

THE TRAGER[®] NEWSLETTER

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Happy Anniversary and Birthdays to Emily and Milton Trager

Emily and Milton celebrate their anniversary and their birthdays this April and May, and we all send you, Emily and Milton, our warmest thoughts and feelings in celebration of who you are, and the gifts you've given to the global TRAGER network, and the globe! The photograph was taken at the Tragers' (second) wedding, in Tiburon, California, on May 17, 1985.



TRAGER and Wellness: Finding Our Way through the Definition Maze

Don Schwartz, Ph. D.

What is TRAGER?

Is TRAGER therapy? Movement Education? Somatic Education? Massage? Massage Therapy? Bodywork? A personal service? A spiritual/metaphysical/transpersonal discipline? Is it a bio-physical art form? A recreational activity? Or is it a way of being?

Every individual who has any contact whatsoever with TRAGER begins to build his/her own ideas and concepts of what TRAGER is. In the commercial, professional, legislative, and bureaucratic worlds it is critical to have a specific definition—and categorization(s)—of our work. It is through definition and categorization that these worlds receive and disseminate information—and make decisions that affect the public's access to products and services, as well as the individual's access to practice entitlements—for better or for worse.

Our own minds, too, tend to define and categorize. The Trager Institute, as an organization in the global community, is required to provide to the public and governmental organizations definitions and categorizations of our work, our service.

The most common discussion about our definition is "therapy" versus "education". I've never been shy about expressing my perspective. I see TRAGER and MENTASTICS as forms of "movement (or, somatic) education". I understand "therapy" to mean any substance or procedure used to treat a mental or physical pathological symptom or condition. Despite attempts to define "therapy" in a much less specific manner, this definition holds sway in our giant health care system, and, therefore, our culture, at this time. I've always seen TRAGER as "holistic" in nature in that it addresses body/mind/spirit—the whole person—and that TRAGER is not a form of "healing", but, rather, catalyzes the recipient's intrinsic healing abilities. That's not "therapy!" But, that's just my opinion. The reality is that we do have differing view points that need to be considered and/or included in the development of our definitions.

We are not alone.

Virtually all of the organizations which represent various ways of touching and moving are dealing with this question. A simple truth—too often ignored—is that how each organization articulates its work affects

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Editor's Welcome

Jeffrey S. Joel, Ph. D., D. D.

You will notice that this issue contains a great many committee reports. This is because I received a great many committee reports. As horrible as it may seem, committees (all of which consist of volunteers) carry out most of the day-to-day information collection activities of the Institute, and their reports to the Board of Directors and to the membership of the Institute enable decisions to be made. This is especially true of the changes in the education and certification process created both by natural evolution and legal requirements from outside the Institute. It really is each Practitioner's responsibility to know and understand what requirements there are (for licensure, for certification, whatever) in your locality. This changes. For example, the legislature in my own state of Wyoming (the "Cowboy State") passed a Counseling Licence bill last year requiring 3000 hours of supervised clinical practice *after* a Ph.D. in clinical psychology obtained within Wyoming (which cannot be done!) and eliminating almost all "grandfathering" as well. A judge in one county has declared this unconstitutional, but it is still in force in other counties, so far. It is not a joke, because I know of people who had been employed in public institutions for many years who were fired because they did not satisfy the conditions of the new law. It requires some work to stay on top of the changing requirements, and we all owe the committee members a vote of thanks for their efforts.

For more about this topic see pages 7, 9, 10, 16.

Excerpt from *The Imperative of Revolutionary Nonviolence*

Brian Willson

Introduction by Gail Stewart: *Brian Willson wrote the words excerpted below (with permission) the day before his beginning TRAGER training, October 29, 1993. Brian is a Vietnam vet whom you may know through news coverage of his loss of both legs below the knee and his fractured skull when a US government locomotive accelerated to over three times the 5 miles per hour speed limit, intentionally running over him as he was protesting the transfer of weapons from a California Naval Weapons Station to Central America. Brian came to TRAGER work through his own exploration of the connection between personal and planetary healing. His description of the process of developing personal nonviolence is striking in that it is a feeling approach to development. The emphasis is his, not mine. I welcome Brian's readiness to "feel his way" in TRAGER as a part of a path of reconciliation among people. I look forward to further conversations with him and his wife Mary Jane on the relationship between individual and world healing.*

Because it usually is a process over time, there is often confusion about the integrity of one's espousal of a nonviolent philosophy. However, nonviolence is not an idea that can for long be articulated verbally without also living and experimenting with it.

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every other organization. In any case, though, we need to define ourselves, and, in so doing, we need to balance our need to be absolutely truthful about our work with our need to ensure that our definition(s) and categorization(s) support our TRAGER Practitioners throughout the world. In the best of all possible worlds, there is no distinction between these two balance points. Additionally, we should not ignore how other organizations are developing their definitions.

The Wellness Movement

There has been a movement afoot for several decades now that offers an arena within which we may resolve the various perspectives on our work, and this is the "wellness movement". It is neither a political party nor a well-defined professional association. Rather it is the emergence of a view towards health and well being which is characterized by the following:

Health...or wellness...is defined in terms other than just the absence or attenuation of symptoms and/or diseases.

Health is not an all or none state. Rather there are infinite gradations between very poor health and excellent health.

A state of positive health is called "wellness".

An individual's health is affected by every aspect of their internal and external environments.

The attainment of wellness requires optimizing positive factors within and outside the individual, and minimizing negative factors.

The individual bears a primary responsibility for the attainment of wellness.

The society is responsible for the presence or absence of positive and negative wellness factors in the social and physical environments.

Virtually all the holistic and natural health products, services, publications, and organizations are part of this movement. There is also growing support for the wellness model from within the established medical community...couched, at this time, in terms of "prevention". Additionally, there are many other individuals and organizations supporting the wellness movement. Many of you have read about the National Wellness Coalition...of which The Trager Institute is an organizational member...in these pages. You may see Practitioner Cherie Jones's report about the Coalition on p. 7 of this newsletter. We have also joined the National Wellness Institute which has been promoting the wellness model since 1977.

TRAGER in Wellness

The Trager Institute's mission is "to develop, teach and maintain the quality of TRAGER psychophysical integration and MENTASTICS movement education throughout the world". Our number one objective from the bylaws is "to support and encourage the expanding use and recognition of TRAGER psychophysical integration and MENTASTICS movement education in the world". Clearly our organization needs to support the emergence of

TRAGER and MENTASTICS in a multitude of environments from the individual Practitioner's home office to the hospital, from the day care center to corporate headquarters, from the fields where agricultural workers struggle to the athletic field. TRAGER and MENTASTICS can provide valuable contributions in virtually every context. However we define our work, however we characterize our work, we need to think about supporting our Practitioners in approaching and emerging in this multitude of contexts.

I believe that viewing TRAGER within the wellness model, as a positive factor, will ultimately support the most humane and appropriate emergence of TRAGER in the world. TRAGER and MENTASTICS are, indeed, positive influences to the individual's wellness. We need to document and research this, of course. Once established, we can present the value of TRAGER in appropriate terms suited to the many places we wish to be.

So...Is TRAGER therapy? Movement Education? Massage? Massage Therapy? Somatic Education? Bodywork? A personal service? Neuro-muscular re-education? A spiritual/meta-physical/transpersonal discipline? A bio-physical art form? A way of being? A recreational activity? The late and legendary filmmaker Fredrico Fellini would say "all of the above" I'm sure—without having to have any other information. He celebrated the infinite richness of life. The reality is that we each do develop our own definition, and look at all other characterizations of TRAGER in relation to our own. Our organization must address the issue of definition and categorization directly. The results need to be as supportive as possible of the work itself, our Practitioners, and our organization. I hope that our formal, official efforts will place us fully into the wellness model, an arena I feel will allow for the most effective emergence in the largest number of environments, and an arena that may very well support and inform our efforts at creating definition.

[Revolutionary Nonviolence, continued from p. 1]

Just when I begin to *think* I have progressed to a new conscious level of awareness, an even, a conversation, or an image "out of the blue" provokes an old learned response which feels violent, hostile, or confusing. It is this dialectical process of becoming more aware, while often feeling stuck or regressive, that motivates me to sort it out with trusted friends, perhaps with "radical" therapists, trial and error experiences, and periods of silent contemplation and quiet discernment.

Liberation from our various addictions is a lifelong, radical transformational process, learning that *less is more*. For the most part this kind of deep transformation is usually provoked and stimulated by very personal, visceral experiences of *feeling* pain, suffering, and adversity rather than from accumulation of facts and information. It is important to realize that we are freeing our-

selves from a greed/selfish power paradigm that has been developing for centuries, really for millennia...

In essence, nonviolence is a way of life requiring a radical restructuring of personal values, attitudes, and behavior. Virtually no one I know was consciously exposed to this model from parents, church, school or government. It is inevitable that once this consciousness is *felt internally*, it will be variously expressed in a public, more collective and political manner. We need to give each other permission to walk our talk, and trust our *feelings*, as we embark on this "radical" journey. I like to think of the personal pursuit of nonviolence as walking on a path. Though elusive and rocky at times, and often lonely, it is leading us to new places, new experiences of consciousness, and a deeper understanding of our selves and our relationship to all. It *feels* right. It is mysterious, yet real at the same time. It is hopeful and empowering.

Interview with Deane Juhan (Part 2)

Michael Madrone, Lhesli Benedict and Deane Juhan

In Part 1 (see the previous issue of this Newsletter and correction on p. 4) Deane had been talking about recent research in brain function, how the current thought is that brain function is a completely integrated system.

Deane Juhan (DJ): [All this] means there are five tandem systems working. One is the neurons through the synapses, working something like a circuit board. Then there is the neuropeptide soup that conditions how all those neurons respond—both individually and in orchestrated groups. The computer is constantly changing its mind internally about what it wants to do next with the input, so there's a fluid central nervous system, which consists of the peptide information packets floating around, hitting specific targets and spreading specific information around from release to target and back. And then there's the quick synapse system. The synapse system is highly conditioned by the synapse peptide system. In turn, experiences that come through the synapse system generate or inhibit certain peptide cocktail combinations. So they're working back and forth all the time. The thing that excites me about that one with Milton Trager and bodywork is the liquid quality of TRAGER bodywork—the jiggles, the waves—and that means that, in every wave, in every pulsation of circulation, there is a quantum of consciousness. And when those get trapped and tourniquetted off by muscle patterns and get caught in pockets and pooled, in *that* liquid that's caught in *that* pocket is a specific piece of information that was supposed to get somewhere. And because it didn't, things are different. So when you break that pocket loose and the peptide gets tossed

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back out into circulation, an association that got kicked off 20 years ago and never got to the target finally makes it. And that's not just the muscular relief, but the wave of mental-emotional revelation that comes over you—the realization that you've been working with half your mind—you've been leaving the liquid part out. The dimensions of consciousness that open up when that circulation system is operative are enormous and incalculable.

Lhesli Benedict (LB): It's true that the body relaxes in releasing a pocket. Does the body become stimulated as well?

DJ: Yes, there's vitality as well as relaxation. And it succeeds in communicating with itself for survival-based homeostatic decisions for far more efficiency.

As far as I can see from all my experience and reading, the inability to integrate reliable information for survival-based homeostatic decisions is the main stress we suffer from. We've become complicated enough to have a cortical override of important homeostatic processes. That's why we're the neurotic animal. And part of that neurosis is the very sophisticated and habituated things we do with our musculature that fuck up that circulatory mind. And that's part of the trap. So that's the second big *pool* of stuff it seems. This is all quite new. Fifteen years ago the idea hardly existed and it's still on the cutting edge of the information, with Nobel prizes just beginning to be won. It's very new.

The third system has to do with the new understanding of the philosophy and phenomenology of the neurology and physiology of language that until recently it's just been just assumed, to an astonishing degree, that "language" meant "verbal language". And that it was either written or spoken. I first stumbled into the big realization while reading Oliver Sacks's book on deaf people and communication. I realized that language is not words; language is communicable symbol in any form and the manipulation of those symbols in a conscious way to create endlessly variable forms of information through a manipulative symbolic medium. He got the insight through watching people do sign language, seeing how adept people were at signing and what's different about that language. One of the things that's different about sign language is that a whole room full of people can be talking and you can be listening to seven or eight different conversations and talk to someone across the room and there is no interference. Nobody drowns anybody out. And you can have just as intimate a conversation with somebody over there at the bar as I can have with you if we sign. I can have a conversation with both of you at the same time and not lose track, because the ear can carry only one track, but the sign and your eyes track many tracks because you're more adept. That was Sacks's fascination with sign and the psychology of the deaf and realizing how rich their world is in ways ours is not because of that more global shared communication process. What that started tipping me into realizing was

that when you can't use this {your ear}, which is one of the two neurologically most dense parts of your body, you go to the next track {your hands}. And these just happen to be the same things you use for bodywork, interestingly enough. And what effective bodywork is and what defines the difference between shoving a technique around and pushing tissue back and forth is what you get across—the information you manage to impart with your hands—that's a language, just like sign. Learning to touch somebody's surface and to modulate that touch in a way that begins to take on consistent symbolic meaning-laden input: you're talking, and that's language, and it's as sophisticated and as complete and as nuance-worthy as anything we're doing here with the tape recorder.

So those three foundations are what I see really coming together so as to let us articulate why this work is different. Through "touch is language", we're communicating biological value, survival value laden information that helps the organism integrate itself better. When it does that it drops muscular patterns that have been interfering with fluid circulation and with that comes the neuropeptide thing and with the neuropeptide thing comes the big missing physiological element for the integrated brain that relies on fluid circulation as much as anything else to be globally functional.

LB: Do the receivers get that in symbols? Are there kinds of symbols?

DJ: Yes. The symbols are tactile symbols. And I began to realize a little while ago while I was doing all of this how important Milton's words are. It's not what he's saying. It's his tone of voice, the "m-m-m"s, the "well"s, the "thank you"s, "is this too much", "is that okay". Another big model for me is Neuro-Linguistic Programming. If you open up "linguistic" to mean "language through any modality", Milton is a neurolinguistic programmer with his hands in the same way others are with their words. And a lot of the same principles apply. He's tracking, he's mirroring, he's anchoring, he's affirming—

MM: —rapport, future pacing—

DJ: All those neurolinguistic terms apply. Our language is another modality—another sensory modality.

MM: So just as verbal language is not only important for survival but it is also how we develop, so too could you say that touch language functions in a similar fashion?

DJ: Absolutely. Every mammal uses it instinctively, because no mammal can survive 24 hours after birth without adequate tactile input. No human animal can grow to its full genetic potential without adequate tactile input. If the deficit is enough to keep you alive but not enough to help you develop, what you are is a dwarf—deprivation dwarfism is a universally documented fact. The interesting thing to me—and what I'll never quite get is how a phenomenon like deprivation dwarfism can have been around and acknowledged for a hundred years and nobody said, "Gee, touch might be impor-

tant", on some clinical level. I think clearly what we're up against here and what excites me is a social phenomenon. This culture has been living under several centuries of wall-to-wall denial. It's partly religious predilections and it's partly child-rearing practices. We've been chased away from tactile subjective experience, generation after generation, to the point where people can't find their ass with both hands. Then we wonder why political and social problems keep erupting in our faces. To me this work is a way just to get people back to the pure raw nourishing integrating factor of tactile input above and beyond therapy for specific problems. Just to teach parents how to touch their children without embarrassment and shame, to teach anybody who's involved with any kind of helping modality professionally or vocationally that if that's not a part of what you're doing you've left one of your best tools at home. Separating that from the whole squirmy Puritan foreplay, massage parlor issues that get thrown up around it in our particular Western 20th century Christian culture loop.

MM: How do you see that changing in the future?

DJ: The only hint I've ever had in my life of how that might be in the future is the experience I've had living in a place like Esalen. Those barriers are down there. People look at each other's bodies. There's a lot of tactile experience. In the early years it got mixed up with the sexual revolution. When people's repressions come out they go nuts for a little while. What I also watched happen is that, as the rawness settles down and as things get a little cooked and integrated, it all falls away and what happens is a very different kind of clear, deep personal communication that can happen across the dinner table or in the middle of a town meeting or a political meeting. When the system starts to operate on a newly integrated level through the touch, tactile input, and when it starts to operate with peptides that reflect the pleasure and the relaxedness and the peacefulness of that, everything changes. It's like living red light instead of blue light. There's no way to anticipate what all those changes will be. Some of them won't necessarily be comfortable or pleasant, because awareness isn't always that way. [The absence of tactile experience] is the missing piece that doesn't make sense in the educational design, doesn't make sense in the nuclear family, doesn't make sense in the spiritual institutions in their attempt to reach people. This is what's missing. If people can start touching each other and just using that as another means of communication. That is the piece that's missing in all of the institutions around us that are falling apart. There isn't any way to put them back together without that element. Because you're basically trying to fix it without half your brain or half the relevant information. I don't see how you get people to understand what you're doing to the Ohio River until you get them to understand what they're

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Interview [continued from p. 3]

doing to their bloodstream. There's got to be some tactile biological reality to what pollution means before it becomes a relevant issue to people economically.

