce membership income by \$45,783., and subtracting '88 training deposits received in '87 would reduce training income by \$14,950.



## Changes in the Elite Athlete Project

Due to a number of circumstances, Lynette Brannon, of Austin, Texas, has withdrawn her Elite Athlete Project from Institute sponsorship. This means that the Institute will no longer receive and disperse funds for the project; however, Lynette will continue to apply Trager work as part of an integrated training program, to obtain reports and measurements, and to share her findings and discoveries with us through newsletter and journal articles. Those who are interested in Trager work with athletes are encouraged to contact Lynette.

## Pilot Mentastics Class Update

Carol Campbell

Sheila Merle Johnson and I would like you to know of the extension of the pilot phase of our three-day Mentastics class. The enthusiastic response of 55 Students and Practitioners who have attended classes so far is very exciting. The extension of the pilot phase will allow us to continue to fine tune the format in preparation for presenting the class for evaluation to the Instructors Committee at the September, 1988 meeting.

The class is structured around the deepening of your personal understanding of Mentastics, and the skills needed to teach Mentastics effectively to your clients. It is currently open to all levels of Students and Practitioners. Along with other creative teaching formats, we incorporate the use of video for self-examination, and we build in a "learning clinic" session—with people from outside the class when possible. The class is currently offered at \$175. since it is a pilot project. At this time, the class does give 20 hours of Mentastics class credit which can be used as a substitute for one year of Phase A Practitioner continuing education training requirements.

Here are the dates of the next classes:

## TEACHING MENTASTICS

**July 28-30 Mill Valley, CA \$175.**  
Sheila Merle Johnson & Carol Campbell  
CONTACT: The Trager Institute NOTE: \$25 discount in total cost if also taking adjoining Mentastics and Tablework class-See below for date.

**Aug 8-10 Washington, D.C. \$175.**  
Carol Campbell  
CONTACT: Toni Leizear, 9206 Connell Ct., Columbia, MD 21046, 301-381-5674

**Aug 26-28 Los Angeles, CA \$175.**  
Sheila Merle Johnson  
CONTACT: Gary Brownlee, 12025 Beatrice Street, Culver City, CA 90230. 213-823-2836  
Note: \$25 discount in total cost if also taking adjoining Mentastics and Tablework class. See below for dates.

## MENTASTICS AND TABLEWORK

**July 27 Mill Valley, CA \$ 75.**  
Sheila Merle Johnson & Carol Campbell  
CONTACT: The Trager Institute Note: Discount if taken with adjoining teaching Mentastics workshop. See above.

**Aug. 25 Los Angeles, CA \$ 75.**  
CONTACT: Gary Brownlee, 12025 Beatrice Street, Culver City, CA 90230. 213-823-2836  
Note: Discount if taken with adjoining teaching Mentastics workshop. See above.

## Schedule Corrections

Don Schwartz

Due to a computer error the following Deane Juhan anatomy classes were not listed in the April schedule. Our apologies to Deane, the sponsors, and you for these omissions.

**July 8-10 Orcas Island, WA \$225**  
Trager Body, Part 2  
Contact: Note, this is a new contact person. The training has been moved from Seattle. Jack Blackburn, PO Box 451, East Sound, WA 98245, 206-376-2945

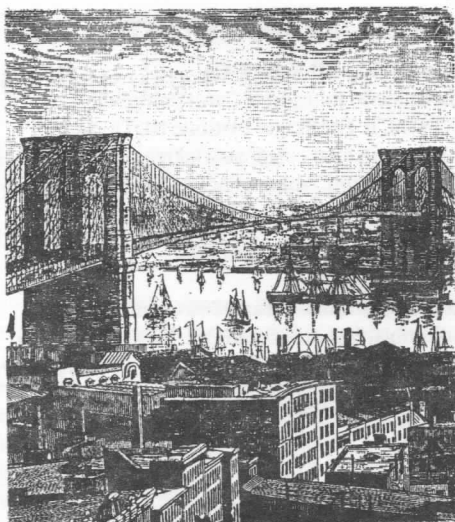
**Aug. 20-22 Indianapolis, IN \$225**  
Trager Body, Part 1  
Contact: Beverly Cox-Eland, 5010 N. Winthrop Ave. Indianapolis, IN 46205, 317-283-2551.

**Aug. 26-28 Indianapolis, IN \$225**  
Trager Body, Part 2  
Contact: same as above.

**Oct. 15-17 Ft. Lauderdale, FL \$225**  
Trager Body, Part 1  
Contact: Shirley Kuhn, 50 S. Sewalls Point Rd., Stewart Florida 33494, 305-286-8708 or Regina Kujawski, 6610 NE 21st Terrace, Fort Lauderdale, FL 33308, 305-491-8519.

**Oct. 20-22 Ft. Lauderdale, FL \$225**  
Trager Body, Part 2  
Contact: same as above.





## From New York

Elizabeth Wieshofer

The New York Trager Network is meeting regularly once a month to come together as a group and share our concerns and discuss issues as Trager Practitioners, and to generally offer support to each other, both professionally and personally.

As spring unfolds, our current focus is to be more visible as Trager practitioners by offering more demonstrations throughout New York City.

Anand Gopur has set up demonstrations for physical therapists at six major teaching hospitals in New York City. Trager work has been well received, and several physical therapists have expressed an interest in enrolling in trainings.

The first demonstration that we will be participating in as a group will take place in May, at St. Vincent's Hospital's out-patient clinic for alcohol and drug abuse. We will be presenting Trager work to the staff of the clinic. Elizabeth Mudd is responsible for initiating this demo. We are very excited.

Roger Tolle offers Mentastics classes each Tuesday. He is also experimenting with shorter Introductory Workshops and scheduling them for weekday evenings. Bhodi Rovner offers weekly classes to students and practitioners to facilitate professional growth.

Our upcoming events include a Beginning Training with Gail Stewart June 25-27 and July 1-3, an Intermediate Training with Gail Stewart July 6-10, a Prac.I with Betty Fuller June 9-11, and an Alternatives Day June 12.

We are looking forward to a productive and fun Spring/Summer season in New York.

