

# THE TRAGER<sup>®</sup> NEWSLETTER AND SCHEDULE

Spring 1996

Volume XV, Number 1

The response to my memo to Practitioners requesting reports from sessions has been inspiring. Here is a sampling of the reports received so far. I want to encourage all Practitioners to document your work, and to send in any reports that are dramatic and/or that highlight what you feel are key aspects of *Trager* and *Mentastics*. Thanks, Practitioners, for the following great reports! [Editor]

## Trager and The Heart Touch Project

Hannah Robinson

*Hannah, a Practitioner from Topanga, California, first appeared in these pages as co-author (with JoAnn Rink) of "Principles are Working" on page nine of our last (Winter, 1995-1996) newsletter. Hannah is a volunteer for the recently formed Heart Touch Project based in southern California. This organization helps connect touch practitioners with individuals diagnosed with HIV/AIDS. Hannah's article presents one such connection.*

This afternoon, finally emerging from a dense downturn of energy, it occurred to me that I was ready to write a story for the newsletter about my recent experience with The Heart Touch Project. This evening when I opened my mail I found Don Schwartz' memo, "On Bended Knees." Reality is wondrously curious.

I was assigned to my first AIDS client by The Heart Touch Project two months ago. Bill was maintaining his apartment, driving occasionally, and though he was in the more extreme stages of his disease, still "had a life". We liked each other immediately and he enjoyed some degree of comfort from my weekly sessions. In working with Bill I was able to seamlessly merge *Trager* moves with the simple gentle touch that The Heart Touch Project had trained its volunteers in. A couple of times he asked me to do *Trager* specifically. Each of those times as I began, he shivered with a delightful feeling that he said went right through him. The last time I came to Bill's

house in the end of November, he was unable to stay on the table for long, so we spent most of the time just talking. He told me that the Doctors were recommending new medication. He was quite clear that though some symptoms might be improved, the quality of his life would not. He had faced the inevitability of the disease and had decided to raise the white flag and surrender the fight. He was planning to enter a hospice. I told him that I would be there for him in whatever way I could even if it just meant holding his hand. Touch at any single juncture can relay Hook-Up.

The next time I saw Bill was at the Hospice. Though he had walked in--a requirement of entrance--with the help of friends two days earlier, he was now situated in bed unable to move much. He looked stiff and awkward lying there in the middle of the empty room. Whereas other rooms had been made homey with pictures and personal effects, his was bare but for his bed and a chair as he had only just arrived. It seemed to me then that his personality was dissolving, for each time he began to speak, though his character would try to manifest, he would drift off unable to finish his line of thought. He was very alert to the sounds around us, though; and the one element of his expression that remained constant was a sense of discomfort and mistrust with the place. He wasn't sure if he'd done the right thing coming there and he was very ill at ease.

### Contents

From Barbara Stewart .....	2
The Gift that Keeps on Giving .....	2
Trager for Persons with Dystonia .....	3
Notes on Trager and Medicine .....	4
Media Watch .....	5
We're In the Market .....	6
Marketing with Integrity .....	7
Practitioner Task Force for Public Education .....	8
Practitioner and Student Resources .....	10
Successful Practice .....	11
A Message from Bee .....	14
The Magic of Movement .....	15
What is Recall? .....	15
A Way to Heal from Abuse .....	16
In the Field .....	17
Institute News .....	18
Keep Your Heart Open And Cover Your Arse .....	22

I can give these perceptions in hindsight, but at the time that I entered Bill's room I wasn't sure what I was supposed to do or be for him. That he knew me was a strand of relatedness that I could hold to in order to discover what my purpose there was. I moved a chair and tried standing and sitting on either side of the bed. I eventually settled in to asking him if I could just touch him. He nodded consent.

I stroked his arms and legs and belly simply as a mother would a child. That loving state we call Hook-up began to grow enabling me to really be with his mind. His initial embarrassment about the state of his body began to dissolve as that quality of trust became more dense between us. I was then able with single words to respond to his reactions to the noises outside. So when his eyes would grow with agitation and curiosity about the sounds from a nearby TV, I was able to say "television" in a manner that let him know I comprehended his feelings about that particular invasion into his psyche. His respondent nod of comforted agreement that I understood was confirmation for me that we were, indeed, in that state of communion that occurs when two people are participants in Hook-up--giver and receiver. He held my hand with a trusting grip and settling deeper into his process of letting go, relaxed.

Now he needed some help from the attendants and I arranged for that before I left. When I had first arrived there was a man with eyes like a spooked horse agitatedly alert and concerned. When I left him with the attendants he was surrendered and accepting the comfort that was being provided for him.

I intended to visit Bill again four days later but on the third night I received a call that he died that morning. We can never really know the depths to which we effect people when they are no longer here to tell us, but the echo of Bill's hold on my hand just before I left him still communicates gratitude and trust. For whatever small way I was able to assist Bill in uncovering those human qualities I am deeply grateful.

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## From Barbara Stewart

*Barbara Stewart is the client of JoAnn Hangst, a Practitioner from Schenectady, New York. "The essence and clarity of [Barbara's] expression and experience of Trager is very profound," writes JoAnn. "Barbara's courage and willingness to explore the possibilities of how she could be is truly remarkable and deserves to be acknowledged. Barbara has given permission to use her name if you like."*

## Feedback Welcome!

Anyone wishing to express their appreciation or dissatisfaction regarding Institute personnel is invited to communicate in writing directly with Don Schwartz, Administrative Director of the Institute. A copy of the letter may, if desired, be sent to John Blaisdell, President of the Board of Directors, 1386 Trestle Glen Road, Oakland, California 94610-2525.

I was introduced to *Trager* one and one half years ago. By the time I began receiving *Trager* I had been diagnosed with severe degenerative osteoarthritis and fibromyalgia. I had been on medications such as codeine, clinoril, prednisone, naprosin, tendosen and others over the past 26 years. I had suffered neck, shoulder and back pain since preadolescence, as well as pain in other parts of my body.

After beginning *Trager* I felt my body begin to undergo a transition, my stiff and straight posture was becoming looser and freer, my feet began to feel like they were spreading, like duck feet. I began to feel lighter and my movement became freer. I began to be able to notice the pains that came, acknowledge them, and then release them! A miracle in itself! I began, since I had very little pain, to forget to take my medication, then I just didn't take it.

At times the *Trager* felt like an awakening of my muscles, tendons, and bones to feelings I never thought possible. These feelings were very strange to me but very pleasant--sometimes actually feeling like a mother's caress to a small baby would feel. Sometimes a gentle stretch that said yes this movement is good, sometimes just noticing that free feels like this, or just a small movement to awaken my brain to possibilities.

One year and one half later I am pain free and medicine free, my body feels like it belongs to me and is no longer controlled by old patterns of pain and memories. *Trager* reminded my body of how it could feel, how it should feel.

P.S. If my body can feel any better than this, I know I will be a cloud.

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## The Gift that Keeps On Giving

Vibeke R. Gerkins, R.N.

*Veba is a Practitioner from Garden Grove, California.*

William and Deborah are a handsome couple of deep faith. They have also become dear friends. Years ago on the suggestion of mutual friends, they sought *Trager* work to release tensions of lifelong standing. William, a very bright and educated man as well as being knighted in Scotland, sought fluency of speech and relief from chronic abdominal pain. Deborah, a beautiful and intelligent special education teacher, reported Raynaud's phenomenon, eating disorders and unrelenting menstrual cramps, incapacitating her monthly to the

point of requiring bed rest. A deep desire for motherhood was frustrated as the years passed and she miscarried twice. Medically there was no hope for natural parenting.

Nearly five years later, it is my great joy to share with you that William and Deborah are now the delighted parents of Alastair, a beautiful, healthy baby boy born 10/1/95. William is 52 and Deborah 43, and the pregnancy was reported by the obstetrician to be "textbook". Regular *Trager* sessions freed up many of the tensions and released all menstrual cramps, never to recur. Deborah also credits the *Trager* sessions promoting relaxation before and during her pregnancy with the fact that she delivered easily, with contractions but no labor pain, and in less than four hours. Before she knew it, she was "crowning" at home, and William nearly became the midwife as well as chauffeur en route to the hospital. No medication of any type was wanted or needed. The physicians were amazed, and William now proudly calls her Steel Magnolia. She is joyfully and successfully able to nurse her son, and together they care for little Alastair who is thriving and the light of their lives. William and Deborah are strong believers in God and His work in their lives. Like the Mexican nuns who first witnessed Dr. *Trager* share the hearing touch of The *Trager* Approach in which the little girl with polio became able to walk, they too give credit to God first and the *Trager* work second.

Thank you Dr. *Trager* for sharing your gift. It's my joy to participate in holding life and health in highest esteem.

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## Trager for Persons with Dystonia

Tony Giordano

*Tony is a Practitioner from Bellport, New York.*

I recently gave a presentation on the "Trager Approach Applied to Dystonia" to the Dystonia Support Group at the Long Island Jewish Medical Center in New Hyde Park, New York. There were 22 persons present including a neurologist and a physical therapist.

What is dystonia? Dystonia is a neurological movement disorder characterized by severe

muscle contractions and sustained postures. The types of dystonia are: Primary - idiopathic tension dystonia affecting many parts of the body; Focal - affecting one specific part of the body; and Secondary - resulting from injury or brain illnesses. Medical researchers are still uncertain about the exact cause of dystonia. An estimated 250,000 persons are affected with dystonia in North America. It is frequently misunderstood and often misdiagnosed.

I was introduced to dystonia by one of my clients. My client has both oromandibular dystonia--where the face and jaw muscles contract causing facial distortions--and spasmodic dysphonia affecting the speech muscles of the throat causing strained or breathy speech. I wanted to learn more about this disorder and began my research by accessing Medline, a National Medical Research database. I also read published medical studies from the Dystonia Medical Research Foundation and contacted *Trager* Practitioners. I did not find any studies using non-medical methods of treatment but discovered that most of the medical studies indicated the use of chemicals in the treatment of dystonia. Some common treatments include localized injections of botulinum toxin, drug therapy, and several types of surgery. However, chemical treatments have side effects and the possibility of developing anti-bodies. I consulted with three *Trager* Practitioners--Jack Liskin, Carolea Burgess and Martin Anderson--who have worked with dystonia, and I was grateful for their support.

In addition, I attended the North East Regional Dystonia Symposium at the Lahey Clinic in Burlington, Massachusetts. This was an opportunity to meet dystonia patients, and to meet and hear informative presentations given by neurologists and researchers. Shortly after the Symposium, I contacted the coordinator of the local Dystonia Support Group to schedule a presentation.

I began my presentation with a functional overview of the muscles that are affected by spasmodic torticollis. I then described the benefits of *Trager* bodywork applied to dystonia, and followed with an overview of Dr. Milton *Trager*'s work and his development of the *Trager* Approach. I next led the group in *Mentastics*. It was wonderful to see how the group responded to *Mentastics*. The Hook-up was intense and felt throughout the room. Patients in wheel chairs also felt movements expressed in a

### Trager Institute Receives NCBTMB CE Provider Status

Translating the alphabet soup: The *Trager* Institute has received a positive response from the National Certification Board for Therapeutic Massage and Bodywork to the Institute's application for continuing education provider status. The Institute may now represent this status with the following statement which, according to NCBTMB guidelines, may not be altered or changed in any way: "*The Trager Institute is approved by the National Certification Board for Therapeutic Massage and Board (NCBTMB) as a continuing education provider.*" This approval is for "Category A" credits.



state of "Hook-up". Well..., how should it be? Some responses were: "I feel movement in parts of my body that are different." "I feel more peaceful". "I can feel being more in my body and not in my head." Yes, *Mentastics* had taken us closer to the source. After a break, I gave a demonstration with my client. There were many questions throughout the presentation. At the end of my presentation, I received appreciation from the group and was invited by the neurologist to attend their monthly group meetings. I plan to continue my work with dystonia clients and help improve their quality of life.

I am interested in hearing from members who are working with dystonia or other movement disorders. You can reach me at: 1-516-286-8771 (ph/fax) or via email at TNGiordano@aol.com. Anyone interested in dystonia can contact the Dystonia Medical Research Foundation at 1-312-755-0198.