[To be continued]

Corrections to Part I of the Interview:

On page 2 of the Winter newsletter the second full paragraph in the left-hand column should read: "Now the reasons for the subject matter that I drew myself towards were twofold: You'll notice in the bibliography that there's not much that's brand new and a lot of it is like *Scientific American* articles and relatively accessible literature, a lot of it from the 60's and 70's. That was because at that point that was the level of sophistication of my reading and my vocabulary. And also there was a conscious decision not to look for avant garde, far-out, new, or untested studies." Sorry about these inadvertent changes which changed the meaning!

Preliminary Report: How to Market TRAGER

Gloria Garvey and Brook Gramann

In October, 1993, the Board of Directors, in response to a growing call and need for marketing, contracted with Gloria Garvey and Brook Gramann of Garvey and Gramann Marketing and Management Consulting, in Honolulu, to do a study and report on The Trager Institute's current and prospective marketing efforts. They studied much of our printed literature, and spent two full days interviewing a cross-section of members. They also conducted a Strategic Marketing Focus (SMF) group which, in addition to members, included a typical client and a chiropractor who has a TRAGER Practitioner in her office. First and foremost, our sincere thanks to Gloria and Brook for the generous quantity of time they have devoted to our organization, as well as the high quality of attention and care they bring to our marketing issues and needs. In their report, Gloria and Brook describe our organization's background with respect to marketing. They also used the information provided to clarify what they refer to as a "brand personality" of TRAGER work, describe our "target audiences", summarized our current marketing materials, and discussed organizational issues. Their marketing recommendations provide food for thought for all of us as we consider how best to apply our Institute's limited resources to marketing. Except for a very few minor changes for clarity, the following is a verbatim transcription of their marketing recommendations. Lest there be any misunderstanding, please note that these are just recommendations, and are not to be considered official policy unless otherwise announced.

Background and Situation Analysis

Because it is so experiential, it is difficult to describe — which has hampered public communications efforts regarding TRAGER work. This problem is exacerbated by the fact that a myth

seems to have been perpetuated among practitioners that it is in fact "incredible". This has resulted in an unwillingness to talk in the language of other disciplines, creating further barriers to communication and understanding.

Efforts are currently being made to de-mythologize TRAGER work, address issues of jargon (e.g., "hook-up", "MENTASTICS") and study scientifically the benefits of TRAGER work. The most prodigious efforts in this area have been undertaken by Deane Juhan, who has — as a part of this process — become a de facto spokesperson for TRAGER work.

Recommendations

The recommendations in this report will cover several areas, but for the most part will not provide specific advertising, public relations, direct marketing or sales solutions.

Communication

There are communications issues which need to be addressed:

Decide what TRAGER work is, and then make sure everyone in the organization uses that term.

Based on what we have seen and heard, you should not use the words "massage" or "therapy".

"Bodywork" is broadly accepted, but we also recommend against it because it implies that the client is having something done to them, as opposed to learning a new way of being.

"Psychophysical integration" might be appropriate with certain of the health care community but it is not good for general public usage.

"Movement re-education" is the best of all the terms we have heard, but it is lacking in the sense that it is sort of clumsy and lacks the lightness of being that TRAGER work imparts. Nonetheless, it is the one we recommend.

TRAGER needs to learn to communicate in the language of the audiences, whether they are consumers, health care practitioners (allopathic or "alternative"), or journalists.

Milton Trager says: "I am not the therapist. I am the instigator." Practitioners say that the client is learning to re-educate his own body [or body/mind]. And yet there appears to be a hierarchical, somewhat dependent relationship between Trager and his "followers", and between Practitioner and the client. You may be able to undo this perception through language by using words which are more action oriented, which make the Practitioner and the client more accountable, and which are more specific in promising outcomes.

There is not a lot of jargon that needs to be changed, but as was discussed, "MENTASTICS" could be called "TRAGER Movement". The one negative aspect of this is that it may emphasize "movement" which you don't want to position TRAGER as (the "guru effect"). If you use the term "Hook-up" you need to explain it in more detail. Milton's comparing it to meditation is useful and will be understood.

What needs to be changed is the willingness

to commit to what TRAGER does, and what results it can bring. Practitioners need to own TRAGER.

Practitioners we interviewed, with the exception of Deane Juhan, took virtually the same approach to describing TRAGER work. First, they started off by saying it was impossible to describe. Then, using words like *fun, feeling, lightness of being, right brain, passionate, natural, flow meditative* and Trager's own *hook-up*.

Deane Juhan, although he acknowledges the metaphysical aspects of TRAGER work as expressed by the other practitioners, sticks to the scientific aspects of the benefits of TRAGER and how it works, using more action-oriented words than other practitioners.

Board members need to understand how to talk about TRAGER. They, too, must own TRAGER and be able to talk about its benefits and potential in a clear and compelling way.

Marketing issues are very important. TRAGER has clearly reached a stage where word-of-mouth is stalled for one reason or another.

As has been pointed out by the staff, you do not need assistance in getting articles in the "alternative press". Clearly, there are plenty of opportunities and TRAGER work is already known there. Still the "alternative press" is the way to reach bodyworkers who might consider becoming TRAGER Practitioners and where you communicate with your colleagues in the field.

You need to generate more exposure in the mainstream press. This you already know. At the back of the report is a list of women's magazines with their editorial profiles; articles should be developed which are slanted to fit each of these profiles. For example, they could be mailed with an edited version of the tape entitled "The TRAGER Approach", and offer a free TRAGER session which could be given by a Practitioner in the area. Most of these magazines are New York-based. You could, for instance, send Deane Juhan to "lunch" with Frances Lear.

You can do the same thing with men's magazines, and with sports magazines targeted at the market as a whole. The types of magazines you want to look for are lifestyle magazines. We can recommend a PR professional who can assist you in placing stories, and this would be money well spent.

When the books are completed about Milton, you definitely need to hire a PR professional to get you exposure and to develop a plan for book signings and television talk show appearances, even if they are local not national.

Your own materials should be mailed on a consistent basis not only to Practitioners, but to a mailing list you can develop of key influencers in both the allopathic and alternative health care fields. They should also go to key targeted magazine editors, and to television talk show hosts. Oprah Winfrey would be a great target for you, and she has already had an entire show devoted to Deepak Chopra.

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The *Trager Journal* needs to be updated more often. If expense is a consideration, you can print a generic cover that is attractive in a large print and then print the inside on a periodic basis.

Audiotapes should be developed and offered to various targeted markets, especially Practitioners to assist them in learning how to talk about TRAGER.

A videotape should be made of MENTASTICS along the line of the Jane Fonda how-to tapes. This should be done professionally, and should feature someone who is graceful, attractive and energetic. If you do the tape professionally, the producer will want to cast for the person or persons who are going to teach MENTASTICS. This should not be left up to a non-professional to decide. At the end of the tape, you should have a brief piece on TRAGER work and information on where the viewer can call for more information and a TRAGER Practitioner in their area.

These tapes should be marketed to Practitioners so that they can market them to their clients. They can also be used to mail to magazine editors, etc.

Audiences

Practitioners: The primary audience of The Trager Institute is its Practitioners. You should exist to serve them and their needs. Only in doing so effectively will you be able to get control of how TRAGER is presented to the world. Once you have supported the Practitioners in their efforts to market themselves (which is really marketing the work), then it will be easier to control how they practice TRAGER and whether or not they do other bodywork as well.

Only by valuing TRAGER work, and the people who practice it will you be able to move towards effectively policing those [non-members] who "do a little TRAGER" and in distinguishing TRAGER (the real thing) from its many imitators (rocking taught at most massage schools). All of the famous and long-lived brands have become that way by insisting on consistency, offering specific and usually material support to distributors, and by policing seriously the use of the brand.

Ways of supporting the Practitioner can include things like generating articles in the mainstream press and then letting them know that the articles have appeared, as well as offering copies to them at cost.

Potential Practitioners are a secondary but far less important audience at this point.

Influencers and Decision Makers:

[Editor's Note: "Influencers" are individuals and/or organizations who are esteemed by the public, government, and/or industry and professions.]

According to a recently published "Point of View" by our friends at Team One Advertising (responsible for the introduction and marketing of the Lexus), traditional advertising approaches are not working the way they used to:

Despite their widespread application, these

approaches are inherently inefficient, because they fail to take advantage of a critically important aspect of sales dynamics: Buyers are greatly influenced by the opinions of specific people.

Team One research shows that for many products and services, advertisers can multiply the effectiveness of their marketing efforts by reaching out to several audiences simultaneously. They should (and do, of course) talk directly to potential buyers. But their sales appeal should also be targeted to *those who influence* buyers' purchasing decisions.

It is absolutely critical that TRAGER talk to each influencer audience in that audience's language. Influencers can be reached through the mainstream press, and they can also be reached through the vertical publications that serve their professional groups, and by direct marketing in key areas.

The General Public: This audience is best reached through the marketing of your Practitioners done on a region-by-region or area-by-area basis. This is one reason why it is so critical that you supply them with good materials and strong support.

They are also reached through talk shows on radio and TV and in the mainstream press.

Short Term Marketing

Develop a plan to support your existing Practitioners. It should include materials that they can use to market themselves and examples or how to do it. Sample articles, for instance, could be written so that they can be by-lined by local Practitioners for publication in local newspapers. Brochures or flyer shells can also be developed. This should be the exclusive focus of your marketing in the near term. That does not mean you cannot place national articles or extol the virtues of TRAGER work on a global basis. It does mean that you have to keep in mind who you are doing it for.

Long Term Marketing

A long term marketing plan should be developed and implemented with specific goals and objectives.

For example:

By 1995, increase the number of Practitioners by 10%.

By 1995, have a complete kit for Practitioner self-marketing developed and distributed to all Practitioners who make a living at TRAGER work.

By 1997, have the certification program up and running. Increase number of Instructors by 10%.

Each year, generate three new articles in major mainstream publications. Follow up with reprints to all Practitioners.

Identify specific opportunities for TRAGER exposure on local, national and international basis. For instance, at the Olympics in Atlanta, offer free TRAGER services to specific sports, or all sports.

Consider looking for celebrity spokespeople.

Tony Robbins effectively used retired football great Fran Tarkenton to position himself in the sports world. Chiropractor Margaret Heller pointed out in the SMF session that as soon as Frank Shorter won the marathon, his support of chiropractic legitimized the profession with a broad spectrum of people.

Needless to say, there are many things that should be included in a long range marketing plan. Developing such a plan is dependent on the organizational commitment to a new certification program, to supporting your Practitioners, and to owning the work itself.

Deane Juhan: A Regular One-Man International Marketing Committee

Don Schwartz

Marketing and promotion of TRAGER in support of our Practitioners and Certification Program has been for many years one of the most important and often-discussed issues. We are still struggling to clarify our goals and objectives in marketing—yet knowing how important action is needed now. Hook-up, however, is at work, and TRAGER continues receiving excellent media coverage all on its own.

One member, though, has been so active as to warrant the title of this article. What follows is an as yet incomplete list of Deane's recent and future promotional activities.

Deane has accepted an offer to be a major presenter at the fifth annual *European Conference on Humanistic Medicine* at ZIST, in Penzberg, Germany, on October 26-30, 1994. He will present one 90 minute lecture to the whole conference, and three 3-hour workshops. Other people invited include: Stanley Keleman, Anna Halprin, Dr. Ernest Rossi, Arny Mindell, and Dr. Candace Pert...all leading contributors in their respective fields. This is the largest conference of its kind in Europe. Last year there were more than 900 participants. Deane will also present a 3-day Somatics Exploration workshop while in Germany for the conference. Dates to be announced.

Another big project will be his participation as a major presenter in the "High Touch Tour" in 1995, organized by Robert Calvert, editor of *Massage Magazine*. The tour is a large scale travelling trade show for bodyworkers and related health professionals. High Touch will visit 12 cities in 12 weeks. More information about this tour and your local involvement will appear in future newsletters, and, perhaps, separate mailings.

Last year, he was sponsored by TRAGER folks in Toronto, and Lon-

[Continued on p. 6]

Deane [Continued from p. 5]

don, Ontario, to present lecture/demonstrations in those cities. Total attendance for both events was close to 500 people.

He presented to the Atlanta bodywork/massage/somatics community at the Atlanta School of Massage in January of 1994.

He has been nominated to be a keynote speaker at the 1994 annual meeting of The Rolf® Institute.

He has received an offer to present at an AMTA Regional Conference in North Carolina.

He is working with Practitioner and physical therapist Christopher Massonneau of Waynesboro, Virginia, to create a 2 day Introduction to TRAGER for physical therapists. This workshop would be for physical therapy continuing education, and would be highly publicised through direct mail to physical therapists, and through physical therapy publications.

He will be interviewed this year by *Elle* magazine for a major article on the mainstreaming of alternative medicine. *Elle* has featured TRAGER before.

He will be teaching at the Gainseville School of Massage in Florida.

He is now a columnist and guest editorial writer for *Massage Magazine*.

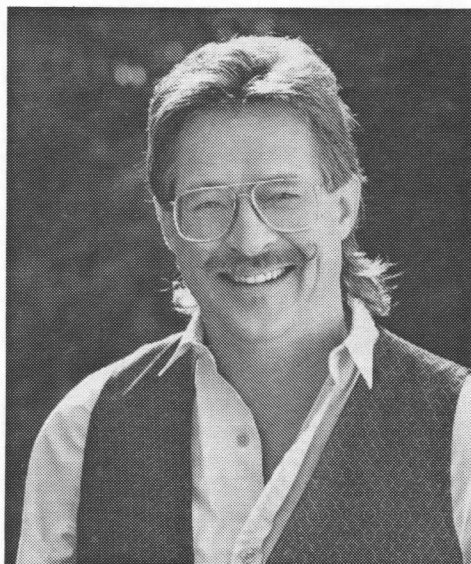
Deane is one of the four presenters of "The Broad Reach of Bodywork", a 20 day (five four-day weekends) stand-alone course for massage/bodywork/somatic practitioners. Deane will be teaching with Caryn McHose, Thomas Myers, Dr. James L. Oschman—all major leaders, thinkers, practitioners, and teachers. The course will be presented on Fridays through Mondays, from April 15, through May 16. For more information contact: On Balance, Attn.: Rosemary Erb, 4 Milk Street, Portland, Maine 04101, 207-772-9812.

He has been solicited by a new journal/magazine called *Massage and Bodywork Quarterly* to submit a major article on The TRAGER Approach. This article will appear in the Summer issue of 1994.

He is in dialogue with Living Earth Crafts of northern California, a major table manufacturer, to design and produce a table built to TRAGER specifications. Living Earth Crafts's marketing of these tables will be aggressive, and will provide the Institute with substantial market exposure. Institute members will be offered deep discounts if they wish to retail the tables.

Finally, Deane has been hard at work for years on a definitive book about the TRAGER

work itself. His intention is that it serve as one of our major PR organs. The working title presently is "American Zen: The TRAGER Approach to Somatic Education, Therapy, and Enlightenment". At least a substantial part of the work in progress will be available for review and comment at the International TRAGER Conference this Summer, in Pennsylvania.



Deane Juhan, one-man media rep. (Photo: K. Zurlinden)

Media Watch

Don Schwartz

In addition to the important contributions Deane Juhan has made in promoting TRAGER as described in the above article, here are more exciting workings of Hook-up:

TRAGER was included in a major article called "Body Work: Hands-On Health" in the January, 1994 issue of *Glamour* magazine. They entitled our section: "TRAGER: The Art of Gentle Persuasion". My thanks to the editors of *Glamour* for supporting our certified Practitioners by informing their readers that certification is based upon an annual renewal evaluation, and that clients may request to see a copy of the annual certificate.

TRAGER has been included in a major publication entitled *Alternative Medicine: The Definitive Guide* compiled by The Burton Goldberg Group, and published by Future Medicine. This is the largest, most comprehensive work of its kind I've ever seen, and my thanks to Future Medicine for their generous gift of this book to The Trager Institute. TRAGER was also included in the companion book, *Alternative Medicine Yellow Pages*. To order your copies, call 1-800-641-4499.

An article on TRAGER by Practitioner Megan Eoyang has been published in the Winter, 1994 issue (vol. 5, no. 2) of *The Shore Guide*, a northern California regional directory.

Laura Sandberg, a Practitioner from Spokane, Washington, was interviewed by Jack Oyler, R.N., and this interview was published in the Winter, 1994 issue of *Conscious Living*, a northwest regional magazine.