## Ontario

Shelly Siskind

Spring appears and the Trager Conference of the Fall fades far into the background. Two main themes emerged which currently apply to London's direction—cohesiveness and practicality. That special event brought Trager folks from far and near together and demonstrated how this therapy can go out to the world in a variety of effective ways. Thanks to Montreal for providing the inspiration and vision.

London's Tragerites have been meeting under the organization and persistence of Debbie Cockwell and participated in two cooperative events. First was "A Health and Fitness Show" held at our local fairgrounds. We set up a Trager booth and offered mini sessions. Secondly, a card with all the practitioners' names on back and a concise definition of the Trager method on the front was printed and made available for distribution by London practitioners. So Trager awareness continues to spread.

We have had three newspaper articles which

mentioned Trager over the past six months with Randy Herald and Shelly Siskind featured in two of the pictures. Both mentioned Trager's effectiveness in dealing with stress, and Randy's article talked of Trager's assistance in helping AIDS patients to cope.

Further, the introduction of a twice-daily three-minute exercise program in a local plant was instituted by Shelly with its focus based on Mentastics—"feeling" the moves. One hundred seventy-three employees participate daily, and a second program will begin in another plant in May.

It is hoped that we will be able to offer a Mentastics training in London in the fall.

Individual practitioners continue their practices in a variety of settings and offer demonstrations when called upon. So Trager is establishing itself as a much stronger presence in the London community.

Again, remembering what came out of the conference—that we are the Trager community and we are the Institute—Londoners seem through their work to be advancing Trager.

Our thanks to Milton and Emily for their continuing inspiration.

## San Francisco Bay Area

Mary Kelly and Oni Freeman

We agreed to take a booth at the San Francisco Whole Life Expo, and we asked Northern California Practitioners to staff it. We also asked the Institute for support. The faire was held the last weekend of April, and we did have a two-table booth at the Expo. About 30 Practitioners supported the three-day event which was a great success.

The Institute supported the booth by loaning us a table and some sheets, and gave us a large supply of brochures and schedules. Booth design and set-up was done by Gae Henry and Henry Bornstein. Peter de Zordo acted as treasurer. We worked and we had fun at the Expo. Our wonderful clients were people who had trained years ago, and had not experienced Trager for a long time, or, who had heard of Trager and were glad to experience it. Some were new to the word and to the experience. All seemed very happy with the \$10 mini-sessions they received.

Practitioners who manned and womanned the tables were: Mark Bauman, Dhyani Berger, Helga Brandt-Duval, Henry Bornstein, Yvonne Bowman, Jane Burns, Vicki Carmona, Peter de Zordo, Oni Freeman, Natasha Heifetz, Rachel Helstein,



Gae Henry, Gail Howe, Mary Kelly, David Kest, Julie Krokidas, Sage Madrone, Exandra O'Brien, Jill Stephens, Peggy Thompson, and Marion Williams.

Other support was given by Gail Stewart, Sheila Merle Johnson, Megan Eoyang, Janet Long, Ginny Kelly, Richard Wortman, Christl Dodge, Sabine Einfeldt, and Cheryl Wells.

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## Spain

Andy Shetterly is a jet pilot for the Navy as well as a Trager Student having taken the Beginning training with Carol Campbell in March of 1987. Stationed in Spain, a few hours from Portugal to the west, and Gibraltar to the east, Andy's enthusiastic about Trager, and wants to have as much contact with his peers as possible. "If any one is travelling through or plans to visit this area," Andy writes, "please have them contact me. I've got plenty of room and live right near the beach. It'd be great to have wonderful Trager people visit. . . . Trager work is going great. I'm getting to work with quite a few athletes and also those folks that have problems with their backs—with fine results! Really looking forward to attending the Intermediate class with Betty Fuller and Fabienne just days away."

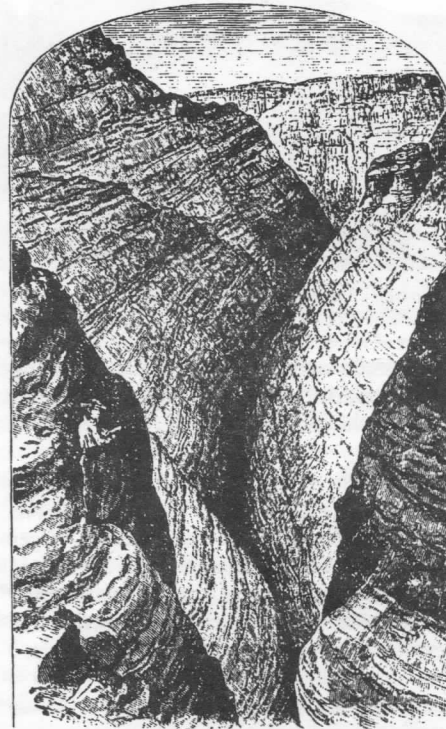
For members from the United States who wish to contact Andy, his address is: VR-22 (Rota Spain), FPO New York, 09540. From any other nation, write: Ed Fragata Bld. ±0 11Z, c/Fragata, El Manitial, 11027 PTO Santa Maria (CA), Espana. His international telephone number is: 011-34-56-828-245.

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## Israel

Susan Sacks

Now that Israel Trager members comprise a group (four), we had our first meeting in February. We decided July is the best time to bring a training to Israel. The idea of monthly pods excited everyone. The need for professional translations of pertinent Trager material was raised. And we all agreed to the necessity of developing a bilingual brochure designed to reach people from this culture. This gathering brought us all closer as individual trainees/practitioners and more importantly as a support system.



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## Colorado Regional News

M. E. Warlick

It's finally Spring in the Rockies! After a fairly dormant Winter, May is packed with events including a Beginning training with Sheila Merle, and an Intermediate training with Gail. Tutor Ru Wing will be conducting a Practice Day in Boulder, on May 15th, and Tutor Nan Davis will have another Practice Day in Denver, on June 12th. Our most exciting news is that plans are firming up for our first Colorado Regional Conference. It is scheduled for Friday night, Saturday and Sunday, August 26-28th at Shadowcliff near Grand Lake.