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## Notes on Trager and Medicine

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Jack Liskin

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*Jack, a professor of Family Medicine, physician assistant, and Trager Practitioner, teaches at the University of Southern California School of Medicine.*

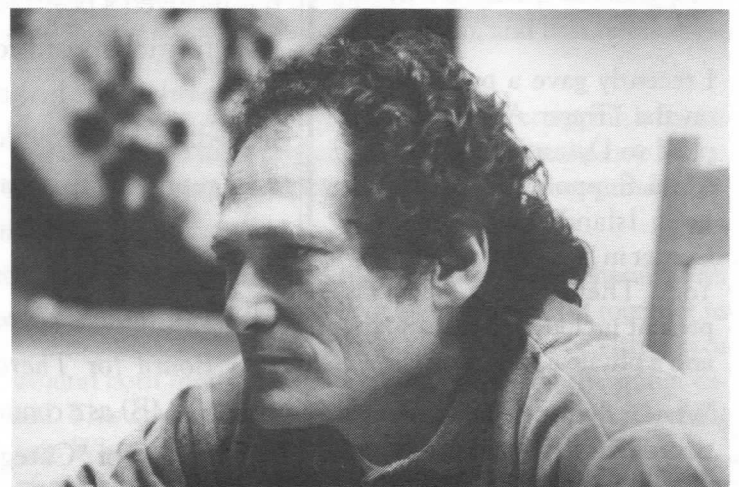
January, 1996

- Three years after its conception, my book on Milton's life and work, *Moving Medicine*, written with his and Emily's help and blessing, is finally in production and should be available by March. Those of you who responded to the publisher's pre-publication offer last summer will finally have your patience rewarded. The process of bringing this book to light has been educational, to put it mildly, but I believe that along with the further development of my faith, patience, and understanding will come real opportunities to spread information about our teacher and the principles of our work. My thanks go to all of you in the Institute who were so helpful in the book's birth.

- Have you ever spoken to a medical support group? If not, I encourage you to do so. Recently practitioner Tony Giordano, [see article above] after getting interested in dystonia, a vexing neurological disease, spoke to a support group in New York for people having this problem. He found it a challenging and worthy activity. I am invited at times to speak to support groups for dystonia, Parkinson's Disease, fibromyalgia, or epilepsy, and have always found them to be interested and receptive audiences (and sometimes a source of clients). The people who attend are people having the problem and their close family members. Meetings help them feel less isolated with their problem, and they encourage the exchange of in-

formation and resources. Frequently these groups, which are generally all volunteer, are looking for speakers who can say something of relevance for them. If you have a client with a particular medical problem who knows of such a support group, you can ask for the name and number of the contact person and see if they need a speaker for an upcoming meeting. You can also contact the national organization devoted to the illness and find out the local support groups in your area. As the attendees are usually well motivated and interested people, it is easy to speak comfortably and easily to them about our work and give them the feel of it through *Mentastics* and/or a brief demonstration.

- Do you notice that a number of clients swallow hard during a session, especially when we work with the head and neck? I have always found this interesting, as it implies to me that they are experiencing an emotion but may not want to express it openly. It typically happens just at the point where the freedom of movement is blocked, just when the possibility of letting go is implied. Sometimes I ask if anything is going on with the client, but I usually don't say too much about it because I don't want the person to become too self-conscious. Recently, however, I decided to let a man know about it, because he was suffering with daily cluster headaches, a form of migraine that strikes hard and daily over a period of weeks or months. He had mentioned that the headache started in the same place every time, and he pointed to a spot on the left temple near the eye. I happened to have my hand there when he began to swallow hard. I had already noted that each time he swallowed his head and neck retracted back and downward and the neck muscles contracted hard. This time I also felt the facial muscles clamp down, particularly at the spot where his headaches always started. I told him what I noticed and let him know that all of that neck and face muscle action was completely unnecessary for swallowing. Now aware of this, he couldn't help noticing--and neither could I--that the next time he swallowed even his toes curled upward. We laughed together at this, but at the same time he realized just how much tension he was carrying, and he began to see more clearly how the many stressful events in his life were affecting him physically.



Jack Liskin



• The last few weeks I have been hosting a health-related talk show out of Providence, Rhode Island, on AM station WALE. Somehow the folks there got my name and sold me on the idea. Each week I call in from Los Angeles to do the program live. and I have been taking plenty of time to discuss *Trager* work and to read portions of the book over the air. In fact, I call the show *Moving Medicine*. I've had the most fun while interviewing practitioners of other bodywork approaches such as *Rolfing*® and Alexander Technique, exploring their work's origins and the principles behind it. While I have not exactly been deluged with call-ins, to say the least, this has been a good opportunity to speak about *Trager* work. Perhaps the "broadcast" seeds will find fertile ground somewhere out there in radioland. And it's really a kick to be able to say, "We'll be right back after this short break."

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# Marketing

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## Media Watch

Compiled by Don Schwartz

*This is one of those occasions where I love to sound like a broken record. The number of references to, and inclusions of Trager in numerous publications continues to grow. Hook-up's marketing strategies continue to thrive. As always, I celebrate with you the positive exposure Trager continues to receive. Remember, if you see or hear about Trager in print or through the airwaves and cables, please let me know in order to let everyone know!*

*Trager* work is mentioned at least three times in the recently published *From Fatigued to Fantastic: A Manual for Moving Beyond Chronic Fatigue and Fibromyalgia* by Jacob Teitelbaum, M.D., and available from Deva Press, 139 Old Solomon Island Road, Annapolis, Maryland, 21401, U.S.A., 800-333-5287, Fax: 410-224-4926. Our thanks to Dr. Teitelbaum for his inclusion of *Trager*, and for his marriage to *Trager* Practitioner Rhonda Kidd of Annapolis, Maryland.

Thanks to *Trager* Student Elaine Williams of Centreville, Virginia, for sending to our administrative office a copy of "Current Status of Alternative Health Practices in the United States" by Richard Pavek of The Biofield Research Institute in Sausalito, California, and by Alan I Trachtenberg, M.D., M.P.H., of the Office of Alternative Medicine, National Institutes of Health in Rockville, Maryland. This article appears in volume 7, number 8, August, 1995 issue of "Contemporary Internal Medicine." *Trager* is mentioned two times in this article. Elaine writes, "It's good to see *Trager* recognized by the 'big guys.' I recommended to Captain Schwartz of the

Uniformed Services University of Health sciences that they include a *Trager* seminar next year." The article's co-author has stated that "this is the first article reviewing alternative medicine to appear in a mainstream medical journal."

*Trager* is mentioned several times throughout two recently published books entitled *Planet Medicine: Origins* and *Planet Medicine: Modalities* by Richard Grossinger, Ph.D., available from North Atlantic Books, P.O. Box 12327, Berkeley, California 94712, 510-559-8277, Fax: 510-559-8279. In "Origins," Dr. Grossinger explores the lineage and roots of alternative health practice and the causalities of healing and disease. In "Modalities" he compares and deconstructs modalities of healing, analyzing medical practices through their structures, roots, cultural codes, and effectiveness. Our thanks to Dr. Grossinger for inclusion of *Trager* in this excellent work which is sure to be read by many influential professionals, educators, and policy makers.

Congratulations to *Trager* Practitioner and Board member Megan Eoyang on the publication of her article "*Trager* Work: Teaching Through Movement" in the Fall, 1995 issue of *The Share Guide* a northern California publication which reaches a focused market of over 70,000 readers. Megan's contribution, a feature listed on the front cover, explores and explains the value of *Trager* work for those who have experienced sexual and other kinds of abuse. You may reach "The Share Guide" at: P.O. Box 610, Forestville, CA 95436, 707-887-9000, F: 707-887-9071, [share@shareguide.com](mailto:share@shareguide.com), or, <http://www.shareguide.com/mag/>

An article on *Trager* in relationship to individuals with multiple sclerosis has been published in the January 29th, 1996, issue of *PT Today*. Practitioner and physical therapist Chris Massonneau of Winchester, Virginia, was interviewed for this article. For more information, you may contact *PT Today* at: 1288 Valley Forge Road, Suite 50, Post Office Box 1135, Valley Forge, Pennsylvania 19482, U.S.A.

Thanks to Practitioner Beverly Swope of Bellaire, Texas, for bringing to our attention the mention of *Trager* in a section of a major article called "Breakthrough in Cancer Research" by Nathaniel Mead, appearing in the January/February issue of *Natural Health* magazine.

Tutor Kathryn Hansman-Spice of Tallahassee, Florida, had her article entitled "A Journey from Effort to Ease: The *Trager* Approach" published in volume 6, issue 3, Fall/1995 of *Journeys*, a Tallahassee-based publication located at: P.O. Box 38206, Tallahassee, Florida 32315.

Practitioner Subhadro Luhn of Hamilton Hill, WA, Australia, had an article--with a large photograph--entitled "'Smart' Training for cyclist" about her *Trager* practice published in the December 5, 1995, issue of a well-read regional periodical called *Subiaco Post*. Subhadro also had an article--again, with a large photo--about her practice entitled "Flip flop and free" published in a New Age-style periodical.

Practitioner David Cronkite of Ottawa, Ontario reports that "in the January, 1996, issue of *SHAPE* magazine, *Trager* work is given a paragraph's mention in an article entitled "Total Medicine". It is a guide to alternative medicine. *Trager* is mentioned in the bodywork section along with Feldenkrais, shiatsu, and Rolfing. The entire article is written by our good friend Dr. Andrew Weil, M.D." Practitioner and physician Mark Hoch, M.D., of Phoenix, Arizona, U.S.A., was on a KTAR, the most powerful station in Phoenix, on a radio show called "Health Alternatives", a weekly broadcast which reaches 65,000 people. Mark presented *Trager* and responded to call-in questions.

The Living Body: The 1995 International Somatics Congress which occurred last October in San Francisco, was a tremendous success. Deane Juhan was a presenter; and, in addition to being a steering committee member, I moderated my first panel--a real learning experience! Martyne and Jack Painter of Mill Valley, California, did a tremendous job of coordinating this event of at least 700 participants. A few of us from the original steering committee would like to continue creating more opportunities of this nature. Please stay tuned to these pages for future announcements.

Practitioner Jack Liskin of Los Angeles, California, is now hosting a radio show. Please see his article on *Trager* and Medicine elsewhere in this newsletter.

Now that I am able to access the World Wide Web, I've discovered *Trager* in at least two places in *New Age Journal's* Web page. I anticipate finding *Trager* in many more sites, and to helping place *Trager* in many more sites--including the growing number of Web directories. Please email me at: [TragerD@trager.com](mailto:TragerD@trager.com) if and when you find *Trager* in any sites not already listed in these newsletter pages. I will soon begin building our own *Trager* Institute Website.

Just In: Thomas Claire, author of *Bodywork: What Type of Massage to Get and How to Make the Most of It*, a book which includes a healthy reference to *Trager*, announces that he's begun writing a column on bodywork for a New York City-based publication called *Healthmap* which is published every other month, and has a readership of 70,000. In the next (February/March) issue, Thomas will devote the column to *Trager*. Current and back issues of *Healthmap* are available on the Internet at: <http://infinite.org/healthmap>.

Thomas was also on two talks shows--one local, the other national--recently both hosted by Gary Null, and mentioned *Trager* on both. "As fate would have it," Thomas writes, "as Gary walked out of his NYC studio after the show, a car drove by him on the Upper West Side, and somebody shouted out the window: 'Nice going, Gary! The *Trager* Approach!'"



Megan Eoyang

## We're In the Market

Megan Eoyang

Megan is a Practitioner from Santa Rosa, California. A former Board member, Megan contributes regularly to these pages, and is Chairperson of the Board Marketing Group.

I received a terrific mailing on a Seattle class. Included was a brochure, simply laid out and photocopied, called "Northwest *Trager* Practitioners Directory." Inside, it listed practitioner names, grouped by state, and their telephone numbers. When I spoke with tutor George Gottlieb and instructor Gwen Crowell, they mentioned using the brochures in these ways: in the waiting room, for client telephone inquiries, in the booth at fairs or conferences, at classes, when approached by or approaching local media. I would add sympathetic psychologist, chiropractor, and physician waiting rooms. Because the presentation is simple and the preparation inexpensive, the costs shared among many practitioners are minimal.