Finally, please see Isabel Rachlin's article below concerning TRAGER's appearance in a major text book.

TRAGER in a Major Text Book

Isabel Rachlin, P.T.

Isabel is a Practitioner and physical therapist from Ithaca, New York. Her article announces the inclusion of TRAGER in a medical text. This appearance is another avenue through which TRAGER is being known and utilized in our society. However, it is necessary to restate that The Trager Institute does not define TRAGER as any kind of treatment or therapy, rather it is defined as a form of movement education or bodywork. Please see Don Schwartz's article on "TRAGER and Wellness" on p. 1 above.

As a TRAGER Practitioner, Physical Therapist, and author, I am delighted to notify the TRAGER community of an excellent new book which includes The TRAGER Approach applied to individuals with myofascial pain conditions and fibromyalgia. The book is a medical text entitled *Myofascial Pain and Fibromyalgia Trigger Point Management*, edited by Edward S. Rachlin, M.D., and published by Mosby Publishers.

This book offers the TRAGER Practitioner in-depth information on, and treatment of myofascial pain syndromes and fibromyalgia. It includes chapters on etiology, psychological considerations, metabolic factors, dental perspectives, exercise programs, massage, modalities, manual therapies, ergonomics (posture and body mechanics), and more.

Although there is neither a chapter on, nor a very lengthy discussion of, TRAGER psychophysical integration, it is mentioned appropriately throughout the text, particularly by two physical therapists who are also TRAGER Practitioners, and is included as an option of Dr. Rachlin's protocol for myofascial pain syndromes and in the follow-up care program for individuals who have received trigger point injections. This book breaks new ground in the medical world in many respects, not least of which is the inclusion of TRAGER. Hopefully, this book will help to familiarize doctors and other health practitioners with the word TRAGER.

This is a great reference book for any bodywork practitioner and is one you can show to doctors and say, "Look! It says here in this book that TRAGER is an excellent option in the care of people with myofascial pain syndromes and fibromyalgia!"

To order your copy from Mosby Publishers, call 1-800-426-4545. The cost is US\$59.95, which is quite reasonable for a medical text.

THE TRAGER NEWSLETTER

WASHINGTON, D.C. UPDATE - FEBRUARY, 1994

Cherie Jones

Cherie is now a Practitioner, from the Washington, DC, area.

I. National Wellness Coalition (NWC)

As announced in the Winter issue of this newsletter, the NWC sponsored a Wellness Summit November 18-20, 1993 in Washington, D.C. As a member of the Planning Committee which helped organize this Summit, I was pleased with the level of heartfelt participation of those attending. There were many inspirational speakers communicating their unique perspectives. Joined together, these formed an overview of "wellness" from the societal to the individual level. For example, Janet Smith, the founder of the NWC opened the Summit by noting that the current health care crisis is a "wake-up call" for us to recognize that we can no longer afford to just "fix the parts" of our health care system (and ourselves) but must address the underlying causes of the crisis and "make ourselves whole." The Reverend Clark Lobenstine, Executive Director of the Interfaith Conference of Metropolitan Washington, drew upon a declaration published by the 1993 Parliament of World's Religions to evoke a new global ethic based upon respect for life, tolerance, truthfulness, a just social and economic order and equality. This will be achieved when individuals take responsibility for transforming their own lives and the societies in which they live.

Terry Mollner, founder of the Calvert Social Investment Fund and the Massachusetts-based Trusteeship Institute, Inc., captivated the group with his message. He began his remarks by stating that "it takes a village to raise a child." He went on to document in a very personal way the desperate need in our society for elders and for the development of a "oneness" pattern of mind where we view everything and everyone as a part of ourselves. He told us about the "Friends and Lovers Community," which he and his friends have created based on the belief that they must "take responsibility for what we've learned and retribalize." Mollner also believes that in our modern society, this will most likely happen on a large scale in corporations, since corporations are self-contained and can provide the nurturing, caring environments to foster community. According to Mollner, the highest priority of the corporation must be for the good of all—"bringing friendships to the level of community ... bringing companies to the level of friendships."

Dr. Andrew Weil, Associate Director of the Division of Social Perspectives in Medicine of the College of Medicine, University of Arizona, claimed that the "economic disaster in health care is not going to be solved by addressing the mechanics of who pays for what ... medicine is a

sinking ship." He stated that the only solution is to change the entire structure of the medical system in a number of ways. First, we must change the way we train physicians. This cannot be accomplished by curriculum reform, but by a more fundamental change in what we expect from doctors. Doctors must be taught to be examples of health. Second, we must change the influence on medical practices of insurance companies and others with monied interests. Third, we must honor the roots of the philosophy of medicine. According to Weil, Hippocrates said not only, "do no harm," but also, "honor the healing power of nature."

Dr. Jim Gordon, Director of the Center for Mind-Body Studies also focussed on medical education reform. He stated that medical schools have "lost the spiritual dimension in medicine," and must encourage students to remember why they went to medical school in the first place. Also, physicians need to have a "renewed experience of themselves" in order to have something to give to their patients. Medical education must open up to new research methodologies and see medicine in a larger perspective than the Western medical process. Gordon pointed out that our form of Western biomedicine, which has basically been developed in the last 80 years, is but "a moment in the history of medicine," and needs to be seen in the context of other cultures and other centuries.

Berkeley Bedell, former Congressman from Iowa, focussed on the problems of government regulation of natural treatments. He stated that it currently costs over \$230 million to get approval for a new medicine through the Food and Drug Administration (FDA). Therefore, only large pharmaceutical companies can afford to offer new medicines, and only at a high cost. In order to counter this inhibiting effect, Bedell is sponsoring legislation which would provide that "every person shall have the right to any treatment he or she desires." Tom McMillen, former Congressman from Maryland and current co-chair of the President's Council on Physical Fitness and Sports, espoused the wellness benefits of physical fitness. He stated that a recent survey of the workplace by the President's Council indicated that employees maintain the highest level of fitness when employers provide a supportive environment, and that a "buddy" system is also important. McMillen believes that the government should provide tax incentives to corporations to provide fitness centers in the workplace.

Dr. Joan Priestly, a holistic physician in Los Angeles, California, spoke about the healing power of good nutrition, and in particular, the benefits for the immune system of high concentrations of micronutrients. Dr. Joe Pizzorno, President of Bastyr College, Seattle, Washington, recommended that individuals take back the responsibility for their own health care and educate themselves in self-care techniques. He also recommended that local healers should be recognized and utilized. John Vasconcellos,

California State Assemblyman and founder of The California Task Force to Promote Self-Esteem and Personal and Social Responsibility, noted that "the health care you do is who you are." He sees a "revolution in self-esteem" which is changing the individual, economic and social picture and will lead to a new, more healthy way of life. Morty Lefkoe, a consultant specializing in changing corporate cultures and assisting individuals to eliminate dysfunctional personal beliefs, stated that the most work environments engender attitudes that lower immune systems and predispose people to illness. He suggested that this negative corporate culture must be changed, so that people feel that they have more control over their lives.

Finally, Cheryl Austein, a representative of the Clinton Administration (Director, Division of Health Policy, Office of the Assistant Secretary for Planning & Evaluation, Department of Health and Human Services) provided an overview of the President's Health Care Reform Act. She pointed out that the President's package emphasizes "prevention and health promotion." For example, the plan includes proposals to develop a database and conduct research on prevention. She stated that the plan puts the "power in the hands of the consumers" to shop for health insurance, and that no individual can be denied because of a pre-existing condition. She stated that there is a strong emphasis on women and children in the plan. Austein also pointed out that the plan encourages investment in training of primary care providers, and emphasized public health. When asked whether alternative health care services would be covered under the plan, she stated that there is a very narrow list of exclusions in the plan and that alternative modalities have not been excluded. She explained that the Administration would probably consider the role of such services after the bill has been passed. In responding to a comment that it is "time to break the monopoly of the American Medical Association," Austein responded that the Clinton plan does not specify that doctors must provide services. She stated that this "opens the door" to other services, but that ultimately, it is up to the states to decide this issue.

After listening to these speakers, participants broke up into discussion groups to further refine some of the principles discussed and to attempt to arrive at a consensus policy for the NWC. In addition, a number of representatives from various groups met the following day to discuss the future of the NWC, including the organizational structure, budget and overall long-term direction. Participants agreed to plan a retreat in January to address these issues. The retreat was postponed, however, since Janet Smith decided to move herself and the base of operations of the NWC from Washington, D.C. to Los Angeles. In a letter sent to all members, dated December 27, 1993, Smith explained that "this move will be personally energizing, while it also begins a new chapter for NWC." Smith also announced

[Continued on p. 8]

that she has accepted an invitation to help develop a "wellness model" in Uganda, East Africa.

2. Joint Governmental Relations Committee (JGRC) of the Federation of Therapeutic Massage and Bodywork Organizations (Federation)

As of January, I inherited from Corinne Larson the position of TRAGER representative to the JGRC. Corinne kindly forwarded to me extensive files on professional regulation and licensure in general, and state proposals and legislation in particular. Thank you, Corinne, for this wealth of background information and for your personal guidance during this transition. Now all I need to do is to read all of this material!

The first JGRC conference call in which I participated was held on January 9, 1994. Other participants included John Fred Spack of the American Massage Therapy Association (AMTA), Frank Bosco, American Polarity Therapy Association, Susie Macuga-Brandt, The American Oriental Bodywork Therapy Association, Michael Murphy, The Rolf® Institute, and Corinne (her farewell call). The initial discussion focussed around whether or not to permit Michael Purcell of the Feldenkrais® Guild to participate in the conference call, although Feldenkrais® is not yet a member of the Federation. The Feldenkrais® Guild has expressed an interest in joining the Federation, and has been active in legislative activities involving professional regulation in many states. This proposal was tabled after there was opposition from the AMTA, on the grounds that Feldenkrais® participation has not been approved by the Federation Board.

The discussion then turned to the planned Federation publication. Several participants in the conference call are in the process of developing articles for submission to this publication. The articles will hopefully be finalized for discussion on the next JGRC conference call, scheduled for February 20, 1994. Finally, several specific state legislative proposals were discussed, including those in Kansas, North Carolina, Pennsylvania, Maryland and D.C. Anyone with questions or comments about legislation in these or any other states, please feel free to call me at (202) 778-6400.

3. D.C. Legislation

On January 21, 1994, a bill was introduced in D.C. to provide for licensing of qualified massage therapists. The proposed bill contains many of the provisions suggested by the "D.C. Massage Group," an *ad hoc* coalition of massage and bodywork practitioners (including TRAGER) which is directed primarily by the D.C. Chapter of the AMTA. I described these provisions in some detail in the Winter, 1993 issue of this newsletter. One change, however, is that The TRAGER Institute (as well as other

individual organizations) is no longer mentioned specifically as an organization which serves to automatically qualify members for licensure in D.C. The effect of this deletion is that the only ways for TRAGER practitioners to be licensed under the proposed bill are (1) to graduate from a 500-hour massage therapy school approved by a state Board of Education of the Commission on Massage Training Accreditation/Approval (COMTAA), or such other training as approved by the Massage Therapy Board created by this legislation; (2) to pass the National Certification Examination for Massage Therapy and Bodywork; (3) to be "grandfathered" in by having "practiced massage for compensation" in the District for at least two years before the effective date of the bill; or (4) to be licensed in another state.

The 500-hour requirement with no specific provision for TRAGER Institute members obviously will raise difficulties for new TRAGER practitioners who wish to be licensed to practice in D.C. There will be an opportunity to suggest modifications to the bill as it makes its way through the legislative process, and I will stay involved in that process to attempt to protect the rights of TRAGER practitioners to practice in D.C. I would appreciate any suggestions or help anyone has to offer. If you would like a copy of the proposed bill, please let me know.

Practice Development Resources Guide

The following resources are published for the information of the Institute's Practitioner members in support of their practice development. No specific claims or endorsements are made or intended. Your feedback about your use of these resources is appreciated. If you know of resources not listed here, please let us know!

Reverend Alia Zara Aurami, Ph.D.,
PO Box 45664, Seattle, WA 98145.
Phone: 206-633-5737

Alia offers workshops throughout the world, individual consultations, and a variety of publications.

Peter Dogan, PIC Services, Inc., Aviation Services, 30 Plains Road, Essex, CT 06426. Phone: 203-767-8263

Peter offers a workshop called "How to Manage and Profit from Your Practice".

Maja Evans, C.M.T., D.H., Laughing Duck Press, 834 41st Avenue, San Francisco, CA 94121. Phone: 415-221-5530

Maja has authored and published a book entitled "The Ultimate Hand Book: Self-Care for Bodyworkers and Massage Therapists". Maja offers both individual consultations and workshops on a great variety of topics related to the practice of massage therapy, bodywork, and self-care.

Mark Harrell, 5666 La Jolla Boulevard, Suite 307, La Jolla, CA 92037. Phone: 619-226-5175

Mark offers a workshop and/or tape series called "Marketing Massage to Chiropractors".

Michael Madrone, 102-2252 West 5th Ave., Vancouver, BC V6K 1S3, Canada. Phone: 604-736-2700

Michael, a Practitioner, Tutor, and Sponsor, offers two Institute-approved classes on practice development. The two-day workshop is called "Developing and Promoting Your TRAGER Practice", and the three-day is called "Professional Development". Michael has consistently received positive feedback from the many members who have taken his class. Please see your TRAGER schedule for more information. Michael also offers individual consultations.

The Portable Practitioner, P.O. Box 2095, Petoskey, MI 49770. Phone: 616-347-8591, 800-968-2877

Published and edited by Monica Gruler, *The Portable Practitioner* is a periodical with the following mission: To assist in the process of discovering and creating opportunity around the globe for those involved in the health and healing arts professions, and to communicate the news of opportunity to our subscription members. To offer a vehicle through which practitioners may establish relationships with fellow practitioners and with establishments that demonstrate their commitment to health and healing arts disciplines through employment of qualified professionals.

Subscription-membership (US\$25/yr. for the US and Canada, US\$39 overseas) includes quarterly newsletter, access to JOB HOTLINE, Roster of Subscribing-Members, access to products, services, and special offers.

Touch Therapy Times, 13407 Tower Road, Thurmont, MD 21788-1407. Phone: 301-271-4812

Touch Therapy Times is published monthly by the Maryland Bodywork Reporter, Inc., Jack Thomas, President, and is independent of any massage or bodywork organization. It has one of the best, if not the best, coverages of legal issues on both a national and state-by-state basis. Subscriptions are US\$25 per year in the USA, US\$30 for Canada and Mexico, and US\$37 for overseas.

Cherie M. Sohnen-Moe, Sohnen-Moe Associates, 3906 West Ina Rd. #200-264, Tucson, AZ 85741. Phone: 602-744-0094

Cherie offers a workbook called "Business Mastery" which contains thorough and comprehensive information on practice development, is available through the Institute's administrative office (see your products ordering form in your schedule). The book includes exercises and business form templates. Cherie offers workshops on practice development throughout the world, and is also available for individual consultations.

David Palmer, 584 Castro St. #373, San Francisco, CA 94114. Phone: 415-861-4746

David publishes a newsletter called "The

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Bodywork Entrepreneur" about 4 to 6 times a year which contains valuable information on the subject of practice development. This is the only periodic publication, to our knowledge, specifically oriented towards the business aspects of the bodywork profession. David has also published a book called *The Bodywork Entrepreneur* available through The Trager Institute.

National Massage Referral Service,
2325 Clement Ave., Suite 275, Alameda,
CA 94501. Phone: 510-522-0189

A national referral service for the public to call for referrals to certified massage therapists and bodywork practitioners. The practitioner must be able to provide the service with proof of certification, a business license, and professional liability insurance.

Jeffrey Galper, Ph.D., Rolwing® Associates, Inc., 620 Hinesburg Rd., Suite 3-A, South Burlington, VT 05403. Phone: 802-865-4770

Jeffrey provides individual and group consultations on practice development for Rolfers. His consultations are available to other bodywork practitioners.

PRESS RELEASE

On February 4, 1994, the National Certification Board for Therapeutic Massage and Bodywork issued a press release stating that the national certification program has been accredited by the National Commission for Certifying Agencies: "The NCCA competency requirement assures the public that a massage therapist or bodyworker who meets the national standard for competency functions as a professional in the field, one who performs work accurately, makes correct judgements, and interacts with other professionals effectively. Competence must be demonstrated, and it must be maintained throughout the massage therapist's or bodyworker's professional life." For further details contact the NCBTMB at (708) 864-0123.

Clinical Observation in TRAGER Practice

Harry Friedman, D.O.