Tutor Natasha Heifetz will be conducting a workshop in Denver on Friday, and then will join us in the mountains. There will be three to four presentations by local Trager people with plenty of time for trades. Shadowcliff is a lovely mountain setting, so you can also plan on spectacular hikes and outdoor times. We'd like to invite all Coloradans and all other Trager folks who would like to join us. For further information, contact Winnie Boyle, 303-355-9534.

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## The Trager Approach to be Presented in an International Conference

Roger Tolle

*Roger is a Trager Practitioner, Tutor, Introductory Workshop Leader, training sponsor, and, last but not least, professional dancer and choreographer from New York city.*

On June 25 and 26, 1988, an innovative conference for bodywork professionals will be held in New York, and Trager work will be one of the many different modalities presented. This conference is being organized by an ad hoc group of New York area professional bodyworkers headed by Shelly Hainer. The two days will include lectures, demonstrations and hands-on workshops. There will also be ample opportunity to network, share information and research, and form a meaningful coalition with colleagues. As Trager students and practitioners, you are all invited to attend.

The purpose of this conference is to enable somatic educators/body-mind workers to bring our expertise into greater view among colleagues, and to explore our similarities and celebrate our differences. This conference has as its theme "Destressing the Workplace: Movement Techniques for Modern Times". A second conference focused on marketing our work to corporations will be co-sponsored by New York University in April, 1989.

Roger Tolle will be presenting Trager work at this event. For further information and to register (advance registration is only \$130), contact him at 212-787-5167, or Shelley Hainer, Conference Director, at 212-864-0755.



## The Executive Committee Report

### Responding to the Montreal Conference Regional Meeting Feedback



*Executive Committee: (L to R) Henry Bornstein, Sheila Merle Johnson, Jean James, Elna Adams, Betty Fuller, Cheryl Wells, Don Schwartz, Carol Campbell, Absent: Gail Stewart.*

At last Fall's Fourth International Trager Conference in Montreal, Quebec, Judy Archer, and Linne McAleer coordinated a meeting of all conference attendees divided into their geographical regions. The regional discussions were based upon a set of questions: "What is working with the Institute?" "What is not working?" and, "Where would the Institute need to be in five year's time for you to remain a member?" These questions generated a wealth of feedback from the conference attendees.

The Executive Committee has been working with this feedback at its recent meetings, and expects to continue to process it for many meetings to come. This is the kind of feedback from members that nourishes the governing bodies of the Institute and shapes the future directions that we explore.

First, each piece of feedback was examined and then forwarded to the appropriate committee or committees within the Institute for their deliberation, action, and report. For some of the areas of feedback the Executive Committee will need to develop new committees. Over the next two or three newsletters (including this one) we will be publishing these committee reports.

The Executive Committee also identified areas of feedback that come under its own aegis. We have begun to address these areas of feedback and will continue to do so over our next several meetings. Below are our first responses to some of the feedback that came to our committee.

**1. ACCESS TO ADVANCED TRAGER TRAININGS.** The Practitioner Practicum has been developed, in part, to alleviate these difficulties, and, and is being held away from the West Coast occasionally. Other training options are being examined since Dr. Trager cannot travel more than he already does. A new Training Track study committee has been created, and will be looking into all Training Track issues including the advanced trainings. There is an ongoing dialogue to address this problem.

**2. MORE PROFESSIONAL PRODUCED VIDEO AND AUDIO TAPES FOR PRACTITIONERS AND THE PUBLIC.** We agree with this need and will be addressing it further. There are current explorations into the development of a Mentastics video

tape as well as audio tape. Also, Dr. Trager is being taped regularly by a professional camera person for the archives.

**3. MORE INFORMATION** ore information about third party payments, (i.e., getting Trager sessions paid for by insurance or other means). Trager Practitioner Cheryl Wells, an Advisory Member of the Executive Committee, is acting as an information hub. Please see the articles elsewhere in this newsletter, which begin to address this question.

**4. GROUP HEALTH AND GROUP PROFESSIONAL LIABILITY POLICIES** available to members. The office has researched these thoroughly, and have discovered we're simply not large enough yet for insurance brokers to take on this kind of responsibility. We have published in this newsletter an article about professional liability policies and resources.

**5. BROCHURES FOR SPECIAL AUDIENCES.** There is now a committee working on the general brochure which is our first concern. Our new Executive Director will be considering marketing in general, brochures more specifically, and specialty brochures are a form we anticipate developing in the future.

**6. OPENNESS TO OTHER THERAPIES AND MODALITIES.** It is not the Trager Institute's mandate to promote other disciplines. However, the Executive Committee supports our professionals in seeking other trainings, such as communications training, that groom their professional skills, and we are always interested in Trager works applications in other fields. Articles have appeared in the newsletter, and workshops have occurred at the conferences and regional seminars that support this point of view.

**7. CLEAR AND TIMELY RESPONSES TO CORRESPONDENCE.** It is our belief that this has improved vastly over the last year or two, at the administrative level. However, committee work takes time, and we would like to hear if there is still a problem in the timeliness of response, and of any specific ways that we can improve

response time. A second part of this item was the *renewal process* and the upsets created by deactivation of non-renewed members. In the case that these problems were created by mail non-delivery, we added a third renewal notice for the 1987-88 renewal period. This notice is a reminder and is mailed prior to deactivation.

**8. USING EXPERT SERVICES.** This is a call for more "expert" quality services to be used in Institute functioning. Over the years the Institute has expanded its paid staff, has utilized professional video, accounting and computer services. Lia Aurami has generously shared her marketing skills with us in our newsletters. We have just hired a new professional Executive Director. In general, we are moving towards greater utilization of expert services.

**9. THE NEED FOR A REGIONAL LIAISON.** We have advertised for someone to fill Judy Archer's vacated position. We do not anticipate that this person will be paid; however, we are open to that possibility in the future, and we would like more input from the membership on this position.

**10. HAVE TRAGER TAUGHT IN FORMAL SCHOOLS.** What little experience we have had with this has not been constructive, since the Training Track could not be implemented. However, we are open to having solicitation come from the outside in a proposal we would consider for our Training Track.