If the practitioners in your region choose to be even further enterprising, you could share the costs of a joint ad in a newspaper or magazine serving your region, again listing all the practitioners. Remember to include practitioners a little way out from your immediate area if the ad is placed where it has a broad geographical spread. For instance, the San Francisco Chronicle is widely read two counties away in every direction. The Northwest Practitioners Directory even includes Wyoming! There are at least three benefits to a shared promotion. First, you gain better acquaintance and sense of mutual support with the practitioners in your region. Second, your costs are much lower for advertising so you can place ads that might be too expensive for a single practitioner. Third (and perhaps the sweetest), we show to the world--and model--a cooperative spirit in our community, where professionals support one another's advancement. If your region is already doing something along these lines, or if you think it's a good idea, let me know.

Another suggestion, originating with practitioner and Board member Monica Simpson, is to leave your *Trager* Newsletter out in your waiting area. Her clients often express enthusiasm about what they read in the Newsletter and she believes that spills over into work-of-mouth referrals. Monica also suggested beauty parlors (or barber shops), doctor and dentist waiting rooms, and cafes as places we might put the Newsletter. Since it often reflects our own enthusiasm for and dedication to the work, the Newsletter can be a tool to help others "catch" our passion.

By the end of February, you can call the Institute office for a press kit to introduce you and *Trager* work to your local media (newspapers, magazines, tv, and radio). There will be one press kit focused on stress reduction, and another focused on sports performance and injury recovery. Each kit includes a press release, related articles, photos, *Trager* logo, and our brochure. The kits will have attractive covers and include a place to insert your own business card. These kits are one part of the Board's public education commitment to practitioners, and will help present you and your work in a professional manner. Press kits will be available at cost to practitioners, students, and friends of *Trager*. Call in your reservations soon!

I'm wishing you well.

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## Marketing with Integrity

Terry Mandel with Marjorie Kelly

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*This article, submitted to us by Megan Eoyang, is printed with permission. Megan writes: "Years ago, I took a workshop called 'The Heart of Marketing' from marketing consultant and speaker Terry Mandel. Her class deeply influenced my personal approach to marketing. This article originally appeared in the Sept./Oct. 1990 issue of Business Ethics. You can contact Terry about consulting, training, or the book The New Paradigm in Business: Emerging Strategies for Leadership and Organizational Change, in which she has written a longer, more detailed piece. Her clients have included Yoga Journal, New Dimensions Foundation, The Earthwise Consumer, Hewlett-Packard, Providence Medical Center, and Tektronics. Terry can be reached at: 415-668-4560, or Fax: 415-668-1190.*

People are hungrier than ever for real human contact. But so much of what's done in business has to do with transactions rather than relationships. When people talk, for example, about getting employees to "buy in" to the company mission, they're using terms of commerce to talk about something that is fundamentally spiritual. This misuse of language trivializes people and their contributions, and it keeps work from being truly fulfilling.

Outside the organization, the same thing is happening. Everyday we're overwhelmed by massive amounts of information and advertising, most of it boring, much of it demeaning. We've been bombarded with lies so long, truth has become a novelty. And as Paul Hawken says in *Growing a Business*, "In a way, the junk ads are a boon to the honest, non-sense marketer. Honest copy and ads come across as refreshing change: we immediately recognize the authenticity and are disarmed."

Nothing builds trust more than authenticity. It's an interesting word, "authenticity"--it comes from the Greek for "author." So how might we become authorities about ourselves? We can start by asking, If I were my own customer, what would

I want? How could I approach myself in a way that would be disarming? As we come to know ourselves, we realize perhaps others feel as we do: inspired or untouched or offended as we are by various ads and approaches.

**Moving From Transactions to Relationships:** The key is to build relationships with customers, not simply as a better way to get them to buy products, but because we value them as fellow human beings. It means respecting their time; and intelligence, communicating clearly who you are and what your product is, and trusting that the right people will be drawn to it.

The risk here, of course, is that customers--and this can be the internal customers, the employees--may realize what you're offering really isn't appropriate for them. It doesn't fulfill them as deeply as they had hoped. So they go elsewhere. But you see, if you truly want the best for your people, and you truly want the best for your vision, you'll be very happy to support them in going elsewhere. That only opens the door for the people who really do want to support you.

This requires a shift from control to trust. When you stop using external means to pull people and start trusting the momentum of your inner vision to attract them, you move into an entirely different way of doing business: from a transactional stance to a relational one.

You must believe that whatever you produce is of such inherent value that the question is not, How can we convince the most people to buy this? but rather, Where will we find the people who are waiting for it? The product is diminished if you don't care whether it goes to a "good home" somewhere. If you don't respect what you do, others won't either.

In advertising, the question is: Are you trying to push people by using fear and distortion, or are you attracting them with trust and clarity?

In selling, the question is: Can you imagine that being yourself is enough? That's the secret of great salespeople--that they show who they are. Wouldn't all of us rather talk to a real person on the phone, someone who will tell us the truth?

Traditional marketing relies on motion--excitement, agitation--because it takes a huge amount of energy to move something that's stuck. Marketing with integrity can be much quieter, because it takes just a little, well-directed push to move something that's already inclined your way. The essence of marketing with integrity is pro-motion: encouraging natural, positive motion

**Balancing Outer Expression With Inner Truth:** Marketing has traditionally focused on cultivating a company's outer face, but the more critical task is to balance outer expression with inner work. Image and substance must form a cohesive whole. How valuable is a carefully crafted mission statement if employees snicker about it in the lunchroom? Or the slick advertising campaign, if it raises customers' expectations only to disappoint them?



Everything we do and say communicates what we value. We market our beliefs as much as our products or services. Tom Peters points out that the least-valued employee often has the greatest influence on the customer's experience. We must be certain that employees [and customers] have an experience consistent with what our advertising promises customers.

One of my favorite illustrations of balancing mission and message is Patagonia, the enormously successful company that sells climbing and outdoor gear. They have a separate toll free number people can call to talk about climbing--and until recently it was their only toll-free number; to place an order, you had to pay for the call. Their catalogue also features real people doing real things: climbing, kayaking, hiking. The business is clearly a vehicle for supporting a community of people who love mountaineering, and everything they say and do communicates that.

**Getting Out of the Mind-Set of Getting Things Done:** When clients come to me, most are focused on a specific result: a direct mail program, an advertising campaign. But marketing with integrity is not just about getting things done; it explores how what we do fits into the larger context of who we are and what we value. Sometimes this means you have to be more committed to your truth than to getting something done next Thursday. This is deep work that not everyone wants to do, and people must go at their own pace.

When we take the time to ask provocative questions, and resist the temptation to rush into action, we're rewarded with clarity, focus and results. When I worked with *Yoga Journal* on a new direct mail package, I asked them, Do you want to go deeper into the yoga community or reach out to a non-yoga audience? They wrestled with the implications of this seemingly straightforward question for months; it had unwittingly touched on deep philosophical issues that needed airing.

The clarity that resulted didn't change their mission, but did move the spotlight. Previously, they had been mailing a package that used back pain as the motivator, and the message was inconsistent with the magazine's positive editorial approach. Even the look was inconsistent; it had the feel of AM radio hype. The teaser on the new package--"Just say the magic word and we'll leave you in peace"--was more an expression of their essence, because that's what the magazine promotes: peace and tranquility. It's proven successful in reaching the broader audience they decided to target--and it's bringing in more money, faster, than the old package.

**Relying More on Inner Guidance:** As a consultant, my initial focus has shifted from solving problems to asking questions, challenging the client to explore new territory. Implicit in marketing with integrity is decreasing reliance on outside experts and increasing reliance on inner guidance. Traditional marketing asks, "What do people want?" But when we also

ask, "What is it I/we fundamentally and uniquely have to offer?" the only place to find the answer is inside. I can help frame and support the exploration, but I can't presume to know that inner terrain.

In my workshops, I devote a significant amount of time to this kind of inner work. In guided mediations, participants explore unconscious beliefs and assumptions--which tend to mirror the marketing practices they deplore--and reconnect with their deep sense of life purpose. These profound personal discoveries serve as deep roots, supporting the growth of a healthier organization that communicates its aliveness through every branch and flower.

Of course, doing deep inner work doesn't imply that every realization or insight is appropriately brought into the public eye. Marketing with integrity is practiced by truth-telling, not soulbearing.

I hasten to add that, while I value process, I'm very results-oriented. The point isn't to replace our focus on tasks with a focus on process, but to recognize that getting things done well in the outer world is enhanced by attending to our inner world. Intuition is becoming an accepted tool in business decision-making not by replacing analysis, but by supplementing it.

**Letting Go of the Myth of Competition:** The myth of competition is that there's somebody out there who will take away what I want if I don't grab it first. But as long as we subscribe to the metaphor of "them and us," we're struck in a mind-set that diverts energy away from pursuing our uniqueness--which is our true competitive edge. We're also in danger of approaching customers as if they're "them," some anonymous group we must coerce into taking the action we want.

By switching instead to a metaphor of "we're all in this together," we restore competition to its original meaning of "striving together." Then competitors become mirrors for us of where we need to strengthen our product or service, and of how we can polish our uniqueness.

Marshall McLuhan was absolutely right when he said that the medium is the message. But giving voice to the inner spark, being willing to speak from the heart and spirit, is not easy. The issue that arises time and time again in my work is the fear of being different, the fear of having to change. Underneath that fear lies an issue of self-esteem. The real barrier to speaking your truths, without worrying what others think, seems to be the question: Do I have the right? What gives me the right to do that? This seems to be a nearly universal concern.

The challenge when we bump up against our self-limiting or contradictory beliefs is to recognize the opportunity for growth, rather than beating up on ourselves. Too often, we judge ourselves for the very ways we're different from others. None of us is special--in the sense of better than--but each of us is

wonderfully unique. And cultivating our quirks really helps people tell us apart from everyone else, which is the whole aim of marketing, isn't it?

I recall the story of Rabbi Zusya, who on his deathbed said: "In the coming world, they will not ask me, 'Why were you not Moses?' They will ask me, 'Why were you not Zusya?'"

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## Practitioner Task Force for Public Education

James Day

*Jim, an active Practitioner, Tutor, etc., from Trenton NJ, USA, proposed the creation of the "Trager Practitioner Task Force for Public Education" in March '95 to approximately 100 plus Trager professionals throughout the US. Commitments and contributions from 49 put the Task Force "in business." Jim, coordinator pro tem, brings us up to date.*

I am delighted and excited to report that the "Trager Practitioner Task Force for Public Education" has been the catalyst for pro-active cooperation of Trager professionals in four major projects in the latter part of 1995. Teams of Practitioners staffed exhibits and demonstrated Trager at significant conferences, three of them of national and international scope, in various locations in the US since June.

Many of you may already have experienced desired positive fall-out from these events. Volunteers informed visitors, handed out literature, gave "tastes" of tablework and *Mentastics*--AND REFERRED INTERESTED PERSONS ON THE SPOT TO PRACTITIONERS BACK HOME!

This last action speaks directly for the bottom-line purpose of the Task Force--to expand the client base of qualified and committed Practitioners. Task Force members subscribe to the view that the ultimate success of The Trager Approach can most appropriately be gauged by the number of mature Practitioners who support themselves giving Trager to the world. In other words, we are into enrichment and abundance for both clients and practitioners.

Here, briefly, are the four conferences at which Trager was represented (details will come later):

1) Joint Scientific Conference of the American Holistic Medical Association & American Holistic Nurses' Association, "The Changing Face of Healing," June 22-25, Phoenix, AZ.

2) Annual Conference, Association for Humanistic Psychology, "Wholeness Embodied," August 10-14, Baltimore, MD.

3) Third Annual Conference on Conscious Aging sponsored by Omega Institute & New Age Journal, "A Time for Spirit," November 3-5, Atlanta, GA.

4) 1995 Northeast Regional Conference, American Holistic Nurses Association, November 3-5, Philadelphia, PA.