While we continue to work to ensure the highest level of training and professionalism for TRAGER work, we must also begin to recognize our role as clinicians within the larger context of health-care education alternatives. Many of our practitioners are already licensed health-care practitioners while others are working closely with physicians, therapists, or other professionals in a clinical setting. The remainder of TRAGER practitioners encounter many clients who are simultaneously under another health professional's care for the same or related complaints.

SPRING 1994

As purveyors of an educational approach to health and wellness, we have the responsibility to ensure that our approach carries with it a minimal degree of clinical assessment and reassessment skills. This is not only for the purpose of appearing more "professional" in our work, but also to improve our communications concerning our clients' clinical circumstances to other health-care professionals as well as families, friends, insurance administrators and lawyers. Even more important, though, is the need for practitioners to make and record clinical observations about the clients' baseline functions and progress. This makes practitioners better at establishing functional goals with their clients, assessing functional changes and providing valuable feedback to both themselves and their clients.

First, clinical observation implies a clinical record. What kind of record depends on the practitioner, but a minimum of information should exist. The client's name, address, phone number, sex, age, marital status, family contact, occupation, referral source and if needed, insurance carrier and lawyer. Also of note is the client's previous and current health-care problems and current treating health-care professionals. Additional baseline information should include the reason for the visit to the TRAGER practitioner and the result that the client is seeking. A brief history of any significant complaints and injuries, their location, duration and course as well as their resulting functional limitations on activities of daily living (e.g., sitting, standing, exercising, dressing, working, sleeping, etc.) all constitute the patient's own subjective assessment of their condition. Next, the objective assessment is made about the clients' functional status based on physical findings, including body structure (e.g., posture), motion responses (e.g., range and degrees of resistance to traction, waggle, etc.) and tissue quality (e.g., tension). Repeat visits should document both subjective and objective changes similarly. A topic for discussion is whether or not a standardized form or questionnaire is appropriate to include in the TRAGER Handbook or just a set of guidelines.

These are inputs from our own perspectives as health-care practitioners and are meant only as indicators of a perceived need for changes in the training of new students and standards for ongoing TRAGER practice. We would like to assist you with ideas about ways that these subjective and objective assessments can be made and recorded. Clinical observation of this type forms a foundation upon which future data collection and research studies can be made; however, additional control measures and assessment protocols are necessary for actual studies of this type. These, however, are the basics.



COMMITTEE REPORTS

Board Minutes Summaries

The Board of Directors members are: John Blaisdell, Gary Brownlee, Betty Fuller, Jean Iams, Rita Lustgarten, Michael Stulberg, Victoria Willms, and Anne Wormood.

The Board thanks Jean Iams for her year of service as President, and welcomes Michael Stulberg in his new position as President. Please see Michael's column entitled "President's Corner" on page 22 of this newsletter.

November 10, 1993

The following Board members were nominated for the following positions: Michael Stulberg, President; Gary Brownlee, Vice President; Anne Wormood, Chief Financial Officer; and Secretary, Betty Fuller.

The Education Committee's (EC) Certification Program Proposal was approved including a) the concept of dual certification programs for Europe and the United States, b) approval of the transition to the new program, and c) the date of implementation to be determined.

Four EC-approved elective classes were approved for continuing education requirements: Somatic Explorations-Jaw, Somatic Explorations-Hand, Teaching MENTASTICS to Clients, and Teaching MENTASTICS to groups.

As proposed by the EC, the "core curriculum" Instructors were given the authority to assign further requirements to any Practitioner taking any continuing education training or class whose work appears to be below Practitioner standards.

A proposal by the Instructors Committee to re-institute the "Practitioner Practicum" class was approved.

A proposal to ease and simplify committee reports was passed. Unless otherwise desired by any specific committee at any specific time, committees will not need to make reports to the Board. Instead, they will continue making reports in the newsletter, and they will send their minutes to Don Schwartz, who will incorporate them in his administrative reports to the Board.

An updated proposal for the formation of the Instructor Trainee Selection Committee was passed.

There was a standing ovation for outgoing Board members Jan Stevens and Harry Friedman.

January 5, 1994

(These minutes have not yet been approved. They will be reviewed at the March 17th Board meeting, and any changes made will be reported in the Summer newsletter.) The following Board members were elected to the following Board positions: Michael Stulberg, President; Gary Brownlee, Vice President; Anne Wormood, Chief Financial Officer; and Betty Fuller, Secretary.

In response to a proposal from the European sponsors, the following four sponsorship changes were approved: (A) All Practitioner Review classes [throughout the world] will be reduced

[Continued on p. 10]

COMMITTEE REPORTS

Board [Continued from p. 9]

from US\$475. to US\$375. (B) All the Practitioner classes will be sponsored in Europe as are the non-Practitioner classes. (C) This will be for a one-year trial through 1994. (D) There will be a change of the fee paid to the Institute from 12% to 16%.

The Board voted to establish a new principle that marketing materials be provided at cost to members. The administration was directed to review and change prices based on this principle.

The budget proposal of the Translation Committee was approved, and the administration was given the authority to work with the Translation Committee with respect to making decisions on what articles and materials are translated.

The 1994 Board meeting schedule is as follows: March 17, May 5, June 30, August 18, September 29, November 9, and December 3. All proposals and input for the Board should arrive at the Mill Valley administrative office at least three weeks ahead of the published date.

Instructors Committee

Bill Scholl

The instructors committee held its annual meeting February 7-13, 1994, in Mill Valley and Laguna Hills. By group consensus, it was our best meeting yet.

We were able to spend two wonderful meetings with Milton and Emily. Milton worked with us all to take our work to the next level. The question was asked as Milton worked with each of our hands and arms: "What are you thinking as you play here, Milton?" "Nothing," he said. "Are you asking questions?" "No, I'm just here."

We spent our second morning with him on necks. Milton went from table to table, giving the feeling he wanted us to have, staying with each of us until he could say "Yes, that's it."

During each of our meetings the past few years we have had continued training in the consensus process of decision-making. Sandra Jo Palm has assisted us in learning to work together more effectively and efficiently. Using consensus, we identified the tasks and formed groups that will spend 1994 focused on the following issues:

(1) New practitioner certification core curriculum. Our major task is to develop the inner workings of the core curriculum. We reached consensus on the principles and goals of the program. We were also able to identify the values we feel important to present at each level and began to organize the details. We will continue to work in small groups to complete this task and hope to have consensus by Fall.

(2) Training program development for professional groups.

(3) Sponsor support and development.

(4) Instructor work load and responsibilities.

(5) Practitionership as a viable career.

Instructors Committee representatives for 1994:

Education Committee: Fabienne Hirsch, Sheila Merle Johnson

Personnel Committee: Gail Stewart

Marketing Committee: Cathy Hammond, Deane Juhan, Betty Fuller

Finance Committee: Bill Scholl

Board Representative: Gary Brownlee

Instructors Committee: Carol Campbell, Bill Scholl

Tutor Liaison: Gail Stewart, Fabienne Hirsch

Ethics Committee: Cathy Hammond

Conference Core Classes: Gail Stewart

Instructors Committee Budget: Gwen Crowell

Research Committee Report

Harry Friedman, D. O., Chairperson

The research committee has been formed and includes the following people: Michael Stulbarg, MD; Jack Liskin, MA, PA; Adrienne Stone, PT, and Lisa Marder. Associate members include: Mark Hoch, MD, and Cindy Glidden, PhD. The committee has begun its task of upgrading the level of teaching and practice of *record keeping* for TRAGER work. The committee members have been surveyed regarding their opinions about this and a presentation was made to the instructors committee. The enclosed letter summarizes the points of that meeting. It was generally agreed that record keeping as a value was important and it would be taught in all pre-practitioner trainings, as well as encouraged in practitioner level trainings. **We would like to request all Trager practitioners to send in any forms or questionnaires that you have developed or have found useful in your Trager practice.** Please send these to the Mill Valley office in care of the Research Committee. We would like to compile a few standard forms that we would recommend for use in teaching and ongoing Trager practice.

With regards to the development of any research projects themselves, we have begun some initial conversations about doing both multi-site and single-site studies which involve a more extensive record format, as well as a questionnaire that would be filled out by Trager clients before, during and after a Trager series. We would also like to ask for practitioner volunteers to participate in this type of study which would require some additional paperwork and time. Please send us your names if you are interested in participating in some actual research studies of this type.

Education Committee Report

Beverly Cox

Hello, Everyone...First I want to apologize for not having an Education Committee (EC) report in the last newsletter: I was in the midst of a move from California to Indiana. The EC has been busy for the last six months working on the Certification Program (CP) Proposal. It is a *huge* task and I want to acknowledge all of the EC members, past and present, who have volunteered their time, energy, and commitment to this project. The task of creating a new CP is greatly complicated by the fact that we are (and value being) an international organization. The EC is trying to be sensitive to the different needs of different countries. This is challenging since each country has its own requirements, and, in addition, the state, provincial and local legal requirements. We are doing our best to take these diverse needs into consideration. Based on the feedback we received (the majority of which came from Europe), we revised our initial proposal from a world-wide 500-hour program to a dual program of 500 hours for the US and 388 hours for Europe. We have not left Canada (or other countries) out of our thinking; however, we need more information from the Canadian membership in order to have a clearer picture of what the range of needs is and ideas about how to proceed. We are developing a survey to gather the information that we need to make informed decisions.

The dual US/Europe Certification Program Proposal was accepted by the Board in principle with some concerns expressed about its implementation. The dual CP's being created and accepted is only the beginning of the process. We are now faced with all the details of putting it into action. We are aware of the need for a functional marketing plan (not our job to create) for the new program. There has been and still is concern being expressed by some sponsors and the office administration about the viability of marketing this program. The EC recently voted to recommend to the Board that an Interim Program be developed. This interim program will be based on reworking our existing training track to fit a 500-hour model and to move us toward our ideal CP. It is increasingly clear that US legislation is moving (rapidly in some states) to a *minimum* training standard of 500 or 600 hours. If TRAGER is to remain an independent and viable bodywork choice, rather than become an adjunct modality, we in the US must comply with the emerging national standards.

One form of Interim Program has recently been approved by the EC for use in Massachusetts only. The proposal was submitted by Janet King, a Massachusetts TRAGER representative, because Practitioners there are currently facing the loss of their right to practice if the Institute does not have a 500-hour program in place that meets certain basic local requirements.



COMMITTEE REPORTS

If the Board approves this proposal, the Massachusetts Practitioners will be able to apply their continuing education hours toward the interim 500-hour program. See Janet's article on p. 16.

Another big piece of the CP puzzle is the work that we're doing in research for and compiling of the necessary documentation for the COMTAA Accreditation process. "Thank you" to Esther and the office staff for their help on this.

The EC is undergoing a change of personnel: Fabienne Hirsch is replacing Carol Campbell as Instructors' Committee representative, Janet King is replacing Brad Bennett as Practitioner representative and Rob Ferrar-Koch is joining as the Canadian representative. Changes in personnel always slow down the committee process temporarily as new members need orientation time, but our next EC task is the development of a 500-hour interim program proposal and continued work on electives. At the Conference we will present what we have completed to date on the new CP program. We hope to have the interim program completed at the time so that we may present it.

We have recently approved three more pilot elective classes: Betty Fuller's "Trager Alternatives" in a 3-day format, Daphne Chellos's "Creating Clarity in Client-Practitioner Relationships: Defining Sexuality and Ethical Issues", and Jean Hopkins's "Exploration of Primary Movement Patterns".

We are doing our utmost to create a viable CP that reflects the feedback from so many members that our Practitioners need better training, as well as our vision of an ideal training program, and the various countries' licensing requirements. We are currently understaffed and many of us feel the effects of committee burn-out. If you have pertinent feedback concerning an interim program, or creative ideas concerning ways to minimize the cost/travel component of the way trainings are sponsored, please get your input to me as soon as possible, *typed* please. NOW is the time for your feedback to be most time- and cost-effective and most likely to be incorporated. If you have submitted feedback and you feel that it was not considered, please know that this is not the case. The EC works on a consensus format which is designed so that all views can be heard. We cannot consider your views if we don't have them and we need that input during the deliberation portion of the consensus process. It takes a lot of discussion time (and therefore money) to get 6 to 10 people to all come to agreement on every point of every issue. Sometimes we can't come to agreement and have to approach the problem from another angle. This can be a very frustrating process, but it is also a very fair one that is full of growth. We do not necessarily agree on all views, but they *are* heard and considered. We welcome your timely input.

My experience serving on the EC has given me a new level of understanding and appreciation for the dedication, personal sacrifice, re-

wards, and commitment of all who are and have been involved in the formation and ongoing creation of our organization. If you have the time and energy to devote to helping this current project come to fruition, please contact me at 5010 N. Winthrop Avenue, Indianapolis, IN 46205, Phone: (317) 283-2551. You can serve on a task force without being on the EC.

Personnel Committee Report

Shelly Siskind

The Personnel Committee (PC) is living up to its name, with lots of shifts in people and positions. Having given us much fine direction and thorough leadership and seeing us through to our first meeting of 1994 on January 15, Alain Alain relinquished his position as Chair. Alain's life is expanding into other directions of study and he needed to create some space to pursue them. Thank you, Alain, for a job well done and for your kind yet guiding hand.

Prior to the completion of his term, Alain instituted an important practice, *Taking a Break*. He reminded us that just as with clients, we who serve on committees need time to pause and integrate. So as an anti-burnout measure, the PC took a holiday from December 15, 1993 to January 15, 1994 — no committee phone calls, letters or faxes, just time to BE. We even postponed the important task of finding a new committee chair. When our January meeting rolled around we felt replenished and ready to face the tasks at hand.

First we sorted out our people business, utilizing this time to define and outline the roles of all our committee members and to prioritize our upcoming tasks. Shelly Siskind, a Tutor from Ontario, agreed to fill the position of Chair. She will be backed by Amrita Daigle, an Instructor and former PC chairperson from Québec. Amrita has agreed to act as secretary/journalist/scribe. Shelly is also acting as liaison between Instructor Trainee applicants and the PC. Jill Stephens, Tutor from Idaho, will continue to be in charge of the Instructor Trainee Selection Committee. Anne Wormood, our non-Trager member from California, attends to any matters concerning our administrative staff. Fabienne Hirsch, an Instructor from France, will act as liaison between the PC and the Instructors' Committee. We also decided to hold our meetings every two months to allow more time to complete our background work.

Our list of possible tasks and projects is as follows:

1. Finish the Office Staff evaluation manual and report on procedures followed to evaluate our Director.
2. Instructors Evaluation subcommittee: annual review.
3. Sponsorship: the idea of having someone, perhaps a subcommittee, in charge of orchestrating classes and at-

tending to the relationships among our sponsors. Perhaps also organizing support and training for our Sponsors.

4. Establish procedures for application, evaluation, selection and review of Personnel, with a consistent format for all Statuses including continuing education teachers.

5. How to re-enter a Status (IWL, SPL, ML, Tutor, Instructor or Practitioner) after a leave of absence?

6. Do an overview of all Statuses in chart form, to be distributed to our members for them to see clearly where the power rests, to see how to progress from one Status to another, and to help them plan their careers and role in the TRAGER community, to help them maintain a global Vision....

7. Decide what to do with our "rebels"? People who don't renew their membership and yet continue to advertise as TRAGER Practitioners, Practitioners who teach MENTASTICS to groups without being approved MENTASTICS Leaders, Introductory Workshop Leaders who teach Beginning Training content....

8. Determine how to handle feedback regarding Institute Personnel: where it goes, who responds to it and how the response is made, how to speed up this process, establish procedures, set up subcommittees to handle grievances, complaints, acknowledgement, support...

9. Form a Wise Subcommittee: the idea of having a group of people who have much life experience that equips them to deal with the Institute's touchy issues. People with excellent skills for listening and understanding, and who know how to weigh. People who think with their hearts.

We are excited to report that the Instructor Trainee Selection Committee is up and running under the able leadership of Jill Stephens. Other committee members are Nutan Joy (Tutor, Ontario), Deane Juhan (Instructor, California), Maurice Hirsch (Teacher, France). As you can see our committees and subcommittees are diverse and cross-cultural. This able body of people will be evaluating and assessing Instructor Trainee Candidates and recommending them to the PC for final approval. In the process much conferring will go on with the Instructors' Committee. We are privileged to have the growth of our organization in the hands of such a competent group of people. Information packages were mailed out to 20 applicants on January 2 and the deadline for their return in February 15. Six trainees will be selected. Good luck to all the applicants; even to have reached this place of qualifying as a candidate has taken much hard work - congratulations!

[Continued on p. 12]

PC Report [Continued from p. 11]

Ours is an active committee with lots on the go. We have accomplished much and have much before us. Having lost a member and wanting to ensure that we continue to stay fresh, we welcome new members to the PC or one of its subcommittees. Got some time? Interested in having a say in how this organization works? Why not volunteer? Joining is a wonderful way to take part in shaping the exciting future of this splendid body of work. The learning is in the doing. JUST DO IT! Interested? Call Shelly Siskind or the PC member nearest you.