**11. MILTON'S TRAVELLING OUTSIDE OF CALIFORNIA.** Emily and Milton travel now as much as possible. They travel out of California at least once a year. We don't foresee them increasing this. We are working on alternatives to his traveling schedule, which would be classes like the Practitioner Practicum and other ways that Practitioners can satisfy their training requirements.

These are our preliminary responses. There will be further communication regarding some of these issues, and the other areas of feedback from the conference in future newsletters. We welcome any responses and proposals from members.

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## The Standards Committee Report

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Elna Adams, Julie Greene, Sue Holper, and Jean Iams

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### The Ethics of Confidentiality

The Standards Committee is doing a series of articles about the Code of Ethics. By so doing we hope to expand awareness of what the different sections mean and hopefully get people to discuss them with each other.

The need for the Institute to have a position on confidentiality is obvious. It is part of being a professional. What is less obvious is how to set the bounds of confidentiality. To what degree should any disclosure be left to the discretion of the individual practitioner? When, if ever, may confidentiality ethically be broken?

Code Section IIC2 states: "Practitioners hold as confidential all personal information about others learned in a professional capacity". Although this statement appears black and white in the sense that we either exercise it or not, gray areas are evident.

For example: What is "personal information"? It is the information that your client gives you and can be broken down into the following three categories. 1, actual facts told to you by your client; 2, the facts of your experience working with the client; and 3, the fact that the client is, in fact, your client.

We know some individuals who consider being a Trager client to be personal and privileged knowledge, for whatever reasons. One person imagines others may perceive it as an extravagant expense. Another thinks others may think that something's wrong with him. One skeptical doctor thought his friends might not approve. Before we speak, are we sure we know how the individual involved would feel?

The four of us on the Standards Committee are friends and have all been clients of each other over the years. Even among ourselves, we found feelings about confidentiality. One day one of us discovered that none of the other three had ever mentioned to the others having worked on her. To her surprise, this was instant relief. She'd assumed that they'd discussed with each other what it was like to work on her. Though she might not think it mattered that much, in that moment it felt unquestionably safer and nicer to discover that all of her experiences on their tables were "just between the practitioner and me". She thereupon resolved to be more conscious of what she was in the habit of disclosing about *them*.

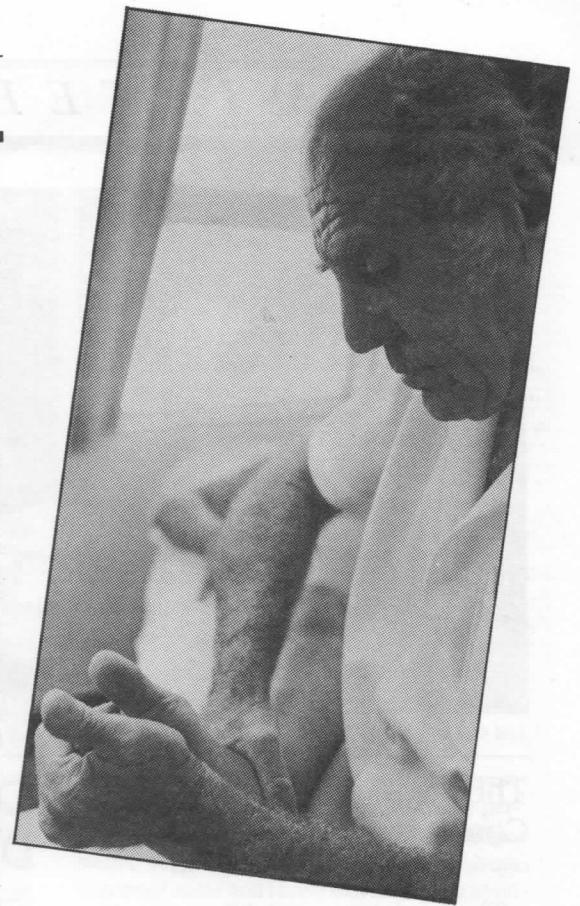
What about a situation of abuse or danger? Although Trager practitioners are not required by their license, as are some others in the helping professions, to report dangerous situations, our Code does suggest taking this responsibility.

What is at issue here is harm—either self-inflicted, inflicted by another, or directed towards another. What if a client is expressing suicidal wishes, or is covered with bruises suggesting physical abuse, or says they're out to get someone? What would you do? What do you think your responsibility is? Is it your business to check with the client to determine if they are receiving professional care for suicidal states? Is it your business to ask about the source of bruises? What do you do if a problem is blatantly obvious and they deny it? It is worth the time and trouble to meet with other practitioners to discuss how you feel about these situations and what you would do. Also it is worth it to research the referral agencies in your area so that you know where to refer your client or whom to notify if you need to let some authority know what is happening.

What is confidentiality? We all have an idea what confidentiality means. Further we are aware of the value it has in creating a framework in which a client feels safe and free to be him/herself without the "normal" social consequences. So, where do we get in trouble and why?

As we wondered "Why do we reveal stuff to each other?", we reexamined what had happened the time two of us discussed a client that one had referred to the other. We came up with many reasons why it seemed necessary at the time. They pointed to a desire to help. But, in repeating the question was it really necessary, we ended up thinking the practitioner would have done just fine without that information. Then one of us noticed a desire to find a reason to discuss the client. Why? She liked revealing her insights. Although at the bottom it was for herself, she had easily told herself it was for the good of the client. If the client had been asked first, what would she have said? We know of one instance when one of us asked a client referred by another practitioner, whether she wanted her to talk to the referring practitioner about her and she said "no". In another case, a client who first said "no" later said it would be fine. She hadn't understood until later that it might be helpful for the practitioner. How often do we ask?