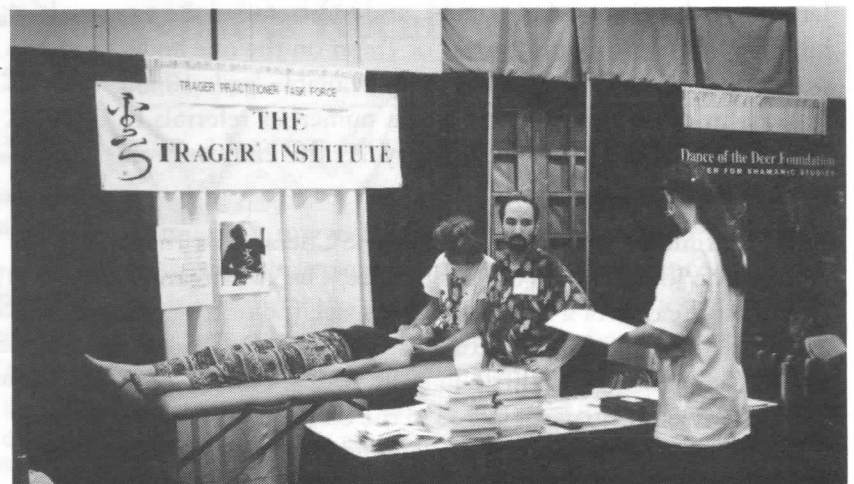
These conferences were targeted by the Task Force primarily because of the high quality of the conferees, especially in terms of professional status, open-mindedness--and (bottom-line) potential as referral sources for Trager work!

Naturally, we also had to take logistical realities into account. Can we afford it, can we muster a Trager team to staff it, etc.? We found that where there is a will there is a way. Trager folks got excited, banded together, and learned valuable lessons on how to proactively and cooperatively support their work.

You, dear readers, can help us. We want what marketing professionals call "traffic reports." Those of you who have received referrals traceable to these conferences, please inform us. This is valuable data that will help us plan more effectively. Send such information to me, Jim Day, 21 Whittier Ave., Trenton, NJ 08618 (or phone 609-392-7653, or fax 609-392-1211).

The basic thrust of Task Force efforts is to work with organizations whose memberships have potential as Trager referral sources. It's as simple and straightforward as that. It's economical and efficient too. In addition to creating a Trager presence at their meetings, we have such options as inserting both articles and advertisements in their publications, for instance (again, focusing on the bottom line of generating referrals to Practitioners).

Yes, there are some out-of-pocket costs--for exhibitor fees, advertising, production and shipping of materials, etc. That's why we ask for a financial contribution from members as tangible support of the Task Force purpose in addition to their valuable ideas, suggestions, and energy/skills commitment. (We suggest a donation equal to the price of a Trager session



Mark Hoch in the foreground, and Carol Day at the Trager table, at the joint AHNA/AHMA convention.

and we wholeheartedly appreciate whatever amount the contributor deems affordable.)

But costs are utterly miniscule compared to the price tag of even the most modest mass media campaign. And we get directly into contact with the very people who are both disposed (after a little education) and able to help us bring *Trager* to the people who can most benefit.

Want to join the Task Force? Members in good standing in The Trager Institute (including "Friends of *Trager*") are eligible. Although an independent organization, the Task Force operates in close communication and cooperation with The Trager Institute. Contact me and I'll send you more detailed and precise information on which you can base a decision to join.

In addition to proceeding as described above, Task Force members now are considering a proposal developed by Michael Lear, *Trager* Practitioner and businessman from Easton, PA, to put The *Trager* Approach into cyberspace, on the Internet. (Michael, by the way, is the Task Force's Treasurer Pro Tem.)

Also, you should know that the Task Force is planning a *Trager* presence at the 1996 Scientific Conference of the American Holistic Medical Association, May 8-11 in Philadelphia, PA. The theme, significantly, is "Examining the Heart of Medicine," And we also will have a speaker on the program this time! He is none other than Mark Hoch, M.D., of Phoenix, Arizona. Mark happens to be a *Trager* practitioner as well as an AHMA member. His tentative title is "*Trager*; An Empowering Body-based Approach to Integrating Body, Mind, and Emotion." Thus, a long-held dream of Milton Trager is becoming reality.

Here are some details on the four conferences that the Task Force cut its teeth on:

**AHMA/AHNA, Phoenix:** a few of us did a lot of good work on this first task. "Dr. Mark" (see Above) coordinated exhibit logistics. *Trager* Practitioner and wife Carol Day and I couldn't stay away from this one, so we, Practitioner Kathy Jennings (who also is Mark's wife), and Mark staffed the exhibit, gave 45 15-minute "tastes" of *Trager* on the one bodywork table we could fit into the space available, gave 10 full sessions in quiet quarters, and made numerous referrals to Practitioners throughout the country. At the end, we were tired, yet exhilarated.

**AHP, Baltimore:** The Task Force and the Chesapeake *Trager* Association joined forces on this project. The two organizations split the cost of a double exhibit space (permitting the use of two bodywork tables for "tastes"), and the Chessies staffed the booth with a little help from Ron Fine (Media, PA) and myself, who participated in the conference. Chessie stalwarts who did the bulk of the work/play--66 15- and 30-minute sessions, plus talking with conferees and making lots of referrals, over the four days--were Bob Clark, Marianne

Frantz, Karen Roberts, Joe Griffin, David Haines, Betsy Weick, and Mary Kent Norton. It was ideal for the Task Force to work with such a well-established and "heads-up" regional *Trager* group. I hope that future Task Force efforts can encourage the growth of similar regional practitioner groups.

**Conscious Aging, Atlanta:** Atlanta Practitioner Karla Linden assembled and coordinated a team of seven Practitioners and two Students to staff a booth with two bodywork tables plus an abundance of printed materials and a TV monitor playing the *Mentastics* tape for 3 1/2 days. Karla reports a conference attendance of about 1,200 very sophisticated, largely professional people--"Into their bodies and their inner world"--from all over the world. About 10% of those who visited the exhibit knew something about *Trager*, Karla estimates. The *Mentastics* tape was an effective mesmerizer, she says--"People would stand in front of it and start to move." The Practitioner team also included Debora Hauck, Peggy McKenzie, Davida Krantz, Al Cedarholm, Julie Krieg, all from the Atlanta area, plus Kathryn Hansman-Spice who came up from Tallahassee, FL, to join in. Students Barbara Collins and Deb Gordon also helped out.

**Northeast Holistic Nurses, Philadelphia:** Coordinator Terry Bremer reports an extremely positive response to *Trager* on the part of conference goers (including some dramatic releases in just a 15-minute "taste" of *Trager*). About 35 mini-sessions were given in addition to distribution of educational materials, the sale of *MOVEMENT AS A WAY TO AGELESSNESS*, and, of course, the usual referrals. The rest of the *Trager* team consisted of Bob McLaughlin, David Haines, David Dimmack, and Sara Jo West.

We intend for Task Force projects to make a positive difference in your professional life. You can help by becoming a member. Contact me.

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## Practitioner and Student Resources

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Michael Madrone

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*Michael is a Tutor, sponsor, and workshop leader from Vancouver, British Columbia.*

In my *Trager* travels I like to keep my eyes open for resources which help support us as Practitioners and students. I have come across two books and two tapes which I think are worth knowing about that I would like to share.

The first book is called *Repetitive Strain Injury* by Emil Pascarelli, M.D. and Deborah Quilter. Dr. Pascarelli has a clinic that specializes in RSI and Ms. Quilter is a writer who actually got repetitive strain injury. This is a readable book



written for the average person in a non-technical style. It provides a useful introduction for understanding RSI and how we, as *Trager* Practitioners can assist our clients. While it doesn't specifically recommend *Trager*, you might substitute the word wherever it recommends massage. The publisher is John Wiley & Sons, and it is ISBN 0-471-59533-0.

The second book is called *Body, Mind and Sport* by Dr. John Douillard. Dr. Douillard is a chiropractor and triathlete. This book provides useful ways of speaking with athletes about some of the principles we use in *Trager*. Again, while it doesn't specifically recommend *Trager*, the book does embrace many of the principles. For example, there is a section entitled "Do Less and Accomplish More". If you have ever worked with competitive athletes, you'll probably agree that many of them are from the "No Pain, No Gain" school of sports, and they may need to be educated about the benefits of ease, effortlessness, etc. The book is endorsed by Martina Navratilova and Billie Jean King and the publisher of the book is Crown Trade Paperbacks, and it is ISBN 0-517-88383-X.

There are also two useful tapes you may want to know about, both by Dr. David Hubbard, M.D. Dr. Hubbard is a neurophysiologist and pain specialist. He also holds an M.A. degree in counseling from Harvard.

The first, "What is Muscle Tension?" is a very interesting discussion about the phenomenon of trigger points as they related to *Trager*. The tape is available from Goodkind of Sound, Route 3, Box 365AA, Sylva, N.C., U.S.A. 28779. Phone 800-476-4785.

The second tape, "Headache Pain and Management" is a discussion of acoustic neuroma and other types of headache pain. It is available from National Cassette Services, Inc., P.O. Box 99, Front Royal VA, U.S.A. 22630. Phone 703-635-4181. Please note that this tape was mentioned in a previous *Trager* Newsletter, but the company was incorrectly listed under another name.

What is particularly interesting to me about both of these tapes is that an internationally recognized expert in the treatment of pain has publicly (and very enthusiastically, I might add) endorsed *Trager* as one of the best, if not the best, treatment of choice for muscle pain and some types of headache pain. This is a development that we should all take note of.

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[Editor's Post Script: Speaking of books, congratulations to my friend, Jeffrey Maitland, on the publication of his book, *Spacious Body: Explorations in Somatic Ontology* by North Atlantic Books of Berkeley, California. I met Jeffrey when we were both founding representatives of the Federation of Massage Therapy, Bodywork, and Somatics Organizations many suns ago. He is a *Rolf* Instructor, and, before that, he was a professor of philosophy at Purdue University for thirteen years. His new book weaves together his personal experience of Buddhism, philosophy, and somatics.]

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# On Trager

## Successful Practice

Natasha Heifetz

*Natasha is a Tutor and workshop leader from Fairfax, California. Her article is written from a deeply held conviction that provision of excellent service is a major key to any marketing efforts.*

For a long time there has been discussion in The *Trager* Institute about marketing and promotion of *Trager* work. There seems to be an assumption that all Practitioners will be able to have successful practices if the Institute does the "right" thing. I support marketing and promoting the work. However, I suggest that it is the quality and belief in one's work, self-trust, one's ability to be present, to sustain intimacy, and to set the container for sessions that affords successful practices in the long run. No matter how the work is promoted, a practice can only sustain itself if the work is effective. Following are some thoughts about what makes for successful practice:

**Hook-up:** Hook-up is many things to many people. My understanding of Milton's concept is that it is a feeling state where one experiences what Milton calls "the force that is like a vast ocean of pleasantness all around us." I understand this to mean that one needs to occupy oneself, all the cells and the spaces between the cells, experiencing oneself out to one's edges. The energetic field will then be all around the body, having a positive effect on those in your presence.

### Process

**Part I:** Feeling the weight and the weight (or the edges) of the resistance when the body is in motion: it seems to be easier to feel the weight when there is no movement (like picking up the leg or head or arm). But when the waves and vibrations start, it is more difficult to feel the edges of the resistance and many Practitioners end up being mechanical and just doing "moves" which do not penetrate to the nervous system in a deep way.

The feeling for the weight acknowledges what is, the present state, what is real this moment on every level. Acknowledgment, which allows for change to happen, occurs on the autonomic level (unconscious), *Trager* works below the emotional level, completing the thwarted reflexes which may have gotten "stuck" in the nervous system, satisfying the body/mind over and over again in a pleasurable, safe and trust-inspiring container.

**Part II:** Asking: first acknowledgment, then the asking. Hmm? How could this tissue be? My understanding is that

one asks for the client's body/mind to discover its potential by experiencing new found lightness, freedom, groundedness. The Practitioner follows the process of the client by feeling the weight and the weight of the resistance when the body is in motion. The work seems to elicit each cell's knowledge of how it would be in a pristine state of health.

It seems to me that, when Hook-up tells him, Milton sometimes projects the potential into the tissue with his mind. (I believe this type of work requires a different kind of energy and more involvement of the Practitioner. It guides rather than follows. I believe it can exhaust the adrenals if the Practitioner is not grounded.)