Tutor Committee

The Tutor Committee continues to provide its ongoing functions of receiving and processing applications for Tutor, Tutor Trainee, and Supervising Tutor. The committee also continues to handle grievances regarding Tutors, and to facilitate communication with other divisions of the TRAGER Institute, including the Instructors, the Board of Directors, other functions committees, and the Administration.

In addition to these ongoing functions, the committee has been addressing several specific items. Among these are: 1. Monitoring and overseeing the annual renewal of Tutors. 2. Input regarding planning of the next Tutor Conference. 3. Planning the election of the next Tutor Committee. 4. Establishment of a policy regarding Tutor renewal compliance. 5. Overseeing planning of two new Tutor continuing education course options.

Conference News:

TRAGER Families

I received a report from our registrar Tony Giordano that some questions have been raised about family members attending the Conference. Infant care was a big question. Children who are not potty trained will be cared for by babysitters. The resort uses a list of local teens with references whom they use on an on-call basis. The rate is US\$6 for one child per hour, \$1 per additional child. Families may wish to split a sitter. TRAGER participants with teenage children have also asked if their teens could provide child care. They could, at the same rate. Just make a note on your registration form, and we will keep a list of babies and sitters and match up people in June.

Potty-trained toddlers and children up to 10 or 12 can enroll in day camp in a well-structured, fun program for \$9 a day.

There were questions also about spouses having enough to do. There are a lot of things to do, geared for active people. Many are free, but horseback riding and the championship golf course are extra. There are a lot of water sports and hiking. Attending some workshops or con-

Tutor Committee Election Notice

{ There are two different notices owing to unresolved differences in the Tutor Committee (TC). The committee agreed to run both notices. }

1. Calling all Tutors: Register for the Tutor Conference

This is a reminder that the two-day Tutor Conference "wraps around" the 7th International Conference this August in the Pocono Mountains of Pennsylvania, USA. Make sure you don't miss this great opportunity to work/play with peers for professional growth on both Wednesday, August 10, and Monday, August 15.

We'll be briefed and brainstorm together on TRAGER issues and processes especially relevant to our roles as tutors, select volunteers to serve on the TC for the next two years, and still have plenty of time to share both tablework and MENTASTICS together.

If you are in your first three years as a tutor, attendance at the Tutor Conference fulfills an important continuing education requirement. (After three years as a tutor you need to attend an international tutor conference every six years.)

Tutor trainees are particularly encouraged to attend the Tutor Conference. (If you are considering entering the tutor training track, contact the Institute office for an information packet.)

Interested in serving on the TC? You can nominate yourself (or other tutors with their permission) any time up to the first day of the Conference. Basically, the TC is the decision-making body for the tutor subcommunity and meets regularly every 6-8 weeks via telephone conference. There are five members and every effort is made to secure representation from the major geographical areas of the TRAGER community.

Any tutor interested in serving on the TC is welcome to consult with a current committee member. Members are: Michael Madrone (British Columbia, Canada), James Day (New Jersey, USA), Jan A-son Fogel (Sweden), Rita Lustgarten (California, USA), and Robert Wing (Colorado, USA).

One member of the TC also represents tutor interests as a member of the Institute's Board of Directors. The committee is presently developing processes by which tutors can have input into selection of that representative.

2. A Call for TC Nominations

The term of the current TC expires in August of this year and thus the TC, in accordance with its mandate, is issuing a call for nominations for the election of a new TC. Tutors may either nominate themselves, or they may nominate another Tutor with his or her permission.

At the last Tutor Conference the task of structuring the next election was handed to the current TC. It is our intention to conduct the election at the next Tutor Conference in August. A provision will be made for those Tutors who are unable to attend to vote. That will be announced later.

The term is for two years. TC members meet by telephone conference all with meetings held every 6-8 weeks. It is written in the TC charter that the committee be as geographically representative as possible. With that in mind, the TC is seeking nominations from a wide geographic area.

The election of the Tutor representative to the Board of Directors is also due. The TC is also seeking nominees for this position and will announce details of that election process soon.

ference activities is also an option.

If there are a lot of family members the resort will help coordinate trips or activities.

Summer Sublet in New York City

Great situation for Europeans or others who want to spend time in the Big Apple prior to the International Conference in August. Spacious apartment. Modern yet stylish. Rent negotiable. Contact Bonnie Burgund at (718) 783-5022.



Call for Conference Volunteers:

Roger Tolle

Be a member of the '94 Conference Volunteer Corps. If you can arrive by Wednesday evening, August 10, and attend a 9 pm coordinating meeting that evening, we need you to help with either room logistics, table schlepping, store and community center, or... Light responsibility, easy time commitment, no sacrifice required. Receive a free Conference tee-shirt. What could be more fun?! Mark the volunteer box on your registration form, or contact Michael Crear 212-787-5168.

TRAGER Bodywork, Touching the Middle East Peace Process

Maya Sarna (*Ra'anana, Israel*)

The accepting spirit of the TRAGER Approach shows up in many forms. Akiva Language school has won a Nobel Peace Prize for teaching Hebrew, Arabic and English to Israeli Jews, Arabs, and visitors since 1942. I attended during the auspicious time of the signing of the Israeli-Palestinian peace treaty at the start of the Jewish New Year. To my delight, relationships more than words are the focus of this school of communication skills. This provides vital opportunities for Jews and Arabs to meet heart to heart. Such positive connections are rare in our tiny, intimate country where interaction is colored by political news media.

TRAGER bodywork as a profession piqued the interest of a number of students including several police and a parliamentary assistant who received bits of sessions. The most enthusiastic was an athletic man from the Gaza strip, the hotbed of political controversy, which is the potential Palestinian State. His commitment to body-building stimulated him to arrange space for his weight training equipment during his month living on campus. I agreed to give him a TRAGER session, and his rock-hard chest muscle melted. Less than a week later, chest still supple, he asked me to drive him to town to pick up an Arabic newspaper announcing his first-prize victory in Gaza's first bodybuilding competition. At a completion ceremony, he touched many hearts by giving his gold medallion to the ageless Jewish mother of this extraordinary school.

I am thrilled to include the touch of TRAGER with the process of peace around the world.

"From Russia With Love"

This testimonial was received at the Institute Office at the end of December, 1993. A reply was sent from there.

I don't know whom to address this to, but I hope someone will reply. I am Russian. My name is Nataly. It happened that I was given the book *Movement as a way to agelessness*. I have a problem with my back and can hardly move; I feel very bad. I was given this book to train me and to do something for me independently, because I cannot get medical assistance. What had been suggested previously did not help. I want to thank you for this book. It has helped me very much. I am very content with the results. I got rid of constant pain in my back and became more agile. I am going to continue my studies, but I have many questions. Most importantly, can I buy this book in our country? Do you have any connection with Russia? May I apply to somebody for help? Is there another set of MENTASTICS? Are there another set of MENTASTICS for the spine?

I like to be active: to walk, to ski, to jump and to run. Immobility kills me. I want to get some help from you. Of course, it can be a mere recommendation. Even this would be very important for me.

Nataliya Jangarina, Bluhar St. 71-I, 19, Sverdlovsk 620066, Russia

AN EXPLORATION: TRAGER AND INTIMACY

Garrett Henley (*Whitehorse, Yukon, Canada*)

I received a letter from a person for whom I recently provided a TRAGER session. In replying to her I realized there could be value to the TRAGER community to hear of her experiences and to provide an opportunity for dialogue in an area that is very different to dialogue about. With permission, this article outlines her experience, my response to her and additional thoughts and feelings I've had since.

In her letter, my client said that a few hours after her session she felt strong sensations of her sexual energy. She was quite surprised that this occurred, in part because she had not previously received any bodywork. She was wondering if her experience was unusual in that sense. As well, because she was open to learning she was wanting to hear any other thoughts I had in regards to how or why a bodywork (TRAGER) session would create such a response.

My initial experience in receiving her letter and my opening comments to her were about admiring and respecting her candidness. I thought it very gutsy of her to share this information with me. As well, I felt a bit perplexed about my next step. I was aware, however, that her particular experience was addressing what I believe is a unique part of the effectiveness of the TRAGER method, namely intimacy. TRAGER sessions are very intimate. As TRAGER practitioners we extend this intimacy through hook-up. Although our approach may be directed towards somatic release this is not all that can happen. TRAGER touch, although "light" in application, is deep touch. Its profoundness is in paradox to its subtleties. The connected intimacy established through hook-up can naturally reach other areas besides the somatic—emotional and/or sexual.

From my client, I found myself challenged to explore and comment about what her experience meant to me, personally and as a practitioner. As a social worker with extensive counseling experience, I did not have great difficulty with this invitation. As a bodyworker, however, I reflected on how little my TRAGER training had prepared me for this exploration. With the current phenomena of extensive disclosures of sexual abuse by professionals, there is desire by bodyworkers to get the message across that their touch is not sexual touch and to distance themselves from the massage sex trade. In doing so, clients can safely come to a bodyworker. I won-

der, though, if there is not a kind of "gag order" in regards to the acknowledgement that part of why bodywork works is that it is intimate and sensual. We use the touch "sense" to do our work. Of course, one of the problems is that sensuality is amorphous. Sensuality (and intimacy) can be perceived as warm and loving and relaxing, and it can be perceived in a sexual vein. The sensual/sexual/emotional boundaries are diffuse and the experience of where one starts and the other begins is highly individualized. Temptations to cross them are human. I know that in my TRAGER training modules I encountered very little dialogue about this reality, its complexity and the struggles which I believe all of us as practitioners encounter. At the San Diego conference, I was very pleased to hear Dr. Hirsch's information about the involvement of Eros in TRAGER. Briefly, I learnt from him that TRAGER could not be effective without the help of Eros, that our motivation to apply touch comes from the centre of creation and creativity. Also, I was relieved to read in *The Bodywork Entrepreneur* (D. Palmer, 1990) a variety of articles on this topic. Still, I do judge us (the TRAGER community and the bodywork industry in general) to be in denial or at least very scared to talk about this stuff. I know I can scare myself anyway.

To my client I went on to explain that I didn't think her experience was at all unusual. I maintained, though, that there is considerable difference between feeling one's sexuality while receiving (or giving) a bodywork session and being a participant in sexualized bodywork. For me this issue was not about feeling sexuality but about one's attitude and choice of response.

I welcome responses from persons in the TRAGER community, with their stories, comments on this article and/or any helpful references you can provide. Write to me at #403-504 Drury Street, Whitehorse, Yukon, Canada Y1A 2A2. [Editor's note: Send copies to me, too. I believe this is a very important issue and deserves further dialogue. Confidentiality will be preserved, but please identify yourself!]

Some Thoughts on TRAGERing Internationally:

Marianna Hartsong, Ph. D.

I sold my house in Toronto in March, 1993, and have been a TRAGER gypsy ever since, spending the past six months in the Middle East, with one month over the Christmas holidays with my daughter in Indonesia.

I have chosen to travel to cultures that are clearly different from our own Western culture, most notably: the Far East in the 1980's and currently in the Middle East and Indonesia. The fascinating thing about TRAGERing folks from other cultures is that very quickly one learns that it is not only the verbal language that is different,

[Continued on p. 14]

International [Continued from p. 13]

but also that there are culturally related "holding patterns" and "freedoms" that are unique to each culture. I am curious what other folks may have noticed as they have TRAGERed people from cultures other than their own.

Part of my own evolution as a practitioner and as a person has been to allow these culturally different vibrations to be directly known to and registered in my nervous system through my feeling hands. With each person I touch, a part of a greater humanity that inhabits this planet becomes known to me. I believe that through such touching and knowing, we can do much to heal the fear and separation that underlies the war and bloodshed in the world.

Most recently, I spent a month in Indonesia with my daughter. Well, TRAGERing Moslems (women only because I can't touch the men) is a totally different story. But once they let go into it (fully clothed, of course), they loved it, and doing MENTASTICS became the new "social" activity.

Whether one could ever spawn a training in a culture that does not include either self-reflection or the possibility that one might either not feel OK or be able to ask for help, I do not know. Furthermore, it would be financially untenable: I bought an excellent hour and a half massage by an older woman who had been touching people with sensitivity and awareness for close to half a century, for US\$1.00. In Indonesia that buys two good meals and is 2/3 the minimum daily wage.

If it is true that we want to be: "Trager Family, Peace Around the World", it may be that in Third World countries, where contagious disease still travels very quickly, the measles approach, not the business approach, will be the way to go.

A Sack of Book Reviews

Joe Griffin (*Silver Spring, Maryland*)

This was adapted from the newsletter of the Chesapeake TRAGER Association.

To balance studies of detail for the certification exam, I've been reading the writings of Oliver Sacks, the neurologist and gifted storyteller played by Robin Williams in the movie *Awakenings*. His stories of how the human brain works or doesn't work seem powerfully applicable to TRAGER work.

Sacks's books can be found in libraries and I found trade paperbacks at \$3-4 used. Four I read: 1) *Migraine*, 2) *Awakenings*, 3) *A Leg to Stand On*, 4) *The Man who Mistook his Wife for a Hat and other Clinical Tales*. The first two are more textbook-like, with personal stories in footnotes and case descriptions, and technical terms defined in a glossary.

I'd recommend *Migraine*, as revised for patients in 1985, to clients with that complex mix of body signals. It was fascinating, but it doesn't

seem to have much changed the way I approach clients with migraine.

Awakenings has profound stories about the experience of being Parkinsonian, with more detail than the movie. Get the more recent, updated edition. I liked the use of music and rhythm in creating ease of movement, how touch helps get by blocks, and the detailed analysis of internal time and space distortions.

Leg is Sacks's personal story of a severe leg injury while climbing a mountain, the loss of the leg from his body image, and the process of regaining his leg and his ability to "automatically" use it by finding its rhythm or music. He refers to other disconnections after trauma.

Man Who includes the title story of a music teacher who couldn't tell his shoe from his foot, but could function as long as he kept an internal music. Another story is of a woman disembodied by a disease process that stopped proprioceptive signals from coming in. Without body feedback, she was unable even to stand up. Though she learned to move with visual cues, she remained disembodied, without that physical sense of self you and I hardly think about. She is one of several examples of the importance of kinesthetic input like that generated or enhanced by TRAGER. You probably have clients who partially disconnect from their bodies. Also there is a story on phantoms. I know of phantom pain, but didn't know that one needs a phantom limb for effective use of a prosthesis. Lots more.

While I was reading Sacks, Martin Anderson was here and shared notes he made of Milton's comments at a training. Both Milton and Sacks, from different experiences, come to strikingly similar views about music and feeling rhythm.

Sacks listens to and cares about his patients, in addition to being a natural storyteller. I hope you enjoy his rhythms.

A Letter from Marquette, Michigan

Sybil Giorgianni

From a letter dated February, 1992.

Dear Dr. Trager, I am a 53-year old woman. I started physical therapy recently with a new therapist. He let me watch your tape on MENTASTICS. I watched it several times and found it to be very helpful. I was in a car accident 2 1/2 years ago, with several different injuries, and developed severe backpain from stress and depression. I was not able to sleep or function as far as simple housework, etc.

Why I am writing to you is that after watching your tape several times, and doing as you said, I am thrilled to tell you that I am doing better. The head pain is now a 5 on a scale of 1 to 10.

I would like to find out all I can about MENTASTICS (Hook-up) and would like to ask if I could please purchase your tape. If you could send me a price list, I would be most grateful, and for any other information you feel necessary.

Picasso was TRAGERed

Jean Iams (*Oakland, California*)

I believe I now know
that Picasso was TRAGERed.

I feel the evidence
as I feel my own eye
opening from that
hard, blue place.

It could only be that jiggle
that sent his hand to triangulate my torso—
Making my back into my front and
giving my side a name.

Who but another TRAGERer
could say with no shame that
it took a lifetime to learn to
draw like a child?

We each begin by learning
The awkward beauty of our masters.
Repeating and repeating—
Going lighter. Getting freer.

Are we not thieves?
Are we not vipers
Stealing from nature's
Endlessly rocking cradle?

There goes my shoulder
through my eye;
My toes tap dance
on top my head.

And who's to say where
my breast is—
If there's one, two
or twelve?

A Concern

Charlotte Levinson (*Toronto, Ontario, Canada*)

Word of TRAGER work is getting out in ever-increasing circles. One of the circles is that of the handicapped—multiple sclerosis, stroke, Parkinson's disease, paralysis, etc. Most TRAGER practitioners have *no training* in handling (literally) handicapped folks, in getting them on and off tables, positioning, etc.