In practicing a new awareness of confidentiality we found it sometimes awkward. Once in conversation, one of us asked, "Where did you meet X?" The other hesitated. She found herself telegraphing the information she was trying to protect. "I can't tell you how I know X." "Oh-h-h, I see." We laughed, aware of "cheating". We discovered that practice and a strong foundation in *understanding* the Code helped. We found



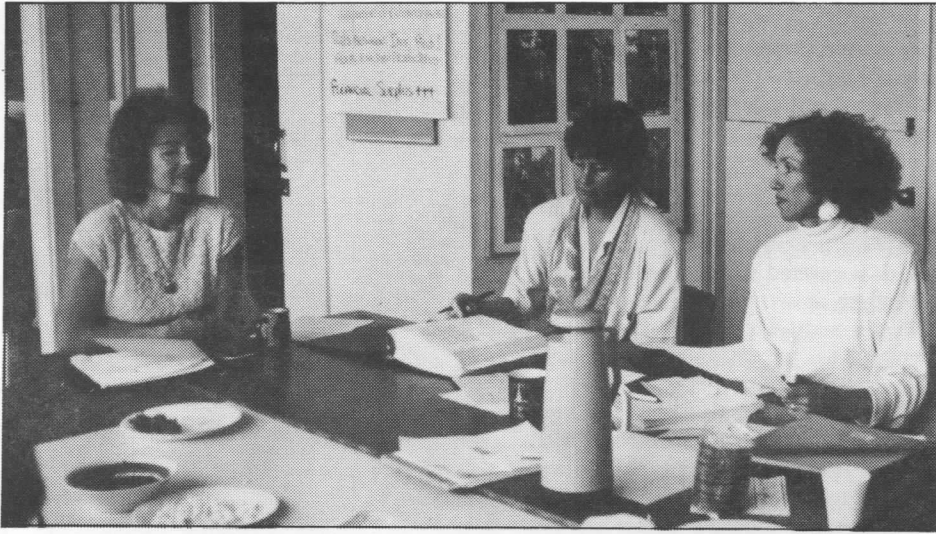
smoother ways to handle such situations, and we tolerated a little awkwardness when necessary.

The more precisely a document like the Code of Ethics makes its statements, the more effectively it can be used in court by a lawyer to protect the Institute in case a practitioner behaved unethically enough to inspire a lawsuit. Yet parts of the Code are purposely worded to leave room for interpretation by the individual practitioner. We are aware that the ability to interpret and to analyze may also leave open the ability to rationalize, self-justify and reframe information in our own terms and to our own advantage. Why has the Standards Committee chosen somewhat open-ended language?

Our decision comes partially from our commitment to apply the Trager approach to ethical issues. We encourage each practitioner to use his/her common sense and authority in exercising good judgment. This freedom is not intended to condone carelessness nor to promote rigidity and self-blame. Rather we want to cultivate self-responsibility and increasing sensitivity in our ethical behavior as in our own physical bodies. The *tone* of the Code is aspirational, and at the same time it is a directive and represents our legal obligation to ethical standards.

The Committee's experience in the group process of writing the Code of Ethics has made us face the fact that we have individual variations in standards—at least on the surface interpretation. Yet we found that in looking deeper into our own experiences we often found a simpler standard basic to all.

*continued on page 14*



Jan Stevens, Linne McAleer, members, Board of Directors and Sheila Merle Johnson meeting in earnest.

## The Standards Committee Report

continued from page 13

We seek to encompass our differences and we believe that there exists a standard which the Trager Institute must require its practitioners to uphold. In our work there is a fundamental need for the client to feel safe and trusting of the practitioner. In our organization there is a need for us all to feel safe and trusting of our colleagues. We can and do require ourselves to behave in ways that engender these feelings of trust and safety.

Gary Friedman, the Institute's lawyer, said "People usually understand mistakes. What they never understand is when they feel someone has disregarded or disrespected them. The ultimate protection is not legal per se, but is the relationship itself."

Practically speaking, we have sought to create a Code that encourages conscientious habits—goals that are reachable, upholdable and adaptable. We encourage you to become more aware of how you practice confidentiality. Have you ever, or have you habitually opened your mouth and later wishes you hadn't?

We've found immeasurable value in sharing our experiences as practitioners when we do it in a way that examines our own part in them without blaming ourselves or blaming others. We encourage you to talk to each other and to do it sensitively, respectful of yourselves, your colleagues, your clients and others who might be affected. We would love to hear what situations you have been in that called for delicate handling. How did you handle them? What worked for you while respecting the dignity of others? What might you have done differently? We welcome your thoughts—with or without anonymity.

## 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 monthly, and the Instructors Committee meets biannually. For 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 any time between 10:00 AM and 4:00 PM, Monday through Friday.

COMMITTEE	MEETING DATES
Executive Committee	June 6, 1988 July 20, 1988 August 15, 1988 September 7, 1988
Board of Directors	August 1, 1988
Instructors Committee	September 20-22

## Guidelines Committee Disbanded

Judy Archer, Chairperson

The Regional Guidelines Committee was originally formed in the fall of 1986 to get membership input on guidelines about service mark use and regional activities. Over the past year and a half it has become clear that the work required was premature.

Guidelines were written by Sheila Merle Johnson after consultation from lawyers. Comments were mostly received from France, and Quebec, and myself on behalf of the regions in general.

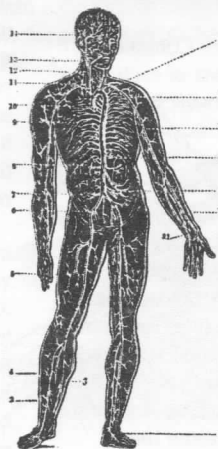
Currently the process is in the hands of Sheila Merle Johnson and the Executive Committee. Henry Bornstein had offered to review them.

Thanks to the committee of Carol Currens (TX), Cindy Popp-Hager (MA) and Glea Pruitt (OR) for their assistance.

Any further updates on the Guidelines will be the responsibility of the Executive Committee.

## The Anatomy Committee Report

The three anatomy teachers, Elna Adams, Deane Juhan, and Cindy Popp-Hager have formed an Anatomy Committee at the request for the Executive Committee. They will be studying the anatomy curriculum and developing some kind of take-home test for Trager Students to take before applying for Practitioner. The idea of a take-home test was developed by the first Anatomy Committee chaired by Will Wells, D.C., from 1985-86. It was proposed as a way to carry out the mandate of the



original Training Track task force that Practitioners be prepared to interact with licensed health care professionals. The test would not replace the requirement to take an anatomy course somewhere, but would assist Students to clarify the minimum knowledge necessary to assure uniform professional quality.