**Grounding:** being grounded, having a magnetic relationship with the earth, seems to be essential to experience Hook-up without losing (or loosening) boundaries and getting out of balance. Hook-up (being present, occupying oneself 100% and feeling the "vast ocean of pleasantness all around") and being grounded and connected promote being able to follow the client's process.

**Boundaries:** experiencing where the other person ends and you begin. Our energy field comes out all around us for at least 8 inches and some say 3-1/2 feet and more. It is essential to be conscious of being in another's energy field, maintaining the integrity of one's own and being aware of the common boundary even as we experience the interconnectedness.

**Intimacy:** For a successful practice, it is necessary for Practitioners to be in a state that can sustain long periods of witnessing and being in others' energy fields without losing one's center and boundaries. The need for quiet and time off is top on the list of the reasons I have seen over the years for practices not being full (including mine).

**Setting the Container:** By container, I am referring to the energetic "circle" that the Practitioner maintains throughout the session. The space, the decorations, the feeling of a safe environment all contribute to a sense of TRUST.

**Self Trust:** It is essential to practice this quality if it is not already present. One's self trust level is transmitted to the client. The more you trust yourself, the more they trust you. The more the client trusts you, the more effective the work. The more effective the work, the more clients will talk about it in a positive way and the word will spread.

**Body Use:** My experience as a Tutor is that some Students and Practitioners are moving in ways I have never seen Milton move. I believe it is important for all of us to keep studying the earlier videos of Milton working, especially if one hasn't been with him. Milton's body was active, always moving, lightly swaying side-to-side or front-to-back, with soft ankles and knees, coming from the bottom of his feet, his body moving in one graceful unity with pelvis relaxed and connected and supporting the shoulders. Milton seemed to be making the most of gravity and the universal laws with the

least amount of effort. (It makes me think of how he and his brother used to, as children, jump the highest and see who could make the least impression in the sand.)

**Touch:** My experience of Milton's touch over the years is that there were some constants: full, completely contactful, molding, secure, knowing, completely soft, seemingly boneless, transmitting at least gold, sometimes fresh air, sometimes cosmic feelings. His hands are comforting, searching, meeting in whichever way appropriate, all the different types of tissue, spirits, and experience, without judgment, with an exploring wondering asking attitude and a consistency in the feeling of his touch and his being. His touch is from all of him.

I believe there is still some confusion in the *Trager* community about the relationship of "lightness" to the work. It is my experience that Milton's touch elicits and emanates light but his touch is soft and deep rather than "light". (It is important to know that a too light touch can set off the body/mind's reflex to shake off insects.)

**Integration:** I have heard reports of clients being disoriented and fuzzy-minded after *Trager* sessions. Obviously, this is not good promotion. There are simple ways to assure integration and to avoid having this happen to clients--using even rhythms, compressions, "painting" (long smoothing strokes) and "sculpting". It is possible to do even short specific sessions and with a few strokes integrate the rest of the body.

When doing neck and head work, many of us have been taught to have our hands on the occiput only. Milton once called me over in a class to tell me that he always had fingers down the neck to at least the 7th cervical as well as having the occiput in his hand. His hands are large and long. It is vital for those of us with smaller hands to find ways to give the sensation of the interconnectedness of the body, neck and head. (What works for me is to start my neck work with both hands below the 7th cervical and feeling and elongating slowly up to the top of the head. I may do this many times.)

**Rhythm:** Milton has said many times: "Put the body in motion and let the motion do the work." "Bore the nervous system." From my observations, Milton used regular "drone"

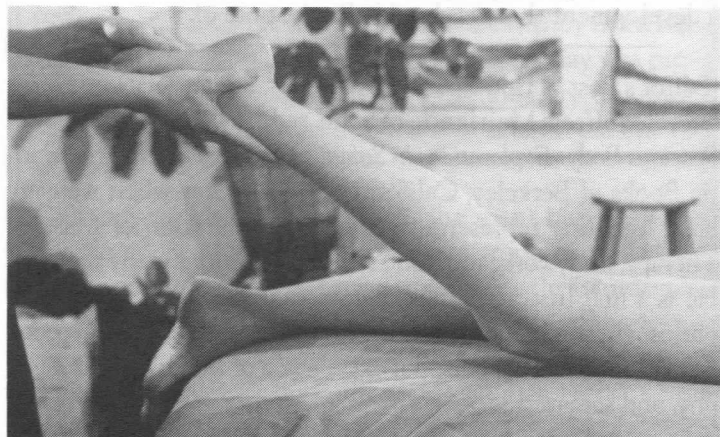


Photo by Ellen Lewis

one-one-one rhythm as the base. He began and ended with it. He seemed to use syncopation and reflex/response work only when he wanted to wake up the tissue. Otherwise he used the drone which "bores the nervous system". It seemed that when the regular rhythm didn't satisfy, he considered syncopation, but only after he gave the unconscious plenty of time to find the freedom itself with the "drone". The "drone" rhythm promotes evening out the rhythms and "clocks" of the body. It entrances, and promotes security and trust. It integrates. After--or if--syncopating, always return to "drone".

The constant "drone" allows the "on-the-alert" system to relax as it begins to trust and gets habituated to the constancy of the rocking. "Bore the nervous system". Once the nervous system relaxes, it is possible to facilitate the changes that need to happen, the letting-go's, the rebalancing, the occupying of the tissue of the entire body, the discovery of how good it feels to be in one's body. The constant "drone" imitates the soothing rhythms of the bonding period of childhood and helps to heal any disruption that occurred in that period.

Breaking the syncopation habit: It has been my experience as a Practitioner and Tutor that it is easy to become used to using a syncopated rhythm--i.e. dum dum DUM, dum dum DUM, rather than one-one-one-one-one. To break the habit, to return to the basic drone, practice a one-one-one-one-one rhythm. I suggest using an 8-count if one is syncopating a lot. It takes very few sessions to reap the benefits of a constant rhythm with a longer duration that does not "wake-up" the body/mind. Most clients are in need of quieting, and it is easier and more relaxing for the Practitioner.

Milton often seemed to be both waking up and relaxing the tissue--but I believe he "bores the nervous system" first and last.

## Empowerment

It is very important to ask clients at the beginning of sessions what they would like to accomplish in the session. This focuses the work for both client and practitioner.

*Trager* is a feedback system and all the vibrations and movements work to give information to the client's nervous system. The *Trager* Approach is very safe if one follows the process of the client, feeling the weight and the weight (edges) of the restrictions in the movements--and then asking for potentiation.

Following the timing of the client, always noticing, and not having a preconceived notion of what will occur empowers the client to experience a new state of being and awareness. Teaching clients *Mentastics* empowers them further.

**Pauses:** Pauses are completely consequential in allowing the body/mind to integrate, as one goes along. This is true of the tablework as it is in *Mentastics*. It is vital to leave people plenty of room and time to feel their sensations. The client feels just as good and sometimes better when the Practitioner takes

hands off as when hands are on. Taking hands off and allowing clients to get in touch with their own kinesthetic intelligence empowers them, enhances their experience. It is also beneficial for Practitioners to take some time to check in with themselves, check and enhance hook-up, and to do *Mentastics*.

**Elongation:** Feeling for the slack coming out is one of the essentials that make The *Trager* Approach so effective in facilitating change. Without experiencing the edges of the "elastic band" nature of the tissue, a *Trager* session becomes a pleasant experience and not a transformational happening. ("Job's Body" by Deane Juhan explains why. Look up "spindle cells".)

**Mentastics:** Giving clients tools for self-maintenance will help to promote your practice. *Mentastics* is the same process as *Trager* tablework, only one does it for oneself, interacting with gravity: feeling the weight and the edges of the resistance in the movements, and then asking--"how should/could this be?" *Mentastics* is limitless, like the tablework. Julie Greene's booklet on *Mentastics* with Clients is very helpful.

I understand that the balancing, the swaying side to side, front to back, from the bottom of the feet in one graceful unit, is a direct asking of the body to consider balancing and rebalancing. It effects the body on every level.

I have heard Milton say that *Mentastics* is not an exercise form, but a system to be integrated into one's being to become part of one's way of life.

**Mixing Modalities:** I believe that it is absolutely necessary to inform clients when one is using another approach in addition to The *Trager* Approach--when talking to people about one's work in general and especially during the session itself. It is important for ethical reasons, aids in integration of work, and keeps the essence of The *Trager* Approach as Milton has evolved it, requires consciousness of what is happening and requires noticing your work.

I have experienced many massage practitioners using rocking in their work without Hook-up or consciousness of the underlying processes and values of *Trager* work. In order to promote and maintain the quality and reputation of our work, we need to be conscious of what we are doing and practice the underlying processes so that the rocking goes deep.

This article is meant as food for thought and discussion and I hope other successful Practitioners will contribute their visions to future newsletters.



# A Message from Bee

Bee Livermore

*Bee is currently a Friend of Trager from Santa Fe, New Mexico.*

I became a *Trager* Practitioner in 1989. That year I had to give up my practice of massage and *Trager* to heal myself of cancer. I have not been able to practice or keep up my training since.

In light of recent reports from the Education and Ethics committees in the newsletter, I find it important to speak out about my own experiences of receiving *Trager* and the need for more thorough training for *Trager* Practitioners. I believe more extensive training with regard to professional ethics, communication, and awareness of emotional and physical boundaries, would greatly improve the quality of the practice of *Trager*.

On the whole, my experience of receiving *Trager* sessions was mixed. I had some very positive experiences and others did not work for me because of the unprofessional nature of the way I was treated.

When I trained to do *Trager*, the emphasis was on the bodywork and no mention was made of professional ethics. When I brought the issue up, I was told it was my issue and the subject dropped. It is important to know that when we lay our hands on someone, we take on the responsibility of practitioner. It is the responsibility of the practitioner to see that the needs of the client are met first and foremost. It is the responsibility of the practitioner to set boundaries without criticism, and to create a safe place for healing.

When we as practitioners bring clients into "hook-up", we are facilitating an opening. The boundaries of skin disappear. We are working inside the body on a cellular level. There is an energetic exchange between practitioner and client that is more intimate than any other kind of relationship known to man. There is a bonding that occurs between minds, nervous systems, physical and spiritual bodies.

When the body is rocked, it often takes a client back to the womb, to early childhood. As a result some clients may start to relate to the practitioner from childhood. Perfectly natural sexual feelings may come up as well. It is part of the natural evolution of the healing process.

In one of my first *Trager* experiences, I socialized with the practitioner as well as received *Trager* sessions from her. However, because of personal issues that came up, we stuck to *Trager* sessions for the most part. She was very honest and real with me. She stated she had made a mistake and said that she was not equipped to resolve personal issues with me.

My experience of Hook-up was peaceful, and expansive. I also felt vulnerable, and without protection. There were behaviors that I started to exhibit in the presence of the practitioner

which embarrassed me. For example, I began to behave like an adoring child, showing off to her which felt strange to me.

Normally, I am a very affectionate person. My life was so stressful at the time that all I wanted was to be held. She became uncomfortable with my behavior. She communicated boundaries in a way that indicated there was something wrong with me and my behavior. I felt criticized.

After we went our separate ways, because of the pattern of criticism that had developed between us, and my own issues of unworthiness, I felt I had done something wrong. I misunderstood her closure with me. I was afraid to ask for clarification later. I took responsibility for her part in things as well as my own. In time, I resolve my own issues and made my peace with what happened. I have used my own experience of this to access and heal my own deep hurt and issues of abandonment. It has certainly influenced the formation of my own personal and professional ethics.

I received a lot of love and support from this practitioner and so it was hard for me to know what to do. I became very attached and stuck it out in a situation that in part wasn't working for me. Personal issues on both sides got in the way of having a clear, mutually beneficial practitioner/client relationship. This experience is an example of what can happen as a result of unclear boundaries and personal hooks in *Trager* sessions. It was very hard to be on the receiving end of this. There is a level of detachment which is necessary to facilitate and empower the healing process in a client. Unconditional acceptance of a client without agendas or expectation of change is so important. The changes will occur gracefully as the client comes to his or her own self acceptance.

Different people are comfortable with different levels of physical intimacy. It is important that the practitioner set the tone

## In Memoriam

Courtney LaLonde, daughter of Donnis Doyle and Bill Scholl, was born May 20, 1968, and died December 18, 1995. She lived 27 very special years. Courtney lived her life as a celebration. She always knew every day was precious and that her family and her friends were the most important part of her life. She was a wonderful teacher to all of us.