Without such skills, I feel we leave ourselves open to possible awkwardness, embarrassments and even lawsuits should there be a fall. What is the Institute policy? Does this issue need to be addressed and how? Are we truly professional in our education when we ignore such things? How does the practitioner out in the field know how to decide whom to take on as a client and whom to refer to someone more qualified? Without experience in handling handicapped persons, how does a practitioner even know if he or she is

"equipped" to take on such a client?

I personally know of folks who *promote* the fact that the TRAGER approach is great for the handicapped (which it is!) and yet they have no experience or facility (e.g., wheelchair accessibility) or interest even in working with handicapped people.

There is a serious gap here and this troubles me a lot. I am an R.N. with years of experience with differently abled people and know very well how challenging it is, physically and mentally, to meet their special needs while seeing to our own well-being.

I would like some guidance on this matter. As we move out into the world, we must be better prepared in how to say "No" or "Yes" in the safest possible ways.

Another Concern

Cecilia Van Manen, (Elmwood, Ontario, Canada)

Excerpted from a letter sent to Don Schwartz, this is included because it seems to speak to the experience of many people.

I have never written a letter of this nature before, but I feel you should know what being a TRAGER Practitioner in Ontario involves.

My partner Frank Thomas (also a TRAGER Practitioner) and I have an office in Kitchener about 1 hour from Toronto.

My background is in nursing, and I became a Practitioner in July, 1988. From 1988-91 I juggled nursing and TRAGER. Eventually because of the recession and cutbacks, the hospitals started to lay off part-time and casual staff. Because I had hardly any shifts from the hospital I decided to resign from nursing and do TRAGER full-time.

Kitchener has many bylaws regarding body-work. To function legally, we had to apply to City Hall for a Massageist License—that is their terminology. Also, we had to sign forms in front of a commissioner stating we would not work naked or with clothes off in front of a client. Needless to say, I was offended by having to sign this paper. I had worked for years with bodies in various stages and never had to sign a paper. Nevertheless, rules have to be followed. Plus, we had to go to the police and have them check our background and then sign papers in front of them.

Then the Department of Health had to check our premises and sign papers. After all this, the City Council discusses it and then chooses to pass it so we can practice. *Every year we have to go through this whole procedure.* The first year undercover police came and played a role to see what we were about.

Failure to comply with City laws brings a fine of CAN\$2,000 for every person you work on. So as you can see, we followed the rules. Their cautions are because of body-rub parlors that have sprung up in the past and illegal things that were going on there. Also, because TRAGER is

not registered in Ontario as a school, they really don't know what it's about. Even when presented with materials and so forth, the law is the law.

Massage therapists in Ontario do not have to do any of the above because they are registered in the province and have a governing body. So it has not been that easy to get started, but we did and things are going well.

Moreover, because we're not registered, no insurance company will cover for benefits. Frank and I have done presentations at the big companies: Manulife and Mutual Life. They are really interested and sent people to have TRAGER and enjoyed it. But bottom line was they don't have funds for alternative care at this time. So all of this affects our practice because when some people know they're not covered, they won't come.

In 1991 I started to do TRAGER full-time. The only reason I can is because my husband has a good job and draws a fair salary. But two years of full-time TRAGER has shown me it is difficult to make a living at it. I end up after all expenses are taken care of...taxes, rent, telephone, licenses, training certificate renewal, tutorial, laundry and so forth...with less than \$5,000 a year. That is not even \$1,000 a month, and in Canada that is difficult. A Massage Therapist's training is approximately 1-2 years at a cost of \$10,000 or so. But once graduated they are recommended by doctors, medical staff and then covered by insurance companies. For us, there is no coverage in this city (each city has different by-laws) and it is difficult. On the positive side we've had a couple of doctors who enjoy TRAGER and tell their patients. This is not a letter of complaint, but just letting you know what goes on outside of California, and as [administrative] director I feel you should know.

Also, it affects attending trainings because of lack of funds. As my husband carries most of the bills, I do not expect him to shell out for my work or education.

People have said to me, "What, you haven't gone to a conference?" Well, simply I can't afford it. Plane trips, accommodations and so forth are costly.

My husband and I also have twin daughters in their first year of university; need I say more?

TRAGER has brought wonderful dimensions to my life and I look forward to even greater experiences, but it has made me look at the reality of practicing full-time. At the end of this year I'm setting up practice where I live in Elmwood....I don't regret my decision or doing what I'm doing.

I felt compelled to write because last week I met the fourth TRAGER Practitioner who has opted out because of money, no support and being tired of struggling. I feel their pain as it isn't easy for us, but our love of the work carries us through.

Another way to support The TRAGER Institute

Charlotte Levinson (Toronto, Ontario, Canada)

Please consider these ideas.

When you have a special occasion to celebrate in your TRAGER practice or your personal life, how about making a monetary contribution to The TRAGER Institute to mark the occasion? A substantial scholarship fund for instance, could grow quite rapidly from such small and large joyful sharings.

When you organize your financial matters, a will is of the utmost importance, no matter what the size of your "estate". Otherwise, your possessions and whatever monies you have could be taken over by the state or inappropriately handled.

Please consider listing The TRAGER Institute as a beneficiary for whatever you feel comfortable bequeathing. It is a tangible way to acknowledge ourselves and our beloved work that you may not have considered before.

I wish you much fulfillment and peace.

Announcement: A Public Event with George Leonard

*The Next Step in Human Evolution:
Transformation of the Body*

George Leonard will present the findings of a two-year study in personal transformation through practice of physical and mental disciplines conducted with Michael Murphy in a day-long dialogue and workshop at Fort Mason in San Francisco on May 29, 1994. This public event will be an opportunity to hear firsthand the results and implications of this study. Those attending will be able to experience the disciplines and practices that were used in the study.

For more information contact the Association for Humanistic Psychology, telephone (415) 346-7929.

Request for Correspondence

Chris Bruels (Vancouver, BC, Canada)

I would like to correspond with anyone who has been able to work within senior citizen centres or homes with the focus on the body-work aspect of TRAGER, i.e., direct touch of the residents or clients. I am interested in the nature of the proposal initially given to the organization, the basis of payment, and any research or documentation you might have regarding the response of this population to the TRAGER "touch". Please write to Chris Bruels, 1026 East 38th Ave., Vancouver, B.C., Canada V5W 1J5.

Massachusetts Coalition of Professional Hands-on Practitioners

Janet King (*Arlington, Massachusetts*)

In the Fall, 1992, TRAGER Newsletter I reported on the history, membership and current projects of the Massachusetts Coalition of Professional Hands-On Practitioners (MCPHP), founded in 1990 to address issues of regulation and licensure for our profession. Since then I have been pleased to read reports in the Newsletter of the California Coalition of Somatic Practitioners, where there is also a strong intention for inclusiveness and cooperation among the professions in developing regulatory policy. The MCPHP has come a long way in the year and a half since my last report.

The MCPHP is organized into seats representing all the hands-on modalities practiced in the state. I hold the seat for Movement Education, representing practitioners of TRAGER, Feldenkrais® and Body-Mind Centering™. Teachers of the Alexander Technique™, originally included on the Movement Education seat, opted to disengage from the licensure process on the basis that they defined themselves as more closely related to the teaching/coaching professions than the bodywork professions. Other seats presently on the MCPHP are Massage Therapy, APTA, AOBTA, Structural Bodywork, and Body-Oriented Psychotherapy.

Working with representatives of the Massachusetts Health Officers Association, an organization of heads of Boards of Health, the MCPHP wrote model regulations for licensing practitioners in cities and towns. Local rather than state licensure was pursued because the state was not prepared to create a new professional licensing board at that time. After countless drafts and revisions, the model "Rules and Regulations of Massage Therapy; Bodywork; Movement Education" were completed in June, 1993, and presented to the health officers across the state.

Some noteworthy features of the model regulations are the following: (1) Definition of the profession is "the act or technique of moving or manipulating superficial or deep tissues, muscles, joints or bones by rubbing, kneading, guiding or the like, by manual or mechanical means or as directed by the practitioner, for the purpose of invigoration, relaxation, education or an increase in physical and/or emotional health and well-being." (2) Creation of an Advisory Board whose members include representatives of the profession, health officers and consumers. The Advisory Board may be consulted as needed by Boards of Health in questions of evaluating qualifications of applicants for licensure and in questions of complaints lodged against practitioners. (3) Qualifications for licensure: (a) Passing the National Certification Exam for Therapeutic Massage and Bodywork, or (b) Demon-

strating graduate membership in a state or national professional association or institute that provides the following: (i) 500-hour course of study, (ii) standards for practice, (iii) code of ethics, (iv) grievance procedure. (c) For an applicant who meets neither of the above criteria, e.g., a practitioner from outside the US, the Board of Health may consult the Advisory Board for evaluation of the applicant's credentials. (4) Support materials including descriptions of the theory and practice of each profession and model application forms for licenses.

As you can see, TRAGER practitioners are at a disadvantage in qualifying for licensure, since the TRAGER Institute does not currently offer a 500-hour training. To strengthen our position here, I submitted a proposal to the Education Committee containing an outline for a 500-hour curriculum that could be employed as an interim curriculum until the new Certification Program is implemented. The interim curriculum simply combines the training now offered for certification with continuing education and elective courses, totaling 500 hours. Also in the proposal is a grandparenting procedure based on a combination of training and experience. The proposal has been approved by the EC and will be forwarded to the Board for a final decision.

The MCPHP is currently mounting a campaign to promote the adoption of the model regulations in cities and towns throughout the state. We are holding monthly trainings to prepare practitioners with all the information and support they will need to approach their Board of Health and advocate for adoption. Currently there are approximately 12 towns that have adopted or are in the process of adopting the model regulations.

There have been some rough spots along the way for the MCPHP. Shortly before the presentations of the regulations last June, the AMTA withdrew from the MCPHP over the issue of educational models. Most MCPHP members were committed to a range of educational options, including school, apprenticeship and independent study, whereas the AMTA representatives considered accredited schools as the only satisfactory educational model. The MCPHP is currently hoping to rebuild rapport with the stated chapter of the AMTA in order to address the possibility of collaborating on a state licensing bill.

We are at a pivotal time in terms of the maturation of our profession. The AMTA has an agenda of massage licensure in all 50 states by the year 2000, with or without the input of other hands-on professions. The language being used in relation to insurance coverage for National Health Care is "licensed" practitioner. We as TRAGER practitioners are in a position to make a choice either to observe as this process unfolds around us, or to participate actively in directing the process toward the outcome that will benefit us most. Though few TRAGER practitioners in Massachusetts have responded to requests for input into our process here, I have

appreciated those practitioners who have voiced their views to me, pro and con. I have found enormous stimulation and satisfaction in taking part in moving our profession to its next level.

Eastern Report: from the New England Regional Conference of the American Holistic Medical Association

Mark Hoch, M. D. (*Hartford, Connecticut*)

I recently gave a presentation on the TRAGER approach at Mentastics to a group of holistic physicians and other health-care practitioners in Maine. This included some background on TRAGER and Mentastics, and their applications, a short demonstration and leading the entire group through a series of mentastic exercises. The presentation seemed to be well received and blended well with several of the other presentations. Several of the participants were very interested in TRAGER and I was able to give them some recent articles that Deane Juhan has written.

News from Atlanta

Deborah Hauck (*Atlanta, Georgia*)

In March 1993 Carol Campbell generously came to Atlanta to teach a tiny Beginning Training (4 students). Out of that training, we have a new Practitioner and two other students soon to take that step as well. Our budding TRAGER community is thankful to Bob Wing and Mukara Meredith, who have greatly contributed to bringing TRAGER to this area through their Introductory Workshops. Thanks also to Deane Juhan, who had a grand response here in January at the Atlanta School of Massage talking about the science of bodywork and demonstrating TRAGER.

Leaving my TRAGER community 3 1/2 years ago when I moved from Colorado was a great loss. I'm grateful to once again be with people who are committed to this work.

Northwest Region

Jeff Joel and Jill Stephens

Due to the International Conference our regular annual gathering will take the form of a TRAGER Retreat, to be held at the home of Jill Stephens in Priest River, Idaho, on the 4th of July weekend (Friday, July 1, to Monday, July 4). Contact Jill at (208) 448-2242 for more information. Canadians can contact Larry Avis at (604) 226-7849.

Pennsylvania Newsflash

Theresa Bremer, M. S. W.

Terry reports that she has been involved in the following project primarily with the objective to see that these Allied Modalities are fairly represented in any licensure efforts. More news will follow as the Coalition will form in the Spring of 1994.

This big news is a move towards licensure, spearheaded by the AMTA, but with the approach that a coalition of Allied Modalities...groups with standards of practice and ethical codes similar to the AMTA...will shape the licensure efforts. Representing TRAGER on the coalition will be David Haines, Roling®, Hellerwork®, Body Synergy, Myotherapy, Nurse Massage Practitioner, Feldenkrais®, Alexander®, AOBTA, Polarity, Craniosacral Therapy, myself, and several Body Psychotherapies will be represented. Pennsylvania TRAGER Practitioners and Students will have an opportunity to give input. There has been an emphasis from the onset of this project to accept that most of these Institutes have an inclusive training program that forms the basis for professional practice.

Changes in Austria

Mirianne Schiman and Hedi Stieg

This is arranged as a good-bye letter from Mirianne and a note of introduction from Hedi: English-German-English-German. The German version of Hedi's note appeared originally in the German newsletter D.A.CH.

Dear Friends, With this letter I'd like to say "good-bye" as Trager sponsor for Austria - but not as a Trager Practitioner; I will continue to follow this path. The organizational work simply became too demanding, so at my 50th birthday I decided to make my life easier again. My "Sponsorship Era" lasted exactly five years and now Hedi Stieg's has just begun. I wish you, dear Hedi, success and enough drive for the further growth of Austria's Trager chapter. I want to thank all of you who have supported me during "my time".

My special thanks go the Instructors for their support, and for the way they realized and respected both my strengths and weaknesses. I appreciated their coming to Vienna to instruct even smaller groups.

Here is my farewell "Tolerance Mentastic" for all of you:

How does tolerance feel? Where in my body can I feel it?...What sound would go with it?...giving a session with this wide-open feeling in my chest (that's where I feel it), attending our workshops, meeting my Trager colleagues with this feeling...How about that? Sounds like paradise! Well, maybe now and then we can do it.

I'm sending my best wishes to Milton and Emily Trager. Thank you for "handing over"

this wonderful work to us.

To the Institute in Mill Valley and my friends and colleagues all the best for the future!

Think of me and call me now and then-and do read the Newsletter!

I look forward to meeting you again. Mirianne

Gruß aus Wien/Österreich

Lieber Tragerfreunde,
mit diesen Zeilen möchte ich mich als Sponsorin für Österreich verabschieden. Jedoch nicht als Trager Praktikerin, diesen „Weg“ werde ich weitergehen. Die Organisationstätigkeit hat mich sehr belastet und mein 50ster Geburtstag verleitete mich endgültig dazu, es mir wieder leichter zu machen. Meine „Ära“ dauerte genau 5 Jahre und die „Hedi-Stieg-Ära“ hat bereits begonnen! Ich wünsche Dir, Hedi, nochmals viel Erfolg und genug Elan, daß unsere österreichische Tragergruppe weiterwachsen kann. Und ich danke allen, die mich während dieser Zeit unterstützten.

Ganz besonders danke ich den InstruktorInnen. Sie gaben mir das Gefühl des Getragenseins. Sie konnten meine Stärken und Schwächen und gingen mit letzteren sehr respektvoll um. Ich schätzte es sehr, daß sie auch für kleinere Gruppen nach Wien kamen.

Zum Abschluß noch eine TOLERANZ-Mentastic:

Wie fühlt sich Toleranz an? wo in meinem Körper kann ich sie spüren? ... welcher Ton könnte dazupassen? ... mit diesem weiten Gefühl in meinem Brustkorb (dort spüre ich sie) eine Sitzung geben; in unseren Kursen sein. Mit diesem Gefühl meinen Trager Kolleginnen und Kollegen begegnen und so weiter. Wie wäre das? Das wäre ja fast paradiesisch! Na ja, vielleicht gelingt's uns hin und wieder. Ich sende Milton und Emily Trager meine besten Wünsche und bedanke mich, daß er diese wunderbare Arbeit an uns weitergegeben hat.

Dem Institut in Mill Valley und Euch allen wünsche ich das Allerbeste für die Zukunft.

Denkt an mich, ruft mich manchmal an und lest den Newsletter!

Auf ein Wiedersehen freut sich
Mirianne

From the New Sponsor: Hedi Stieg

After a brief hesitation as to whether I was really qualified, I decided to become the sponsor as of 1994. I very much hope to motivate many of you to take this path; perhaps my enthusiasm will be contagious....