## Happy Birthday Emily and Milton

### Don Schwartz

The Trager family is celebrating Milton's and Emily's birthdays this last April 20th and May 22nd respectively. On top of that, their anniversary is on May 22nd! Milton's 80th birthday was celebrated at the Valley Hilton, near Los Angeles, in Sherman Oaks, California, with a reception hosted by Emily on the evening of April 20th. The next morning Milton had breakfast with Ahmos Netanel, current president of the California Chapter of the American Massage Therapy Association. And, after breakfast, Milton worked on Ahmos in a demonstration presented at the annual conference of the California chapter. Later that afternoon Milton was interviewed for *three full hours* by *Massage Magazine*. We will keep you posted as to the interview's publication date.

So, it has been an exciting time for the Tragers and the Southern California Trager community. Both Emily and Milton thank the many loving Trager folk who sent their thoughtful gifts and cards in honor of these celebrations. This May, the party moved north! After the two Practitioner trainings in Mill Valley, there will have been a reception for Emily and Milton at our Mill Valley facility on Sunday afternoon, May 29th. In conclusion, **HAPPY BIRTHDAYS EMILY AND MILTON!**

## Roster Omissions and Corrections

### Don Schwartz

The following names were mistakenly omitted from our membership roster, or were printed incorrectly. All listings below are Practitioners unless otherwise indicated. Note that Nancy Bonifield of Seattle, WA, was not listed as a "Mentastics Leader" which, indeed, she is. Please accept our apologies for these errors. We encourage you to either cut out this section, or photocopy it, and put it together with your current roster.

Elizabeth Abraham  
24 Sussex Avenue  
Toronto, Ontario M5S 1J5  
CANADA 416-599-9202

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2319 Glenwood Avenue N.  
Minneapolis, MN 55405  
612-377-0322

Olga Boyko, Student  
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617-879-3750

Audrey Cheeseman  
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Kanata, Ontario K2L 2J3  
CANADA  
613-591-0117

David Chubirka, Student  
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Philomath, OR 97370  
503-929-3850

Gwen Crowell, Instructor  
Abintra Wellness Center  
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Seattle, WA 98115  
206-522-9384

Chris Fowler  
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206-632-8747

Jacque Jackson  
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Breitenfurt NO 2384  
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02239-36-123

Marlies Stahel, Student  
Hegenheimerstr. 18  
CH 4123 Allschwil  
SWITZERLAND  
61-63-13-40

Pamela Sharni, Student  
Mishmar Hayarden 10  
Givatayim  
ISRAEL  
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612-333-7130

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415-841-4732

Maria Zoll  
Schulhaus  
Krimau, 9622  
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SWITZERLAND  
074-730-75

## The Birth of a Clancy

Congratulations to Trager practitioner Peggy Clancy of West Bloomfield, Michigan, on the birth of her little girl, Elizabeth, on April 10, 1988, at 10:26 PM. Elizabeth weighed in 6 pounds, 13 ounces, and is as healthy as a horse.



# A Bedtime Story

Marti Dimock

*Marti is a mom and a "Friend of Trager" from Rough and Ready, California. She has previously taken the Beginning and Intermediate trainings. Her story about working with her children is especially apropos given the many Trager moms and moms-to-be in our midst.*

Oh, little sleepy boy, do you know what time it is?

The hour of your bedtime's long been past,  
And though I know you're fighting it,  
I can tell when you rub your eyes that you're fading fast.

Little boy, won't you lay your body down?  
Little boy, won't you close your weary eyes?  
Ain't nothin' flashing but the fireflies.

Paul Simon, "St. Judy's Comet"

Bedtime was always a battleground. Our headstrong, exceptional four-year-old firstborn, son, Evan continued his daily power struggle into the evening, prolonging stories, songs and drinks of water, finally popping out of bed with "I'm not tired" or "I'm lonely" on his lips as the red circles grew around his eyes. Reasoning doesn't work with a sleep-overdue child. How to help him let go?

After months of this pattern, I began to hear a voice in my head: "Use what you know." A massage therapist for many years, I had tried massage with Evan when he was an infant, but it always seemed to over-stimulate him. A stroke down his front or back invariably caused him to curl up reflexively. After a certain age, his only desire was constant motion, and lying still for any reason seemed incomprehensible to him.

But now I had Trager work. I remembered the last tutorial I'd had, when I was pregnant with my second son. I had foreseen that I wouldn't have much time to do Trager in the next year or more, but the Tutor had encouraged me to work on my family. So now I began with Evan on the floor next to his bed, just working on his legs with "hello leg" and "wiggle-waggle". I guess I expected resistance, but he let go! I think his mind and body were captivated by the motion and the feeling of being moved, the way kids love to be swung by their arm and leg like an airplane, feeling their own weight.

I experimented with different parts of the body. At first he wouldn't let me touch his chest or upper arms for ticklishness. I stayed away from his neck for a while for the same reason. And there was a period of time when he purposely would stiffen his body as a game, and so we had to take a break for a few days.

But night after night, and some naptimes too, we would get on the floor in the darkened room and become more at ease with the moves. It was a relief to be with each other without talking and otherwise interacting. On certain days (bless them!) he would just fall asleep on the floor. Or he would learn to say the words I thought he would never utter, "Mom, I'm ready to go to sleep now." Gradually we added all the parts of the body and developed a little routine. And you know how kids are—once you have a routine, you can't leave anything out!

I was surprised how quickly the ticklishness faded and he opened up new parts to work on: arms, stomach, feet, and finally head and neck. Occasionally I would suggest an image of wind blowing his head back and forth, or suggest how to let it go by feeling its weight, and soon he came to love having his head worked on. Often after a heavy day, he would fall asleep just minutes after I touched his head.

It was a pleasure to work with a child, because it seemed that the tension released faster than in an adult. Don't let anyone tell you childhood is carefree: it is very stressful. But the emotional stress and the physical tension of growing and learning have not yet formed into habitual holding patterns. When Evan released, he released everything from that day. When an adult released, it seemed to me, the stored-up tension of years came rolling out.