Courtney worked with children. She spent her summers in Colorado working at a camp for catastrophically ill children, and much time volunteering at Austin Children's Hospital. Her own eleven years of healthy recovery from cancer gave her an empathy for others that was an inspiration to everyone who knew and loved her.

of what is acceptable behavior in a Trager session based on what he or she is comfortable with.

It is important to communicate to the client that any feelings that come up are natural. Any behaviors that might be exhibited are not wrong, but may not be appropriate in this particular setting. The boundaries you set are set to facilitate healing for the client and it's best to communicate it as such. I am pleased to see that a new certification program has been approved. I do hope you will seriously consider required courses in professional ethics and communication in the training.

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**A Note from the Ethics Committee:** The Ethics Committee thanks Bee for sharing her letter with us. It brings up these questions for us. Maybe it brings up other questions for you: 1) What might have been offered that would have clarified this situation? 2) How could the practitioner help to empower this person in setting her own boundaries? 3) What might have helped her to join with the practitioner in defining what would be safe for her? 4) What are the possible ramifications of shifting from professional to personal relations with clients?

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## The Magic of Movement

Mary Irene Hall

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*Mary, a Practitioner from Sussex, United Kingdom, decided at the last minute last Summer, to attend a Practitioner Review with Milton Trager in Laguna Hills--one ocean and one continent away. This is her story.*

Having been captured by "Hook-up" and the "movement" of Trager work, I had in my mind that if at all possible, I should go to meet the man from whom it emanated. This reality seemed extremely remote due to limited funds and an extremely busy life schedule. However exactly like the work itself, you never know what will happen! I found myself attending the Practitioner Class in Laguna Hills during August of 1995, in the quest of meeting Dr. Trager. The trip was such a gamble. Would Dr. Trager be there? Would the very man whose work inspires my soul be there as my reward? Through circumstances that had coincidentally started to piece together during the later part of July, I knew on Monday 31st July, that I would have enough funds to cover a trip to the U.S.A. The Trager Institute's administration was contacted, and on that very same day I was informed--providing I could arrange a flight--that a place was secure in the three day training starting August 4th. Acting in a very positive mode, I was given full instructions for travel arrangements for the whole of my stay and my accommodation was booked!

The Trager Newsletter

On Tuesday 1st August, the great hunt was on, my aim whilst in America was also to visit the Institute near San Francisco, so my flight was not straightforward. Time and time again the answer was "sorry, no chance". Then success, a flight via Detroit outbound to Los Angeles, and from San Francisco, via Minneapolis, returning to Gatwick, was available the next morning. The ticket had to be collected from Central London that day, and then, magically, I found myself on Wednesday 2nd August, crossing the Atlantic and America to arrive in Laguna Hills very late the same day. What global movement magic!

Most of 3rd August was spent sleeping and duly Friday August 4th arrive and I joined a very welcoming group (hello to everyone who shared the course). The great quest, although dreamlike, was soon to be rewarded. Dr. Trager and his lovely wife, Emily, arrived and shared all three days with us, filling the room, our hearts and our minds with their presence. That which may not have transpired, did so and the reward was abundant and overflowing. The seeds of "softness" already sown, looked for and received nourishment. The "nothingness" became more nothing. The reflection of all the learnings and rememberings will carry on vibrating the "feelings" to be experienced and shared with others. THE MAGIC OF MOVEMENT felt for each practitioner from Dr. Trager was indeed a great honour, and to hear his words, a great further inspiration. The whole trip was an illustration of uncomplication. On a truly personal experience, boundaries and horizons were explored and widened on many levels and delightfully the thermostat of my internal heater has reduced. A big thank you to all who helped me and to all that I met and shared my time with. I already knew that I would travel with Trager movement for the rest of my life- but now I have a chance of a lifetime experience to travel with me.

Love and blessings.

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## What is Recall?

Jeffrey Joel

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*Jeffrey, a Tutor from Kelly, Wyoming, was our previous newsletter editor.*

Throughout my years of training in Trager work various Instructors have impressed upon me the importance of suggesting to the client that he/she can recall the session at any time. As a Tutor I have therefore been somewhat disappointed that a very large percentage of Students and Practitioners do not appear to understand what is involved in the recall process. It seems so crucial a matter of practice that I decided to write this article and open the topic to further discussion. I should emphasize that everything below is anecdotal and based on my own experience and understanding.

Page 15

First we need to talk about what happens in a *Trager* session. The rhythmic rocking, jiggling, stroking, compressions, movement of weight, etc., all serve to induce a trance state in the client. I, personally, as a Practitioner hope and intend that the trance state will be a so-called "alert" trance, so that the effects of the relaxation and the physically given suggestions for deeper ease of movement can penetrate more deeply and be perceived in their immediacy for a longer time after the session ends. We Practitioners as a whole need to be conscious that this is what we are doing and that the deepest learning can take place in states of profound relaxation--this is the general purpose behind the technique known as "Superlearning".

When we start with the neck, we are signaling to the client's vagus nerve that, "Yes, it is OK to relax. You are safe here." Therefore during sessions we need to be careful not to give input that could be perceived as "negative" by the subconscious mind, and this, in turn, stresses the need for making a careful pre-session interview, even if you have seen the client a number of times previously. Clients change, even as we do.

*Trager* work takes place on the border between the conscious and subconscious minds. Practitioners remember the process of themselves' being worked on ("How did it feel?") and transmit that feeling to their clients. *Mentastics* are our guides during sessions to help us remember. How often have you been told in a training or tutorial to "step away from the table and do some *Mentastics*"? This is how we ourselves can do our own recall during a session that we are giving. As we remember the sessions we are giving, we give ourselves another session, which is why we (or at least I) finish a session feeling as if we had received a session. (It is also the reason for continuing education requirements to receive a certain number of sessions a year. No matter how well we remember, we still will forget something!) During sessions we transmit this feeling to our clients in the shared space of "hook-up".

Because *Trager* work is a shared experience, we need to experience "recall" and, more importantly, to be aware (and believe!) that we are experiencing it in order to transmit the feeling to our clients. This sounds simplistic but is really quite crucial, because *Trager* is not mechanical at all, but rather depends on a moment-to-moment feedback loop that is established in "hook-up" between the client and the Practitioner.

This sense of feedback, this search for feedback from the client's tissues lies at the heart of The *Trager* Approach. Milton has emphasized it time after time. We look for a response from the client's unconscious in the form of some change in the tissue. What goes into this? On our side, as Practitioners, we bring our intention to assist our clients, our sensibility of touch, our experience, and ... our recall of previous sessions. Our clients bring themselves, their bodies, their intention to create change in their lives, and ... their recall of previous sessions. This has the side benefit that the *Trager* experience is cumulative. The more often you receive a session (even through recall!), the deeper your experience.

## A Way to Heal from Abuse

Marianna Fay Hartsong, Ph.D.

*Marianna is a Tutor and workshop leader from Camp Verde, Arizona. Please see her other article for this newsletter in the "In the Field" section.*

Abuse, whether it is physical, sexual or emotional (often some combination of all three) leaves an indelible imprint on the cellular fabric of ones being. Especially when abuse is experienced in early childhood, it becomes part of the unconscious repertoire by which the person evaluates, experiences and reacts to his or her environment. As adults, people who have grown up in abusive situations, often have hair-triggered responses to anything that in anyway resembles the original abusive behavior. These reactions usually feel to the person like they are completely out of their control. Needless to say, these reactions impact deeply who we are in relationship, especially how we are in our intimate relationships. With these hair-triggered responses seemingly lurking around every corner, partnering and parenting (let alone sexual intimacy) becomes more like trying to walk through a mine field than creating a place of safety and comfort. Abuse exists among all peoples and all walks of life.

There are ways to heal the profound scaring left by growing up in or living in an abusive household. Counseling and education can help, as can learning communications skills. But it is even more helpful to go direct to the underlying cellular structure and 'talk' to it. *Trager* Psychophysical Integration and *Mentastics* is the body approach that I would most recommend for working with survivors of abuse. This works very well in conjunction with homeopathy.

*Trager* is a soothing and healing conversation that takes place between the Practitioner's hands and the clients body. With every move, the Practitioner is simply asking the unspoken questions: "What can be lighter, easier, freer?", "What can feel safer, more connected, more whole?" With each move the client's body responds: "Yes, that feels good, that feels safe." Pretty soon that translates into: "Wow, I feel good, I feel safe, I feel alive, I feel whole!" The exclamation point is because this may be that person's first experience of feeling of safe while being touched by another person.

*Trager* is a most effective way to begin the necessary process of cellular re-education that heals the splits in the personality caused by abuse. It is gentle. It honors the essential integrity and uniqueness of each individual person. It is private. It is wholing and it feels nourishing and safe for folks with deep shattering and a high level of vulnerability. The work can be done with the client remaining fully clothed, and is always respectful of the person's boundaries. In fact, it can help a client to learn to create and claim his or her boundaries. Through a series of very gentle rocking motions, the client's body-mind is reminded of what it feels like to feel safe, held,



respected, honored. This process literally, cell-by-cell re-educates the nervous system into healthy and functional reactions to the world around it.

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## In the Field

### Summers at the Bar-Nothing Ranch

Jill Stevens

*Jill, a Practitioner from Priest River, Idaho, presides, with her husband Patrick, over a center of much Trager activity known as the Bar-Nothing Ranch which is also the location for the "Home for the Easily Amused."*

Last summer was a busy time at the Ol'Bar-Nothing Ranch, Home for the Easily Amused. With the help of Roger Tolle and Michael Creer who spent the whole summer with us, we put together a beautiful new Camp Kitchen, planted trees, flowers and veggies, started a rock wall in the garden, installed an Italian pizza oven, blazed trails and, among other things, hosted 12 mostly *Trager* events! Starting with a Practitioner I with Gary Brownlee on the July 4th weekend, and ending with an Advanced Tutor Seminar with Gail Stewart and Julie Greene, in late August. We hosted more than 75 people here at the Ranch. The highlight of the "Second Annual Heal Thyself Weekend" was a Dress Up Tea Party in Michael's Garden, hosted by Michael and Maryanne Zimmerman. Many thanks to all who visited. We hope y'all come back real soon!

Meanwhile we are looking ahead to the a new year, and beginning to get excited about possibilities for Summer '96. We have decided to make the Ranch available again for *Trager* events in August only. Scaling back from last year and opening up more time in June and July for retreats and more informal activities. The *Trager* Institute will be sponsoring workshops, and we are here to coordinate the facilities and work with workshop leaders who wish to come here. We can accommodate 30-40 people comfortably in our campground. Our workshop space accommodates up to 16 people. We are most comfortable with classes of about 12 people. Visitors have the full use of the Ranch facilities, including the hot tub, pond, river, and miles of trails.

OK, are you ready? Get out your calendars!!! As of now there are three and possibly four *Trager* events scheduled for August.

The *Trager* Newsletter

1. "Nature, Art and The Body", a workshop led by Janet Long, a *Trager* Practitioner and art therapist from Oakland, California. August 3, 4 and 5. Contact Janet for information.
2. "Mentastics with Clients" taught by Carol Campbell. August 19, 20, 21 and 22. See your schedule for information. This class will be 6 hours a day in order to allow students plenty of free time.
3. "Heal Thyself Weekend". Opening Circle the morning of August 24, Closing Circle the evening of August 25. This is open to *Trager* members and their families and is a time for rest and renewal. Contact Jill Stephens for information.
4. Intermediate Training with Sheila Merle Johnson, Aug. 10-14. Contact The *Trager* Institute.

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### From Hartsong Haven

Marianna Hartsong

*Marianna is a Tutor and workshop leader from Camp Verde, Arizona.*

I feel very blessed here in the Verde Valley. Two days a week I am working at a Family Medical Center, where the D.O. sends me all his most difficult patients. Most of these are Medicare folks, many of whom in their late 60's and 70's have never before experienced kind and gentle therapeutic touch. They LOVE *Trager*, and I watch them week by week become younger and younger, both in looks and how they move in their bodies. One client is astounded and tells me that even her husband (who has a habit of picking on her) is becoming nicer -- even though it is she, not he, who is my client! [Remember, like measles. . .] I hope that more and more *Trager* Practitioners will find their ways into medical settings where our work, under the care of a primary physician, can be billed to Medicare. It is such a valuable and unique service that we can offer to this population -- without their having to pay out of pocket.