This is the opportunity to thank you, dear Mirianne, in the name of all Austrian TRAGER Practitioners, for all you have done so far. Figuratively speaking, I would say that you have prepared the ground and sown the first seeds, which germinated. I now see my task as that of finding the right means to cultivate the soil further, so that we shall all be able to harvest and resow, similar to a cycle in nature....

As to my personal data: My name is Hedi Stieg. I was born in 1948. My first occupation

was teaching English; I loved teaching. My second occupation was creating textiles, after I studied a few more semesters at an Art Academy. I discovered my creativity. My third occupation began five years ago when I took my first training in massage, followed by two years of craniosacral osteopathy, immediately followed by TRAGER. From the very first demo given by Antonia [Faeh] I was deeply touched and knew: This is it!!!

What is it that makes me so enthusiastic? The simplicity, the questioning, the dance....

I see a marvelous combination of education and creativity in TRAGER.

For the last year and a half I have been training in psychosynthesis. It is a beautiful complement to TRAGER. When doing TRAGER work, I ask what could be lighter, freer.... When doing psychosynthesis, I inevitably start from the idea that each human being has unlimited potential which only needs to be discovered.

Finally, I have one request. As a beginner in this position, I shall depend on your help, especially the help from my co-sponsors and the instructors, for which I thank you in advance.

With kind regards,
Hedi

Von der neuen Sponsorin: Hedi Stieg

Nach kürzerem Zögern ob ich überhaupt geeignet bin, habe ich mich entschlossen, ab 1994 die Sponsorin für TRAGER zu sein. Ich hoffe sehr, viele Menschen für diesen Weg zu motivieren, vielleicht wirkt meine Begeisterung ansteckend....

An dieser Stelle sei Dir liebe Mirianne im Name aller österreichischen TRAGER-Leute herzlich gedankt für das was Du bisher geleistet hast. Bildhaft ausgesprochen möchte ich sagen, Du hast den Boden bereit gemacht, die erste Saat gesät, sie ist aufgegangen! Ich sehe meine Arbeit nun darin, die richtige Fruchtfolge zu finden um den Boden zu bestellen, damit wir alle ernten und dann wieder säen können, wie ein Kreislauf in der Natur....

Nun zu meiner Person: Ich heiße Hedi Stieg, bin 1948 geboren. Mein erster Beruf was Englischlehrerin: ich liebte die Pädagogik. Mein zweiter Beruf was textile Gestalterin, nachdem ich noch einige Semester an der Kunstakademie studierte. Ich entdeckte meine Kreativität. Mein dritter Beruf begann vor 5 Jahren als ich meine erste Massageausbildung machte, dann 2 Jahre Craniosacrale Osteopathie, und gleich danach TRAGER. Gleich bei der ersten Demo von Antonia war ich zutiefst berührt und wußte, das ist es!!!

Was mich so begeistert? Das Einfache, das Fragen, der Tanz....

Ich sehe eine wunderbare Verbundung von Pädagogik und Kreativität im TRAGERn.

Seit ca. anderthalb Jahren bin ich in Ausbildung in Psychosynthese. Es ist eine sehr schöne Ergänzung zum TRAGERn. Beim

[Fortsetzung auf S. 18]

TRAGERn frage ich, leichter, freier.... Bei der Psychosynthese gehe ich immer davon aus, daß in jedem Menschen das gesamte Potential enthalten ist, es geht nur ums Entdecken.

Zuletzt noch eine Bitte. Als Anfängerin in diesem Job bin ich sehr auf eure Hilfe angewiesen, speziell die meiner Mit-Sponsor-Innen und der Lehrer-Innen. Herzlichen Dank im Voraus!

Viele liebe Grüße,
Hedi

MEMBER NEWS

Emily and Milton Trager...

...want to thank the countless members throughout the world who showered them with such loving gifts, cards, and thoughts throughout the holiday season.

Congratulations to...

Practitioners Mark Hoch and Kathy Jennings on the birth of their daughter Ariana, born January 18, 1994, in Tarisville, Connecticut.

Donated Computers Wanted

Don Schwartz

Your TRAGER administrative office is in need of two PC/DOS computers...one desktop and one laptop...of at least a 286 standard or higher. This is a time when many people are upgrading their systems to 486 machines. If you have a 286 or 386 which you will not be using, it would be well utilized at the Institute's administrative office. Tax-paying U.S. citizens may be able to claim the donation for their annual tax report. Please consult your tax consultant. Thank you!

Member Donations

This 1993/94 renewal period has seen the largest number of member donations in the Institute's history. The donation by Shelly Siskind and the TRAGER community around London, Ontario, Canada, is in the name of Luc Hirsch, the son of Fabienne and Maurice Hirsch, who passed away tragically a few months ago. Their donation is a multiple of *CHAL*, signifying Life.

The following is a list of contributors. If we have inadvertently omitted your name, please call or write our Mill Valley office so that we can rectify the error in the next newsletter. On behalf of the Board, committees, and administrative staff of The Trager Institute, we thank the following members (in alphabetical order) for their heart-felt donations:

Lynette Brannon, Theresa Bremer, Kathleen Cormany, Gwen Crowell, Patricia Frisbee, Sheila Gradison, Mark Hoch, Bea Livermore, Copper Love, Alan Meyers, Shelly Siskind and Group, Linda Statton, Gail Stewart, Michael Stulbarg



1993/94 Accomplishments and Goals

Don Schwartz, Ph. D.

1993 has been the most active year our organization has ever seen. Below is a partial list of our collective accomplishments by members, committees, administration, and Board. Following that is a partial list of our 1994 goals.

Accomplishments in 1993

Formalization of the European TRAGER Committee and creation of the Translations Committee.

TRAGER Handbook revised, translated, and distributed in English, German, Italian, and Hebrew.

Service mark registration completed in Canada and Spain.

TRAGER Marketing Study and Report by Garvey and Gramann (see report on p. 4 of this newsletter).

An unprecedentedly large number of articles on TRAGER appeared in major national publications.

Four elective workshops and the International Conference approved for continuing education.

Practitioner liability insurance program created for U.S. Practitioners.

Creation of Instructor Trainee Selection Committee.

New Tutor Continuing Education Program.

Release of Milton Trager, M. D., audiotape.

Improved monitoring and reporting programs for our computers.

First TRAGER trainings in Great Britain.

Goals for 1994

Development of a language-based communications system for Institute information...including the newsletter.

Development of enhanced certification program.

Selection of Instructor trainees.

Translation and distribution of *TRAGER Handbook* in French and Swedish.

TRAGER trainings begin in Australia.

Creation of a new TRAGER Journal.

New Marketing Initiatives.

Development of a new Milton Trager session videotape.

Development of a MENTASTICS "how to" videotape.

SUMMER
NEWSLETTER

DEADLINE

MAY 20, 1994 (FIRM!)

In Fond Memory of Jaime Lee Nureyev

Regina Kujawski

Regina is a Tutor and sponsor from Fort Lauderdale, Florida. The following is her memorial to Jaime Lee, an enthusiastic Practitioner and supporter of TRAGER.

Jaime Lee Nureyev passed away tragically at 37, on December 29, 1993. I have known Jaime Lee since 1989, when she started to study TRAGER. She was a diligent student and set out to achieve as much as she could. Jaime Lee suffered from multiple sclerosis, but managed to keep herself in remission most of the time. She felt that TRAGER work had helped her considerably. Jaime Lee became a Practitioner in 1990. Her love of the work was very evident.

She overcame many challenges in her life, but always found time to do community work. She gave freely of her time, and was a very loving person. Perhaps deep down inside she knew that her life would be short and so tried to accomplish as much as she could in a short life span.

Jaime Lee leaves two teenage daughters. The "Jaime Lee Nureyev Memorial Fund" has been set up. If anyone wants to contribute, the address is: Mrs. E. Tollin, 5109 Banyan Lane, Tamarac, Florida 33319.

Another Pilot Class

Marianna Hartsong

I am in the process of piloting my *Feldenkrais for Trager People* as a prospective elective for the Trager Institute. I offer one-, two- or three-day classes and have had successful classes in Canada, Germany and Israel. I will be in North America, open to travelling across the USA, from May, 1994, until the Conference in August. If you'd like me to come to invite you into a deeper experiential understanding of how we live in this beautiful thing called a body, and then take your new knowledge, develop MENTASTICS and play at the table, please contact me as follows: (1) Write to my mail address: 526 MacDonnell Street, Kingston, Ontario, Canada K7K 4W7. (2) Telephone and leave a message on my machine at (416) 588-4439. The machine may also be able to tell you where you can find me more directly as I have been a Trager gypsy since I sold my house in Toronto in March of 1993.

In Memory of Luc Hirsch

Luc Hirsch, son of Fabienne and Maurice Hirsch of St. Maur, France, died tragically last November. Fabienne and Maurice have graciously shared a warm memorial of Luc by his dear friend Carolyn Carson who worked with him for many years.

"...I would like to tell you how wonderful it was to work with Luc.

"He was the kind of person who was always 'there' to give love and care.

"He was an artist without knowing his beauty, his innocence, his giving spirit.

"We shall miss him.

"I pray for his safe journey across the Cosmos."

À la Mémoire de Luc Hirsch

Luc Hirsch, le fils de Fabienne et Maurice Hirsch, est mort tragiquement le novembre dernier. Fabienne et Maurice ont partagés généreusement un souvenir chaleureux de lui par sa chère amie Carolyn Carson, qui a travaillé avec lui pendant plusieurs années.

«...Je voudrais vous dire combien c'était merveilleux de travailler avec Luc.

«C'était le genre de personne toujours présente pour donner son amour et son attention.

«C'était un artiste, inconscient de sa beauté, de son innocence, de son esprit de générosité.

«Il manquera à nous.

«Prions pour son voyage heureux à travers le Cosmos.»

New Pricing Policy for Promotional Materials

Don Schwartz

In the spirit of increasing Practitioner support, the Board of Directors, at their January 5, 1994 meeting, directed the administration to review the pricing of all practitioner support materials such as articles, books, tapes, etc., and then price them to members at cost. The staff is reviewing both the direct and indirect costs of these items, and will have already made changes, or be making changes soon. I have directed Pronto Press to lower their charges for the custom materials they offer Practitioner members.

Making Music Freely, or the Grand Piano and the Trager Table

Colanne Stempel

This is reprinted with the author's permission from the April, 1983, issue of the Newsletter, then called the Trager Family News. Colanne has a Master of Music degree in performance from the Manhattan School of Music and having studied with many eminent pianist/teachers. Thanks to Jim Day for his help in enabling me to contact Colanne. The bullets (•) indicate the beginnings and ends of pieces of dialogue in the text.

For many, who have spent years studying the piano, the act of making music freely seems to be an unattainable dream. Is it simply a question of being talented or not being talented? After more than twenty years of teaching, I have witnessed many instances when despite poor training a student's enthusiasm would occasionally be rewarded with a momentary glimpse. Suddenly for several phrases, sometimes for an entire piece, the music was happening freely. I referred to it as total synchronization. In my own playing it occurred most frequently during performances, and in teaching when somehow the boundaries of "student" and "teacher" disappeared and there was only learning and teaching.

Seven years ago I undertook an extensive research program to resolve this question. What I felt was needed was a thorough investigation of each identifiable function of piano playing. At times it seemed like a Herculean task. Scientists who have examined some aspects of piano playing confirmed my observations. They claim that there are few of our functions physiologically and psychologically which do not participate. Was it possible to identify each function, and in isolating each would the understanding of synchronization be lost? It was the classic question of the whole and its relationship to the parts.

As I read hundreds of books and articles which touched on a function used, an arsenal of new methods and techniques began to form. They were immediately tested at the piano and in the end a few were retained which proved to give the most consistent results. During this period the employment of a method or technique produced a predictable pattern. Initially the results were often startling. A peak of effectiveness would occur at the outset. However, it was soon evident that the positive result was often due to the element of newness and/or distraction of the moment. Students frequently found themselves playing, as one described it, "without the brakes on". A few were able to integrate the experience to enhance their continual growth in playing. However, for most the impact soon diminished and even disappeared.

It finally became clear that most of us ap-

[Continued on p. 20]

Making Music Freely [Continued from p. 19]

proach an activity like piano playing in conflict. For the sake of explanation it can be said that we are divided into two regions. The first region contains all the functions and abilities we possess, and the second everything else that we are at any given moment. The degree of effectiveness of the methods for the long term was influenced by the second region. I began describing the second region as a complicated web of barriers and obstructions which were created out of various codes of conduct and behavior. And if that was not enough, they were permeated with a conscious and unconscious melange of fear and distrust of region one. All of this set up interference patterns with the learning, refinement, and performance of the skill.

Temporarily, the use of a particular method, in effect, pushed aside the restraints from region two and opened the player to experiencing the making of music freely. It was at once an exhilarating and frightening experience for many. And it happened for students from age five playing a five-finger melody to the pianist of twenty years or more playing a Beethoven sonata. Yet, most of the time, it seemed like forbidden territory. Somehow the body and mind were not prepared to stay here.

The final phase of my research led me to a TRAGER demonstration given by Jim and Carol Day sponsored by the Holistic Health Association of the Princeton Area in New Jersey. As I watched them move the body and speak of hook-up, I kept thinking about the glimpses. Fortunately, Carol played the piano and Jim had always wanted to, so we began investigating on a weekly basis moving from the Trager table to the piano. What evolved from those sessions was so exciting that taking the Beginning training myself was inevitable. And that's when I began to understand on an even deeper level the nature of trauma and how it becomes part of the interference patterns emanating from the second region.

In my own case the most outstanding trauma had been an automobile accident which happened 15 years ago. Despite the fact that my car was totally destroyed, I walked out of it with only a bruise caused by the seat belt. The doctor who examined me pronounced me unscathed and very lucky. No reference was made to whiplash. During the TRAGER sessions I experienced many parts of my body untwisting and releasing; they seemed to be finding their way back to a more natural and more efficient relationship with each other. As other physical and emotional traumas which had long been forgotten dumped into my consciousness, I understood the intense pains in my right shoulder and loss of control in my right hand which I had experienced at the piano, especially when playing the demanding technical pieces. These were the brakes, the tension, and all I had to do was to look at them, understand them, and then they were gone.

After TRAGERing more than one hundred

people myself, ranging in age from 6 to 84, the results are factual. At the piano the evidence is the sound. When we can act without being divided into conflicting regions, all the functions needed to make music are readily available and the application of a method or technique takes on an entirely different dimension.

To give some clues into what can happen for pianists, the following account is a synthesis of experiences shared by myself and others. I caution the reader to realize that the free movement from moment to moment in the realm of vibrations cannot be written about, so do take the following scenario as nothing more than clues about the real thing.

The pianist had just finished playing the demanding Ravel *Toccata*. I was a listener yet every cell of my body had been set in motion as if I had been the player. What had it been like for the pianist? We waited a few seconds before speaking. The player's heavy breathing dominated the quiet that followed, accompanied by a darkly serious facial expression. Her hands, arms, the entire upper torso were strained in obvious exertion. Finally, her body slumped into a dejected posture as she began to speak.

•Pianist: It happened again. Everything's fine and then suddenly I seem to be trapped. It's those last two and half pages.

Listener: What do you mean by "trapped"?

P: I feel trapped or blocked here in the upper part of my right arm. The fingers become increasingly more difficult to control. A kind of stiffness sets in. And worst of all the pulse gets faster. I feel like I'm just hanging on for dear life.

L: When do you first notice the change?

P: As I begin that last section I usually gear myself up or maybe it's more like a bracing. I say to myself, "Take it easy, relax!" At first, I really get into the shifting harmonies; it's very exhilarating, and then comes a point when I feel pushed by them.

L: How do you feel now? I notice you are rubbing your right hand and arm. Could you play the piece again?

P: No, I couldn't attempt it today. I really feel exhausted. I guess I just don't have the muscle strength and stamina.

L: Here's what I suggest. 1) We will begin with a TRAGER session. 2) You will learn some MENTASTICS to do at home. 3) Get yourself a rebounder and begin working out on it, slowly. 4) Select pieces to work on which you can allow yourself to play with comfort and ease. And above all do permit yourself to enjoy them. Do not play the Ravel for a few weeks.

Three weeks later. The non-verbal feelings...what could be freer?...Oh, my, what could feel more beautiful?...were moving simultaneously with the sounds of the Ravel *Toccata*. The pianist had just got off the TRAGER table for the third time and with little verbalization had gone to the Steinway.

•P: My hands...feel lighter. Wow, it's just

flowing! Every vibration...No! I am responding to every vibration. It's a clarity I've only glimpsed in rare moments.

She drops attempts at verbalizing as she moves with both hands in close proximity. At any moment the slower rate of these vibrations could make the repeated note toccata figure become muddled. The player must be sensitive enough to give each vibration breathing space. Suddenly, a wrong note is played, then a second. The player's body stiffens slightly, but the movement of the pulse is unaffected. She stops at the ascent of the D# minor chord.