Trager work seemed to open the way for other kinds of touching. Evan can now tolerate long, smooth stroking without feeling ticklish, and deeper friction along the spine without feeling poked. He enjoys having thumb pressure on his forehead for headaches or colds, or just to clear his energy.

Evan is growing up—soon he'll be six. I find touch becoming less a part of our daily lives now that bikes and Monopoly are supplanting naps. I remind myself of that wise prescription: "Everyone needs four hugs per day." Small children demand this, as little brother Tucker does; as they grow, the demand fades, but not the need.

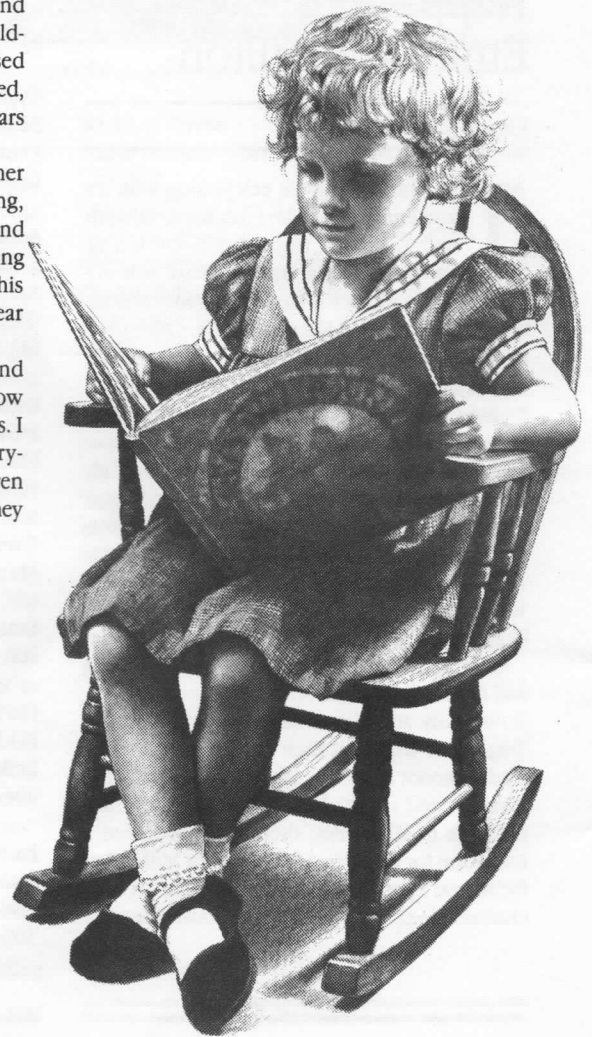
And the need doesn't fade for any of us, certainly not for me. So here's the truth about all this nighttime bodywork: Touching has been as important to me as being touched has been for Evan. It's really the two-way connection that brings the healing we both feel. In my struggle to be firm enough to help him grow, these times of total surrender and contact, devoid of control, have kept my cup of love filled. Without such pleasure, my responsibilities as a parent could have seemed a crushing load.

One night recently as I was lying next to a nearly-asleep Tucker, I felt Evan's hand rest on my shoulder and begin a little massage. It's beginning to come back around, I thought. A little later I rolled over and stroked his arms and rubbed his fingers, pulling off into the air at the fingertips.

"What are you taking off, Mommy?" he asked.

"Your extra energy," I said with a smile, "so you can sleep."

"Take off my thoughts, too, Mom," he said, pointing to his head. Three minutes and a little headwork later, he was asleep beside his brother.





# 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.

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

### 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	
<b>GRAND TOTAL</b>	

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



## The Trager Body

A 120-minute color video tape for the Trager Student—written, produced, and narrated by Deane Juhan.

This instructional tape is a study guide and review of Deane's "Trager Body" course, Part 1 and 2. Contained in this color video cassette are over 180 illustrations, demonstrations which relate the visual material to Trager work, and narration which encapsulates the main points of interest to Trager students which are covered in the course. It will put the principle details of the course in your library, to be viewed again and again. The illustrations are taken from over a dozen anatomical textbooks, some of which are now out of print. No other bodywork institute of which we are aware offers such a study tool to its students.

### WHO CAN PURCHASE IT?

This video is available only to current members in good standing of the Trager Institute who are on the professional Training Track. The information would undoubtedly be of interest and use to body workers of many kinds, but there is enough hands-on demonstration of the Trager Approach to make its distribution to the general public a sensitive issue. Rather than run the risk of its being misused by anyone not actively engaged in the professional Trager Training Track, it will be marketed only within our Institute.

### MAY I OBTAIN A COPY BY DUPLICATING A FRIEND'S?

Absolutely not. The illustrations are used with the written permission of the original publishers, and in most instances a royalty fee was paid. The narration of this program without the author's written consent is illegal.

### HOW MUCH DOES IT COST?

The cost of the complete two-hour video cassettes is \$90 U.S. plus a three dollar handling and mailing fee.

### WHERE DO I GET IT?

Copies can only be purchased by sending the order form below to Deane Juhan, Esalen Institute, Big Sur, CA 93920.

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Training Track Status \_\_\_\_\_

Format: \_\_\_\_\_ BETA \_\_\_\_\_ VHS

### CONTRACT

I agree to limit the use of this tape for my own personal and family use and agree not to duplicate, sell, rent or loan this tape, or in any other way make it available to anyone for their personal or commercial use without the express written permission of the Trager Institute and Deane Juhan. The sole exception shall be that this tape may be made available to current members of the Trager Institute currently on the professional Training Track.

Signature \_\_\_\_\_

Date \_\_\_\_\_

*NOTE: This video tape alone does not satisfy the anatomy and physiology Training Track requirements for Trager Students.*

# TRAGER T-SHIRT ORDER FORM

Please list 2nd & 3rd color choice. If not listed we will choose for you.