I have been asked to join the teaching staff of a new massage school here: The Arizona School for Integrative Studies. It is a 650 hour massage program run by a bunch of truly dynamite folks who come from the Gainesville Massage School. They have over-filled their first class! As part of their regular curriculum I am teaching a weekly Feldenkrais for Massage People Class, modeled on the *Trager* Elective of the same name. They have also asked me to do a *Trager* Intro. as part of their main curriculum. I feel really excited and honored; and what lucky students. If you know anyone who wants a phenomenally well-rounded massage program, here it is!

As for Hartsong Haven, it seems to be being used by individuals or couples, rather than the larger groups I had ini-

tially envisaged. Folks come for weekends, weeks, or two week stretches to create their own time of healing and rejuvenation. It is truly a great gift and blessing to have *Trager* folk from all over come and spend time here. I'm hoping this will be for *Trager* a year of increasing growth and integration into and recognition by the established medical profession.

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## From Down Under

*Subhadro is a Practitioner from Hamilton Hill, Australia.*

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Subhadro Luhn

Hi! Now that I have recovered from deep exhaustion I am very pleased to tell you that we had a beautiful time at the Conscious Living EXPO last weekend. Almost all the *Trager* Students of Perth came to support us at one time or another. We offered mini sessions of 15 minutes and were booked all day long, and people really enjoyed it. In fact they sent their friends and they sent their friends. We had videos playing at all times, talked to lots and lots of people, did *Mentastics*, and I even did a public talk on stage on *Trager* for 15 minutes and gave the audience a taste of *Mentastics*. It was all very beautiful! After 4 days of it I was thoroughly exhausted!

It's so beautiful to watch the work spread, to see more and more people getting turned on to this gentle and yet so powerful approach. And I keep learning more about it with every step I take. My love for *Mentastics* has grown so much that sometimes it seems to me the psychophysical integration is just there to support the depth with which we can experience *Mentastics*, the real thing!

Lots more is happening. I have been doing free *Trager* demonstrations in community centres, with a very good response. I run a 6 week *Mentastics* course with 15 participants, that's a total delight every single time. And a journalist friend of mine has prepared a Media Release, featuring me with an athlete client of mine who reckons that the *Trager* sessions she received during her training period played an essential part in her establishing 3 world records in 3 events. The news has only been released this week, and I have already been invited to a radio interview with a local station.

# Institute News

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## President's Column

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John Blaisdell

*John, a resident of Oakland, California, is the newly elected President of The Trager Institute's Board of Directors.*

It would be quite traditional to start the first column with a greeting to all of you. But almost all of you have been around The *Trager* Movement much longer than I have (two years). So why don't you welcome me in some as yet undetermined manner--such as dropping me a note advising me as to what I really need to know in order to occupy the chair (folding) of the president of The *Trager* Institute. I probably won't reply since I'm a terrible letter writer. But I am more than willing to learn. Consider your response as being a charitable act and feel good about it.

I make no campaign promises; the campaign is over. I make no state of the union message since I am still discovering things.

What would I like to achieve? Only everything that is waiting to be achieved. Indeed. What I will first set out to do is to (try to) get our house in order. That should keep me, the Board, the Committees, and the Staff occupied for a while. That's as far as I care to go at this point. Tune in later for further bulletins, and thank you.

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## Instructors Committee Report

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Louise de Montigny

*Louise is a Provisional Solo Beginning Instructor Trainee from Montreal, Quebec.*

The Instructors Committee's (IC) primary mandate, as defined by Milton *Trager* and the Board of Directors, is to define and develop the *Trager* approach as it relates to standards of practice, to teaching and relevant personnel by closely collaborating, of course, with the other existing committees.

Following the Instructors' annual meeting last February, members of the IC continued their intra-committee work by mail, fax and three teleconferences during 1995. Decisions reached by consensus and copies of discussion minutes are forwarded to the committees concerned or to the Board of Directors for approval. Such is the IC's operational structure. Coordina-

tion of this communication network has been wonderfully handled by the two '95 IC co-chairs, Amrita Daigle (Quebec, Canada) and Gwen Crowell (Washington, USA).

Our opinions have been sought on many subjects such as reinstating Reflex/Response classes, the next Instructor trainee selection process, revenue sharing between intervening parties (Instructors, *Trager* Institute and sponsors) and a document compiled by European Tutors at their October '95 meeting.

Much of the work of the IC is done through our representatives on the numerous committees and task forces of the Institute. The outstanding subjects for next year will undoubtedly be the introduction of the new certification program and the consolidation of the sponsoring network.

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## Instructor Expansion

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Gwen Crowell and Amrita Daigle

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*Amrita and Gwen are the current co-chairpersons of the Instructors Committee.*

Siegrit Salkowitz (Germany) has just been appointed as a Solo Instructor. She is now approved to teach Beginning Trainings on her own. Congratulations and good luck!

Louise de Montigny (Quebec, Canada) and Jan Fogel (Sweden) are currently Provisional Solo Beginning Instructors. This means that they are authorized to teach Beginning Trainings on their own, while continuing to process their experiences with their Supervisors.

Roger Tolle (New York, USA), Jean Hopkins (New Mexico, USA) and Regina Kujawski (Florida, USA) are continuing their training as Instructor Trainees. They are teaching the Beginning Training under the supervision of another Instructor in the classroom.

All six of them are involved in Institute Committee work as Instructors Committee representatives. Roger is currently serving on the Board of Directors. He is intending to continue to represent the IC for the 1996 year. Jean and Siegrit are much involved in the Sponsors Committee. Jan is taking care of our international relations and acting as our Tutors/Instructors Liaison. Louise is giving you reports of our Instructors Committee activities through our newsletter. [see above] She is also about to begin to work on the Personnel Committee. Karen Hortig (Hawaii, USA) has relinquished her Instructor status for the present in order to work full time as a nurse. We will miss her gentle, loving contributions to teaching and committee work. Good luck, Karen. We wish you well!

Gwen Crowell (Washington, USA), Instructor, will be taking a sabbatical from teaching and committee work this year. She will be teaching only one class, in Switzerland, and will continue her private practice in Seattle, Washington.

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## Preliminary Research Results

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Cynthia Glidden-Tracey, Ph.D.

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*Cynthia, a Practitioner from Carbondale, Illinois, is an assistant professor of psychology at Southern Illinois University.*

This brief report presents initial findings of a study described in Volume XIV, Number 2 (Summer 1995) of the *Trager* Newsletter. The purpose of the study is to develop questionnaires that assess individual differences in perceptions of the location, intensity, and quality of physical discomfort, with the aim of utilizing these questionnaires to help document changes clients experience in response to *Trager* sessions. The questionnaire responses summarized below are derived from the Body Diagram, a depiction of the human body subdivided into 68 discrete regions. The client responds to the Body Diagram by indicating the degree of sensation she or he is currently experiencing in each corresponding region of her or his own body on a scale ranging from -3 = very negative sensation, to 0 = no noticeable sensation, to +3 = very positive sensation.

As described in the Summer 1995 article, two different groups of participants each completed the Body Diagram on two separate occasions.

1) To assess the Body Diagram's sensitivity to detect change in response to treatment, 30 participants completed the measure before and 24 hours after a bodywork sessions. Comparing these participants' pretreatment and posttreatment responses (averaged over all 68 body regions) indicated a significant improvement in perceived comfort following treatment, as anticipated by the study hypotheses.

2) Stability of the Body Diagram averaged scores was estimated from the repeated measures collected on two consecutive days from 43 participants who received no treatment. As predicted, the Body Diagram scores of this group did not differ significantly from Time 1 to Time 2.

In addition to the Body Diagram, participants also completed the Multiphasic Pain Inventory (MPI; Kern, Turk, & Rudy, 1985), a global measure of pain intensity. Consistent with expectations, the Body Diagram scores of the combined samples significantly predicted scores on the Pain Severity subscale of the MPI.



These preliminary results support the conclusion that the Body Diagram is a sensitive, stable, and valid measure of physical sensation. A report of these findings has been submitted to the convention program committee of the American Psychological Association, Division 38 (Health Psychology). Additional analyses are planned to investigate the Body Diagram subscales, which assess respondents' sensations in particular regions of the body in addition to overall level of discomfort.

Questions about the study or requests for a full report of findings may be directed to Cynthia Glidden-Tracey, Department of Psychology, Southern Illinois University, Carbondale, IL 62901-6502. Phone: 618-453-3541. E-mail: cglidden@siu.edu

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## Dancing Cloud?

Monica Simpson

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*Monica, a Practitioner from South San Francisco, California, is a member of the Board of Directors, and a participant in the Ethics Committee and Board Marketing Group. She took on the task of compiling and reviewing the 462 responses to the 1995 Practitioner Survey. Thank you, Monica!*

Four hundred and sixty-two voices sang their truth in responding to the 1995 Trager Practitioner survey. When joined, your words sounded like a symphony full of passion, concern and love for the symbol that represents the approach we call Trager. What follows is not a commentary, not an editorial, but simply a medley of the thoughts of those who answered the "question"...

***Does the logo convey what Trager is about, or should it be changed?***

A majority long for the continued life of the Dancing Cloud just as it is. They sing of how it came to be. The man who made it: The man who was its inspiration. They sway with its movement and float on the lightness of its beauty. To them, the curiosity that it evokes, the conversation that arises when it is seen, and the spirit of tradition that it upholds are vital. Please do not change it. We love it so.

A second voice is heard singing "We love the design...but". But we are not oriental, japanese, a martial art, or an Eastern philosophy..."We are a body of Psychophysical Integration Practitioners". We are conveyors of lightness and liberty in movement. We have history. We are worthy of being clearly understood and represented. "So speak not in metaphors". Add clarity to our lovely Dancing Cloud. Add our name. Create a second, complimentary logo. Please do something to our symbol so that when it is seen it will clearly convey who we are.

"Change it...change it...change it" beats a drumming of voices from the back. The Dancing Cloud compromises our mission by being mistaken for "oriental". Its shape does not lend itself to business applications. We have had to hide it so that our work will be accepted by hospitals, insurance companies and on government initiatives. What are we to do with a Dancing Cloud that means everything to an "insider" but nothing to the rest of the world? It is time to promote our approach to the masses and we have been hindered by the confusing logo for far too long. Change it!

Your thoughts, a masterpiece of expression, comes to a close. The Institute and the Board Marketing Group (BMG) having heard your voices now sit in the echoing chamber of decision making.

It is the purpose of the Institute and the BMG to create and promote awareness of The Trager Approach worldwide. With your spirited words and continued support we will make this happen. Thank you.

Please see my next report in the Summer newsletter presenting your views on continuing education as expressed through this 1995 survey.



## A Great Big Thank You...

...to Instructor Gary Brownlee of Manhattan Beach, California, for his donation of a valuable laptop computer to The Trager Institute. Gary's contribution will improve the administration's ability to take minutes and notes of meetings, make our data backup much more efficient, and will allow for off site document composition.

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## And Thank You Donors!

Thanks to the following members for their generous contributions to The Trager Institute. Your donations support our ongoing growth and development. If we inadvertently omitted your name, please let us know.

Jan Stevens  
Linda Stratton  
Barbara Erbland  
Cathie K. Wegrzyn  
James W. Sides  
Linda Parker  
Mary Patricia Frisbee  
Gary Brownlee  
Mary Openlander  
Sabine Kuhner  
Sharon Johnson  
Michael Stulbarg  
Dee Gee Bateman  
Maryann Zimmermann  
Maureen Coughlin  
Kim Burg  
Susan Vinton Rubin  
Ginger Carney  
Nina Allen  
Tony Giordano

Megan Eoyang  
Jane Begley  
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Carol Curtis  
Rosemary L. Stores  
Elizabeth Buss  
Dhyani Berger  
John Phillips Jones  
Jill Winter Rose  
Maxine Guenther

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## Wish List

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Megan Eoyang

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*Megan, a practitioner and former Board member with a special interest in marketing, is a regular contributor to the newsletter.*

Like any other nonprofit organization with high-flown ideals and limited financial resources, The Trager Institute wants to provide the best services possible to its members and to the world we serve. This "Wish List" is a corner in the newsletter where we can put out the word for angels within or known to

The Trager Newsletter

our community for specific forms of help. In addition to donations of equipment, please know that we gratefully accept cash donations for general operating costs, or towards specific projects such as marketing, the new certification program, or translations. Just tell us how you would like us to use any money you send. Of course, our nonprofit status makes your cash or in-kind donations potentially deductible for US tax-paying citizens. Please consult your tax advisor for more details.