•L: What's the matter?

P: Somehow it's scary. How can it suddenly become so much easier? I used to think that I played the first section with ease, but even that is different. (*She turns inward watching a progression of thoughts and feelings.*)

L: What is happening to you? Please take your time. Don't be in a hurry to find an answer.

P: It's weird. My usual sense of what being in control is all about is being pushed away by something else. There's a flow that is more than just playing the correct notes. It's more like...(*pause*) I know. It's balance, a different kind of order which feels so right.

L: Yes, I know. It is really impossible to express. Language is inadequate to verbalize these things, but could you make an attempt to describe the inner feeling?

P: The body feels more open, more flexible. My lower back seems to have movement in it. I never noticed that before. The shoulders and arms are definitely less tense.

Silence. Looking at the keyboard she begins to play again from the place where she stopped. The A# played by the left hand crossing over the right suddenly takes on a soft, crystalline quality. The vibration emanates in an even fullness. She stops again.

•P: The pulse...it's somewhat different. It's happening in a different way throughout my body. Usually, I feel I am exerting great effort to maintain it. It's...it's more like dancing. In dancing I kind of lose myself. (*She sighs almost with exasperation.*) Yet, it's not exactly like losing myself. With every note so clear, it certainly is not what I would call automatic, machine-like playing. (*A moment of quiet and a smile crosses her face.*) You know when I played the two wrong notes, something very interesting happened. I thought "Uh-oh, here it comes."

L: Which came first the "uh-oh" after the mistake or something before it?

P: (*Laughing*) I felt the return of what I call my bulldozing mode. The "I'm going to get through this come heck or high water" attitude. Putting all my effort and determination into it. Really trying with all my might. After the opening moved so differently, each vibration existing in its own space, something in my brain said, "Hey, wait a minute? You got away with really enjoying it so far, but that was just an accident. You better

gear up and get this thing under control." The two wrong notes followed after that. Simultaneously an incredible tension gripped my thighs and began spreading throughout my body. And then I saw it. This growing tension was obstructing the flow of the pulse. Everything became heavy and hard. Then, another signal from another part of my brain broke through. Of course, it was not a verbal signal, but to communicate something of it to you, I will try to verbalize it. It's as if it said, "You know you don't have to play with that horrible tension. You know what it feels like to be free of tension and above all you heard it during the opening. You learned the feeling of being free on the TRAGER table." Suddenly my right arm felt as if it was undulating, or maybe a better word is resonating, with the vibrations. There was movement in the arm in every direction. (*Long pause.*) You know those two mistakes could have easily become the beginnings of a total breakdown, as has happened to me in the past. Instead it was like a momentary brush with old conflicts that was superseded by this feeling of "what could be freer". I also noticed shifts in my breathing during all of this. •

Come to think of it I had glimpses of that feeling during the many years of studying the piano. If it happened when a teacher was present, it would be described as really being in the music, or just letting it happen. But we never explored it, and it would be brushed aside as an unexplainable phenomenon, a mystery.

She begins the piece from the beginning again. We were both eager to hear the last two and a half pages. At the end she was at a heightened energy level but no longer breathless.

•P: It's as if I now know what the words "full attention", "spontaneity", "synchronization", and even "relaxation": are pointing to. I guess I was coming from the concepts before, which are never what they describe. What I felt was an allowing — being open — instead of resisting what was happening. •

.....

The question of being able to make music freely is a question of talent, i.e., natural ability. However, to measure and qualify it, we must first be able to use it. At the piano the learning and continual refinement of the skill within the spontaneous movement from vibration to vibration puts the activity into a realm which demands the full uninhibited use of our talent.

Expressed another way, the pianist must acquire the most efficient and thorough means of training and developing his/her talent to feel comfortable with the act of the moment and to move freely in it. And to do that there is one all-abiding requirement: At every step in the learning and playing, a pianist must be totally attentive. This is impossible, however, when most of us carry an incredibly complex array of barriers around with us all the time. These create mental and nervous strain often accompanied by muscular tautness commonly called tension (stress).

In short, mind and body functions are out of synchronization. We cannot be totally attentive if we are in this state of conflict.

I am continually amazed after I complete a session at how effective the movements of TRAGER are in releasing tension and breaking down the barriers of region two. It is undeniable, the sound from the piano mirrors the changes. Two areas are immediately evident. The rate and thoroughness of learning new pieces increases, often to an astonishing degree, and in playing pieces already known, the quality of sound changes to the extent that it often seems as if someone else is playing. Ironically, it is a strangeness to which many have to become accustomed. Fortunately, the daily use of MENTASTICS makes the adjustment easier.

This magic of making music freely, or perhaps, it is hook-up, is what a six-year old student said was like a butterfly. If you try to catch it, it will always fly just out of your grasp, but if you are just there fully open and attentive to it, you can feel as if you are moving ads freely and lightly as it is. Thank you, Dr. Trager.

FROM THE EDITOR

I apologize for the small type size. (This is, however, the same size as used by the Institute Office when the Newsletter was prepared there.) I had misallocated the space based on what had been sent and what had been promised but not yet received. The bonus of having the small type size is that there was space to reprint the interesting article above.

Production Notes/How to Submit

This Newsletter was produced using an Apple Macintosh IIci with 80 megabytes of RAM and a very large hard disk, a Hewlett-Packard LaserJet 4M printer, and a Hewlett-Packard ScanJet IIcx scanner. Software used was MacWrite II, Microsoft Word 4.0 and Aldus PageMaker 4.2a. The typeface is Monotype Centaur with ornaments from Adobe Poetica Chancery II.

Submissions are welcome, though subject to editing for length, style or content. Please send copies both to me and to the Institute Office (33 Millwood, Mill Valley, CA 94141). If you wish to submit on diskette: Macintosh users please save your file in Text or MacWrite II format (preferred). IBM compatible users please save your file in ASCII text (.TXT) format (preferred) or WordPerfect 5.0 (.WP5) format and send on a 3.5 inch (9.0 cm) diskette. Contact me if you wish to send a UNIX file format. My address: P.O. Box 70, Kelly, WY 83011-0070. Phone and FAX (307) 733-1726.

PRESIDENT'S CORNER

Michael Stulberg, M. D.

Michael is the newly elected President of the Board of Directors. The following is his first of what will be a regular contribution to our newsletter. He would like feedback. See the form "What's Bugging You?" below!

Hello from the new President of the Board of Directors. I had never dreamed of being in this position, and I approach it with some trepidation. I am a physician with a very busy professional life at the University of California in San Francisco. I have been afraid that I do not have the time that this job demands. Nonetheless, I have agreed to take it on, and I will do the best I can to meet the needs of the diverse and widespread TRAGER community, with the help of the very able Board of Directors.

I intend to write a column for each newsletter and address major issues facing the organization. I see great potential in The TRAGER Approach, but there are serious obstacles for us to overcome. While TRAGER is more and more widely known in the bodywork community, it is still relatively unknown in the medical community. It is not easy to get a new approach into medical practice when it is not based on traditional Western scientific principles. I know this has been the source of much frustration. While licensed health care providers can apply TRAGER work in their practice, it is more difficult for those with no recognized license. With the help of the Research Committee under the direction of Harry Friedman, D.O., we hope to address that in the future.

The major concern for the Board is how to respond to the members' request for help with marketing. We have had trouble getting a functioning Marketing Committee to help us deal with these issues. We do not have anyone in the administrative staff who has substantial experience in marketing. In this next year we hope to develop a consensus about what marketing should be and what percentage of the Institute's income should be spent on it. My own feeling is that the best marketing tool is very well-trained Practitioners who go out in the community, do superb work and give feedback to their referral sources. I suspect there has not been enough emphasis on documentation and feedback, and the Board hopes to address that through the Instructor's Committee. Marketing also has a lot to do with national visibility. Part of that comes from articles appearing in national publications, but getting articles published in highly visible places is not easy. Some marketing firms claim to be able to do this, but we have to decide if the cost is justified. We recently had two marketing experts from Hawaii come and review the activities of the Institute and interview members, Practitioners, Tutors, Instructors, staff and Board members. They provided much insight which

the Board will be exploring. They pointed out some significant problems in the way we view ourselves and talk about our work. Some of these things should be simple to change.

Another major concern that I have for the next year is how to increase volunteerism. The organization cannot do all that it needs to do on its modest income. I have been extremely impressed with the dedication of the office staff, and I will be meeting with them regularly to figure out ways to help them support the Board and the membership in a more effective way. The message is clear from our recent marketing report that the Institute exists to support the members in their quest to make TRAGER available to as many people as possible throughout the world. The demands of a complex international organization are many and varied. Simply the logistics of keeping track of nearly 2,000 members in many countries and assuring that everyone is in compliance with their continuing education requirements is a full-time job. The Institute has a major role to play in maintaining the "purity" of the TRAGER trademark. We want the name TRAGER to mean something. To do this we must guard the use of the logo and the name. We must thus rely on tremendous help from the members.

There has been an enthusiastic response to the increased activity of our international committees, but we have suffered from lack of volunteers. It is difficult to do committee work by telephone. It takes more preparation and is less fun than meeting in person. Unfortunately, it is impossibly expensive to bring people together from around the world for these meetings. In fact, one conference call may cost a few hundred dollars. The Board takes the view that this is money well-spent because it gets people from different areas of the United States, as well as from Canada and Europe, talking together. Unfortunately, there has been a tendency to rely on the same people who have come forward over and over again. We need to find more people who are willing to help. I believe that volunteering for committee work should be held as a value throughout the TRAGER community. If this is not shared, the committee process will fail and the growth of the TRAGER movement will, I believe, be stymied. In a paraphrase of John F. Kennedy, I urge you to ask more what you can do for The TRAGER Approach and ask less what The Trager Institute can do for you. Ultimately you get more out of participation in committee work than you give because you know that you are contributing in a personal way. This contributes to your sense of "owning". We need to figure out how to make committee work more attractive. Perhaps time spent on committee

work should count towards continuing education requirements.

I certainly realize that some of you, to quote one of my colleagues at the University, are "spread too thick". Everyone I speak to feels stressed out, overworked and concerned about their professional, as well as economic, survival. In the midst of this kind of stress, it may be difficult to believe that you have time to participate. Perhaps you are already involved in other professional organizations and activities which demand your time and energy. While I understand all of that, I believe that each of you needs to look inside and see what TRAGER means to you. If it touches you as deeply as I believe it does most of you, I think it is worth finding some small part of your time and energy to devote to the organization.

What's Bugging You?

Michael is interested in hearing your thoughts and what you'd like to see changed.

To: Michael Stulberg, President
Board of Directors

c/o The Trager Institute
33 Millwood

Mill Valley, CA 94941-2091

Fax: 415-388-2710

I have concerns about _____

I understand that you will relay it to the appropriate committee.

Optional:

Name: _____

Phone: _____

Address: _____

Thank you for your input and your concern.

1993/94 Financial Report

	1993	1994 est.
FUNDS RECEIVED		
Membership Dues	us\$154,000	us\$191,000
Institute Sponsored Trainings	128,500	67,625
Other Trainings	58,000	63,000
Products/Publications	13,000	16,000
1990/92/94 Conference/raffle	6,000	18,000
Interest/Donations	4,200	4,000
TOTAL FUNDS RECEIVED	\$363,700	\$359,625
FUNDS EXPENDED		
Direct Costs of Trainings	78,100	42,000
Direct Costs of Products/Publications	7,200	7,000
Committees	41,550	52,000
Conference expenses	800	9,000
Legal	10,000	8,000
Payroll/Outside Services	128,950	137,300
Printing/Postage/Publications	17,500	20,800
Office Space/Supplies	49,400	46,250
Translations (on-site administration)	1,800	2,000
TRAGER Newsletter/Schedule	16,500	21,000
Other Funds	13,564	14,250
TOTAL EXPENDITURES	\$365,364	\$359,600
NET REVENUE	<\$1,664>	\$25

FUNDS RECEIVED

Notes:

1. Dues were increased by \$25 for 1994.
2. Money received for Institute-sponsored classes will be less in 1994 because tuition for Practitioner Review classes was decreased by \$100/class and the Institute is sponsoring fewer classes. We will sponsor 12 classes in 1994, compared to 18 classes sponsored in 1993.

FUNDS EXPENDED

1. Training costs reflect reduced number of Institute sponsored classes.
2. Committee expenses continue to grow as committees become more active. Moreover, 2 new committees were added in 1994: The Translations Committee and the Europe TRAGER Committee.
3. \$3,000 was added to the 1994 Newsletter/Schedule budget to help subsidize the European TRAGER Newsletters
4. With the new Translations Committee Budget and general translations budget, the total budget for translations in 1994 will be \$8,500.
5. A reserve of \$12,000 from 1992 exists to support new Marketing projects.

Discussion:

This report and budget proposal was prepared with excellence and care by Claudia Bourbeau and Jan Stevens. Due to rising expenses and decreased income from dues and trainings, 1993's financial report shows a slight negative income rather than the desired surplus. Therefore we have taken a conservative approach to the preparation of our 1994 budget which will be proposed at the next Board meeting on March 17, 1994. I'm hopeful that the Conference income will be much higher than projected here. I'm also encouraged by the 1994 renewals coming in at the time of this writing, together with many generous membership donations.

Members in Canada and Europe have expressed justifiable concern about the recent dues increase for 1994. The administration, Board, European TRAGER Representatives and Translation Committees are working together toward the goal of ensuring that the dues increase will come back as directly as possible to the members in the form of translation and other direct services. This year, for instance, we have budgeted US\$ 8,500 for translations.

Except for the banner year of 1992, our budget has remained at approximately \$ 350,000. With so much that needs to be provided to our members and the public, this annual budget has begun to feel like an old shoe that has simply become too tight.

As our organization grows, as we develop our fundraising efforts, and as we establish marketing and research goal and priorities, and as you, our members, feel more served by your organization, I look forward to having a larger budget with which to fulfill our organization's mission.

The funds listed in this budget come directly from you. I thank you for your support of The Trager Institute—through your volunteer committee work as well as financially. With the International Conference, increased publicity, and the growth and development our multi-lingual communications system, I look forward to working with you towards another expansive year for our organization.

Don Schwartz

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CONFERENCE ENTERTAINMENT BULLETIN

YOU ARE FORMALLY INVITED TO ATTEND

BANQUET OF STARS

WITH DINNER, DANCING AND FLOOR SHOW!!
(ALSO KNOWN AS THE TRAGER TALENT SHOW)

August 12, 1994
Grand Hall, Tamiment, PA

Stars who would like to shine in the show please call Ione at (718) 935-9172

BRING YOUR STAR QUALITY. DRESS YOUR HEAVENLY BODY TO THE HILT
AND
LET THE LIGHT SHINE THROUGH

Saturday Night, August 13, 1994
It's a Time For...

PRIMAL PULSE AND PASSION

DANCE TO THE PRIMITIVE RHYTHMS OF NATIVE TONGUE
BARE YOUR SAVAGE SELF — BRING YOUR DRUM AND PRIMAL WEAR

Martha Partridge and Tigger Benford will be coordinating this at the Conference.
(Small percussion instruments, flutes and horns also welcome.)
Call Martha at (718) 965-3584.

Thursday will be a night of Trager Stories with Betty Fuller
Bring your pajamas and stuffed animals and snuggle in.

Ione Beauchamp is coordinating the entertainment for the Conference. If you have ideas or want to participate, please call Ione at (718) 935-9172 or write to 76 Carroll St., Brooklyn, NY 11231.

In particular, we need someone to help assemble and/or DJ recorded music for the "Banquet of Stars" (great dance music of all types, in addition to space- and star-related soundtracks and songs). Also needed: someone to assemble a tape collage of songs with lyrics that mention primitive themes, like "mighty jungles", or "lions and tigers and bears, oh my!"

"The TRAGER Newsletter" is a periodic publication of The Trager Institute for TRAGER Psychophysical Integration and MENTASTICS, a California, non-profit, public benefit, educational corporation which represents and supports TRAGER Psychophysical Integration and MENTASTICS movement education, the innovative approaches to movement education developed by Milton Trager, M.D.

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Contributions to this newsletter from members of The Trager Institute are welcome. All submissions are subject to editing for length, clarity, and appropriateness. Opinions expressed in this publication are those of the authors, and do not necessarily represent the views of The Trager Institute, its Board of Directors, or its Education and Administrative Staffs.

Credits

Editor/Desktop Publishing Jeffrey Joel
Assistance Don Schwartz
..... Sandra Berger
..... The Membership!

SUMMER
NEWSLETTER
DEADLINE
MAY 20, 1994 (FIRM!)