Style No.	Style Name	1st Color	2nd Color	3rd Color	Size	Price

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY/STATE/ZIP \_\_\_\_\_

Sub Total

\* Sales Tax (.06)

Postage & Handling

TOTAL

Check  Cash

Send check or money order payable to the: Trager Institute ♦ Mail to Attn: T-SHIRTS, Trager Institute, 10 Old Mill St., Mill Valley, CA 94941-1891 ♦ Allow four (4) weeks for delivery—\*California residents add 6% sales tax. ♦ Include \$3.00 for the first item & .75 for each additional item for postage & handling ♦ Air Mail Europe \$10.50 first item. Add \$3.50 each additional piece. ♦ Surface Rate \$5.00 first item add \$2.50 for each additional piece.

# TRAGER T-SHIRTS

**CC**  
~~\$9.00~~  
**\$5.00**

*Limited Stock!*  
*Special!*



Taupe  
 Rust  
 Deep Red  
 Egg Plant  
 Teal  
 Electric Blue  
 Plum  
 Dusty Rose  
 Amethyst  
 Steele Blue  
 Maroon, Purple

**Style CC—Crew Neck Long Sleeve,**  
 100% cotton, pre-shrunk, runs small  
 Unisex: SM, M

**EE**  
~~\$7.00~~  
**\$5.00**

*Special!*



Black  
 Peach  
 Pale Yellow

**Style EE—Tank Top, With white trim and**  
 bow 100% cotton. Womens: S, M, L

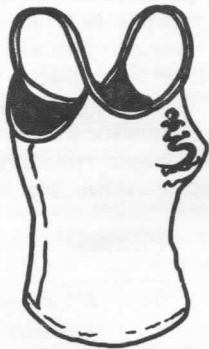
**FF**  
**\$14.00**



Medium  
 Rose  
 Lt. Blue  
 Turquoise  
 Maroon  
 Black  
 White  
Large, X-Large  
 Purple  
 Red  
 Fushia  
 Jade  
 Slate Blue  
 Black  
 Maroon  
 Aqua  
 Pink

**Style FF—Crew Neck Sweatshirt,**  
 50% cotton, 50% poly. Runs small.  
 Mens: M, L, XL

**F200**  
**\$7.50**



Turquoise  
 Yellow  
 Light Purple  
 Sapphire Blue  
 Coral Pink

**Style F200—Camisole, Narrow shoulder**  
 straps and shaped neckline. 100% cotton, pre-  
 shrunk, runs small, with raised ribs every inch.  
 Womens: S, M, L.

**GG**  
**\$9.50**

*Special!*



Turquoise  
 Royal Blue  
 Red  
 Black  
 Maroon  
 White  
 Lavender  
 Med. Navy Blue  
 Rose  
 Pink  
 Lt. Blue  
 Jade  
 Ice Green

**Style GG—Short Sleeve Crew,**  
 100% cotton, pre-shrunk. Mens: S, M, L, XL

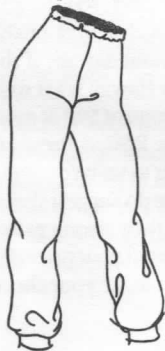
**HH**  
**\$9.50**



Lt. Blue  
 Pale Pink  
 Lavender  
 Turquoise  
 Peach  
 Yellow  
 Med. Navy Blue  
 Maroon  
 Black  
 Red  
 White  
 Royal Blue  
 Rose

**Style HH—French Cut, 50% cotton.**  
 50% poly. Womens: S, M, L, XL

**K100**  
**\$18.00**



Indigo  
 Coral  
 Black  
 White

**Style—K100 Cuffed Pants, Covered**  
 elastic waistband. 100% cotton.  
 Large fits 40" hip. Inseam to bottom  
 of cuff 30". Sizes: M, L only.

**LL**  
~~\$9.00~~  
**\*\$5.00**

*Special!*



Medium  
 Lt. Mauve  
 Maroon  
 New Pink  
 Teal  
 Taupe

**Style LL—V-Neck Long Sleeve, 100% cotton,**  
 pre-shrunk, runs small. Womens: M only.

## TRAGER PENDANT



Approximately 1 inch, 14 karat gold, chain  
 not included.

**\$66.00 TOTAL**  
 (includes sales tax & shipping)



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## Promote Your Practice with "The Trager Approach" Videotape

### An Effective Promotional Tool to Help Build Your Private Practice

This 18 minute professionally made documentary introduces the viewer to the Trager approach through interviews with satisfied clients, Trager Instructors, Dr. Trager himself, as well as adjunct health and sports professionals who refer clients for Trager work. There are also presentations of the table work as well as Mentastics. These various elements are woven together with beautiful background music and lovely visuals.

The tape provides a simple and effective means for the Trager Practitioner to promote her or his private practice. It could be shown during demonstrations, at health fairs, or in other presentations of Trager work to the community. Students may use it to interest friends and family in receiving practice sessions.

To order your tape, send US \$56. (includes shipping and handling) to the Trager Institute, 10 Old Mill, Mill Valley, CA 94941. California residents please add \$3.00 for sales tax. Your check should be made payable to the Trager Institute.

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 Printing: Pronto Press  
 Mailing: The Trager Institute's Office Staff



## East/West Magazine Reprint Available

An edited version of "Moving with Milton Trager", the article by Richard Leviton which appeared in the January issue of "EastWest" journal is now available from the Institute office. This reprint is professionally typeset and artfully presented with photographs on a conveniently folded 11" by 17" sheet. This article is the first separate reprint we are offering members. It is useful as an adjunct to your Trager brochure. And, like the Trager brochure, we are happy to announce that you will be able to order it directly from Pronto Press. Prices below include all shipping and handling charges.

#### PRICES

QTY.	E. OF THE MISSISSIPPI	W. OF THE MISSISSIPPI	AL & HI
25	\$12.	\$11.	\$16.
50	21.	20.	26.
100	36.	35.	43.
200	63.	62.	75.

The prices above are for shipping by UPS. Unfortunately, the only way to get the reprints to Alaska and Hawaii in a reasonable amount of time is by UPS second day air. If the members from Alaska and/or Hawaii want to join together and order a minimum of 500 or more, we will get the package from Pronto Press and mail them by Printed Matter to save you some money on shipping. Also, we do suggest that all members consider pooling their resources in placing orders so that you can keep your price per piece down. To place an order make your check payable to, and mail it to:

Pronto Press  
 3100 Kerner Boulevard  
 San Rafael, CA 94901