Currently the administrative office is in need of upgrades for their computers, monitors, and printers. Please call Don at: 415-388-2688 for more information. Thanks, again, to Gary Brownlee, for his donation of a laptop computer.

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## Help Break the Record!

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Linda Nelson

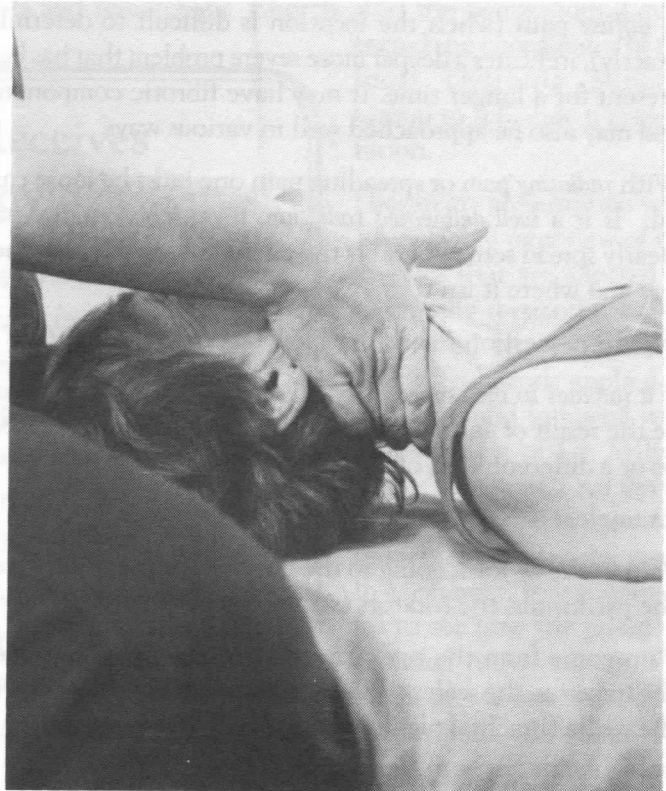
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*Linda is a Practitioner from Vacaville, California.*

Greetings! Seven years old, Craig Sherold, mortally ill with an end-stage cancer, wants to appear in the Guinness book of records as the owner of the largest collection of business cards. You can help Craig reach that goal! Please, send you business card to the following address: Craig Sherold, 36, Sheldy Road, London SM 1LD, United Kingdom. Thank you!

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*Photo by Ellen Lewis*

# Keep Your Heart Open And Cover Your Arse:

## How to ask about Musculo-Skeletal Pain, and when it is not safe to work with it.

Georgette Maria Delvaux-Salveson, D.C.

*Georgette has the unique distinction of being both a certified Rolfer® and a licensed chiropractor. She has written a column on cautions and contraindications which has been published in Rolf Lines, and which she has generously offered to be published in these pages for you, our Students and Practitioners. Our thanks to Georgette and The Rolf Institute for their permission to reprint this article.*

**Introductory Remarks:** the italicized words below are used in the traditional medical language and should be used or at least known when we inquire about pain. They are very descriptive even if they are often based on Latin, and not used in daily speech. They nonetheless are very clear and every well trained person in any medical or related field, as well as Trager practitioners, will understand you. I'm sure that words like "bad, horrible, incredible, bothersome, and nagging," do tell us about what pain can do, but not much about the pain.

### Location

A *local*, well determined pain that can be pointed to and that is superficial indicates a minor acute or chronic problem. One can approach this type with no problem, in many disciplines.

A *diffuse* pain (when the location is difficult to determine exactly), indicates a deeper more severe problem that has been present for a longer time. It may have fibrotic components, and may also be approached well in various ways.

With *radiating pain* or spreading pain one must be more careful. Is it a *well delineated radiation*, meaning does the pain clearly spread somewhere? Is the client able to tell you where it is and where it isn't?

If yes the question to ask is: "How far does it radiate?"

If it *radiates to the immediately adjacent muscles or joints* it can be the result of an impact or motion injury swelling or fibrosis or a different kind of local nerve compression.

### Examples:

Pain in the SI Joint going to the buttocks or the thigh, check the piriformis, the rotators (sciatic nerve).

Pain going from the neck or shoulders to the elbow, check the trapezius, the scalenes, the pectoralis minor, the subclavius, the axilla (brachial plexus).

Pain going from the neck up to the skull and maybe even to the eye socket, check the atlanto-occipital junction, the neck muscles, the position of the Atlas, Axis and Occiput (greater occipital nerve).

If the pain does not improve at all, it is wise to refer the sufferer to a medical specialist.

If the pain radiates down the entire extremity, arm or leg, the problem is more complicated. It may still only involve the type of structure just mentioned, but it may also indicate a nerve compression due to problems more severe than just mild peripheral compression from swelling or fibrosis. "Caution is the mother of the china box" say the Germans. The sufferer may need medical care.

If the pain radiates bilaterally or if there are bilateral "shock" sensations, there is central nervous system damage in the brain or somewhere along the spinal cord. The sufferer needs immediate medical care.

If there is *diffusely radiating pain* the possibilities are manifold. The sufferer in this case can only vaguely tell you what he or she is feeling. It is in any case impossible to exactly figure out what is going on. It can be a deep bone or joint pathology. It can be referred pain from an organ (heart pain can refer to the neck, shoulder, arm; gallbladder pain can refer to the scapula; kidney pain can wander down to the groin). No hesitation here! The sufferer needs immediate medical attention.

### Quality

Quality refers to the kind of pain. If we have a clear, *sharp* pain, it can be an acute injury and it may be accompanied by signs of inflammation. Minor, acute inflammation should be left alone; it should be treated by someone competent if it is severe. It can be the result of a minor impact and be aggravated by an *antalgic posture* (anti-algia, a posture that attempts to relieve the area in pain) held in place by muscle spasms. We then can try gentle movement, provided the underlying damage is minor. This requires knowledge and caution.

If it is a *lancinating or shooting* pain, it is a sharp radiating pain, and mostly is due to a nerve root lesion, and best referred for treatment as soon as possible.

If it is a *tingling* pain (some people call it electric pain), that is *monolateral*, we most probably have a peripheral nerve lesion which is also a radiating pain and described above under Location.

If the *tingling pain is bilateral*, it cannot be a peripheral nerve irritation, because the nerves in question are still together in one location, and the nerve irritation can only be either in or around both intervertebral foramina or inside the spinal canal. This could also be a neuropathy due to severe Alcoholism. Whatever it is, it needs to be referred to a Neurologist... of course there are rare exceptions: a problem that usually



only occurs monolaterally can occur bilaterally. I guess people are entitled to have any amount of problems. Sometimes, when the Doctors do not find a reason for this they call it a hysterical symptom.

If the pain is described as *dull and aching*, it will be deep muscular or bony pain, this is to be handled with caution. It should be watched carefully. There are other structures in the musculoskeletal system that we do not normally think of, for example a deep, dull, aching pain in the back of the calf could be an old fibrosed Achilles tendon sprain that gets irritated by weekend warrior exercise, but if it worsens it could be a phlebitis, requiring medical treatment.

A *throbbing* pain should be a red flag, whether it is due to an injury or not, it indicates arterial damage of some kind and cannot be treated lightly. Depending on how strong that throbbing is, you may even consider calling an ambulance. Severe throbbing headache can be a migraine, or other conditions.

A *crushing pain in the chest* is a similar situation, this could be a heart attack and is an emergency! Get help! You may look ridiculous if you overreact, it's better than risking somebody's life. Get medical help!

## Onset

Onset refers to how the pain started. A *sudden* onset is usually a bad sign. It can be accompanied by fever, malaise, sweating, joint pain indicating an infection. Refer ASAP for medical care.

It can be due to injury, of course. If the pain worsens within 30 minutes of impact there can be injury of ligaments, accompanied by inflammation and restricted passive range of motion (meaning you move the part, not the client). You need to refer, somebody needs to determine if ligaments are destroyed. There probably needs to be a period of rest and/or medication. If the pain worsens the day after the injury there may be muscular tears. If the client does not want to move the injured part at all, there may be a fracture.

In any of these cases send the client to the hospital but tell them to come back when the pain is small and start *Trager* work at that time, for self-care.

*Insidious onset* means slow onset in this context. Insidious also means: "devised so as to entrap, sly, treacherous", it may not look anything much but watch out! The people who invented this terminology were M.D.s who most of the time deal with really bad pathologies when there is an insidious onset. Often people finally go to the Doctor with these problems when it is too late.

Insidiously onsetting musculo-skeletal pain can be anything, from our daily postural restrictions that get bad and hurt over time, to degenerative diseases to cancers. The best approach is a good medical history and family history of degenerative musculo-skeletal disease.

Go back to what you read above. Where is the pain? Does it radiate etc....Keep your attention on the client. How is their general vitality? Do they get better with movement? If not refer them for medical treatment.

## Timing

When in time does the pain occur?

*Occasional* pain happens now and then, when they walk down hill, when they reach for the top shelf, when they get up in the morning, at the end of their day, etc. These all refer to specific problems, ask the questions you have learned to ask, where, how etc.

*Intermittent* pain is definitely more regular and probably a worse problem.

*Unrelenting* (meaning constant) pain is most probably a severe pathology, ask all the questions and be ready to refer them for medical treatment.

## Aggravation and Palliation

It is also customary to ask about *aggravation and palliation* of pain. What makes it worse? What makes it better? We can probably see what to do if certain positions or activities make a pain worse or better.

If people rely on medication we need to be more careful. We could have the guts to ask them not to medicate themselves the day they come, so we can understand their problem better. We could ask them to cut down the medication to see if they need less as the work progresses, provided they take only light, over-the-counter aspirin type things. The more I think about this the more complex the situation becomes. What if they take Cortisone? Find out what they take, the name of the medicine, the lab, why prescribed, how long they have been on it. Refer if you are not comfortable. The client may feel good enough in a while to ask for a reexamination by the physician (which you could also suggest). If the physician declares them cured, he will take the credit, of course. Let him have it! You as a *Trager* practitioner, in the eyes of the very conventional Doctors, practice something they call: Coincidental Spontaneous Remission! We exclude all the Doctors who do not do that, of course.

## Intensity

When asking about the *intensity* of a pain you could ask things like: "On a scale of one to ten, ten being the worst pain you could imagine, how would you rate your pain?" It does not matter how you ask about the intensity of pain, as long as you ask the same question to monitor the lessening or worsening of pain. The intensity of pain and suffering is highly subjective and, as far as I know, cannot be reliably measured.

A few words to end this long diatribe: I am sure that you have experienced some impatience with my writing style, all these maybes, perhapses, sometimes, oftens and if s. Even though

the art of inquiring about pain, the art of distinguishing between how upset people are about their pain from how their pain manifests is important, pain is a symptom. This means, according to Webster: anything that has befallen one, a perceptible change. It is not a sign, something that can be measured, such that anyone measuring it the same way would find the same result... As *Trager* practitioners, even though we need to understand pain, we do not *treat* pain. Understanding pain will make you a safe *Trager* Practitioner, which is a big part of keeping your heart open and C.Y.A.

Thank you, *Jeffrey Joel*, for the great job you did of *volunteer* editing our last several newsletters!

.....  
*Read very slowly. One line at a time.  
Respect the full stops.*

*There is no hurry.  
There is no race.  
I allow myself to move.  
At a gentler pace.*

*Of haste and hurry.  
There is no need.  
All will be well.  
If I pause and breathe.*

*This IS A LIVING MOMENT.  
Can you make it soft and pleasurable?*

by Susan Healy

Thanks to Audrey Cheeseman of Kanata, Ontario, Canada, for submitting the above poem by her client.

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