

THE TRAGER[®] NEWSLETTER AND SCHEDULE

Summer 1996

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Dear Dr. Trager,

I'm working currently as a fellowphysician in Rheumatology at the internationally highly recognized Zurzach Orthopedic and Neurological rehabilitation Clinic in Switzerland, where I had the opportunity to experience your physiotherapy method, which we call "Trager-Körperarbeit". It has been a unique experience for me because I felt that you were trying successfully to combine the rehabilitation of body and soul at the same time. Your technique reminds me of a purifying bath in warm ocean water, where the never ending waves put you in the same state of mind as your physiotherapy method.

I truly hope that your physiotherapy method will spread all over the world and help thousands of patients as it is helping now in Zurzach. Thank you for your most valuable contribution to the medical science.

Sincerely yours,

Predrag Spasojevic, M.D.

Thanks to Dr. Spasojevic for the above letter sent to Milton Trager, and for his permission to reprint it.

Further Into the Mainstream

Michael Madrone, a Tutor from Vancouver, British Columbia, has been hired by the University of British Columbia (UBC) to teach *Mentastics* to students. UBC is the largest—35,000 students—and most prestigious university in British Columbia. Michael will receive full compensation for his teaching, and there will be no charge to students. These *Mentastics* classes are part of the university's wellness program. Michael's initial contract is for three semesters—one school year. UBC will advertise—via posters and email messages (All students receive an email account as part of their enrollment.)—these classes as part of their kick-off campaign for "A Summer of Wellness for the Mind & Body."

We're in the Market

Megan Eoyang

Megan is a practitioner from Santa Rosa, California. She is the chairperson of the Board Marketing Group and a regular contributor to these pages.

Just want to take a minute to toot our own horn! The Trager Institute's administrative office has a long-standing commitment to assisting practitioners spread the word about Trager work by supplying articles, class schedules, and other materials for promotional events free of charge. Over the past few years, these costs have been significant, as more practitioners call on the Institute's administration for this kind of help. For instance, there is a new grassroots marketing organization, the Practitioner Task Force for Public Education [please see their report elsewhere in this newsletter as well as our previous newsletter], spearheaded by New Jersey Tutor James Day, which has represented Trager work at 5 psychological and medical professional association meeting in the past year alone. For these events the Institute's administrative office has provided free of charge over 1,000 brochures, 1,000 comprehensive introductory articles by Deane Juhan, and has lent out 5 articles binders and 4 videos. These association meetings represented about 40% of the events for which the administrative office sent marketing support materials last year.

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Sometimes it's a stretch for the Institute's budget, but our commitment to practitioner marketing support stands strong. For information about this service, you may contact Esther Cherk at the Institute's administrative office in Mill Valley.

Now to the subject of this issue's marketing column. In 1993, I, along with other practitioners, tutors, instructors, and a few non-Trager health professionals, attended a brainstorming and feedback meeting with the Hawaiian marketing and management consulting firm, Garvey + Gramann. The Board Marketing Group has extensively used Garvey + Gramann's resulting 42-page report to shape and guide marketing activities in the years since, leading to such tools as the new brochure, the new press kits (see announcement in this Newsletter), and the articles index service at the Institute office. Working with "key influencers" was one recommendation about which I'll write more in another issue. Another recommendation was that it is important to have a consistently used, easily recognized logo and tag-line.

In our last (Spring, 1996) Newsletter, practitioner Monica Simpson summarized responses to the practitioner survey question, "Does the logo convey what Trager is about, or should

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.

it be changed?" She roughly estimates 50% of the respondents favored keeping the logo as is, 25% preferred to make the logo more informational, and 25% wanted to scrap the dancing cloud logo and begin with something new (and non-Asian looking). The Board Marketing Group is working on developing a logo that incorporates the Dancing Cloud ideogram along with the words "The Trager® Approach". In addition, we are

considering using the tag-line, "Teaching through movement what's possible." The new logo and the tag line would appear in all advertising and future printed material produced by the Institute. These can be changed, but we seek to create a pattern that is recognizable to the eye and mind, even in passing through repetition. It would probably be unwise to completely eliminate a logo which has been connected, however loosely in concept, to Trager work for 20 years, and which the majority of practitioners prefer to keep it.

The logo has personally served me very well. Often people ask me what it means so I get to tell the story about how Milton told Al Huang, the t'ai chi master, calligrapher, and author, that the best way to describe Trager work is to feel it first. After the session, Al delightedly reported, "My body feels like a dancing cloud!" Then Al went home and painted

Press Kits Here Now!!!

Our long-awaited Press Kits are now available for purchase from the Institute's administrative office. These kits, available to all Students and Practitioners, are priced to move--US\$5.00 plus US\$1.50 for postage and handling (or plus US\$4.00 for overseas). California residents please add 7.25 percent sales tax to the \$5.00 cost. Please call 415-388-2688 about placing quantity orders. These kits include: a press release, two relevant articles, two photographs suitable for printing, brochure, and an instructional sheet for the user--all in an attractive folder.

There are currently two different Press Kits: one focussing on stress reduction, and the other on enhancing performance. Press Kits covering other topics are currently in the works.



the Chinese calligraphy for “dancing cloud,” and brought it as a gift to Milton and The Trager Institute to be used as a logo. This is part of what Berkeley [and Fairfax] Tutor Natasha Heifetz calls the *Trager* oral tradition. People appreciate hearing stories, they are intrigued by the idea that a body can feel like a dancing cloud. But even better than this, I was standing in line at a video rental store wearing a sweatshirt with the big Dancing Cloud logo in 1994, when the woman behind me cried out, “Do you do *Trager* work?!” She explained that she had been looking and looking for a *Trager* practitioner because her husband was in a lot of pain. She had once had a wonderful *Trager* session, and wanted him to have a session, too. That woman and her husband became regular clients of mine, have purchased several gift certificates, and made many referrals to my practice.

The value of tag-lines is becoming increasingly evident in today’s marketing environment. Public TV and radio are using tag-lines for corporate sponsors rather than whole advertisements. These tag-lines are key phrases that help people associate logo’s with products. They have become so popular, that companies are now using tag-lines even on commercial TV, radio, and in print media. Many companies are even registering their tag-lines so they can have exclusive use of certain phrases, and so the public will always associate those phrases with their products or services. Some of the tag-lines are so catchy people sometimes remember the tag-lines when they cannot remember the product or service name!

The reason choosing a new logo and a tag-line is so important NOW is that the Board Marketing Group is finally advertising regularly in several trade journals: *Massage Magazine*, *Massage Therapy Journal*, and *Massage and Bodywork*. We will also be advertising intermittently in *PT Journal* in order to reach an important possible student *and* referral-source population: physical therapists. Marketing funds are also being used for advertising in the European community by the countries with *Trager* populations; for example, Israel recently used their allocated marketing funds to pay for a one-half page advertisement in a major magazine. For these and future ads, the more consistent we can keep the logo image and tag-line, the sooner people will have these images and phrases lingering in their minds. (We would like to be able to advertise in such major media as *New Age Journal* or professional journals like *Nurs-*

ing Magazine, but the cost for ads in periodicals with huge national/international distribution are currently beyond budget constraints.)

If you’d like to give input on the logo and/or tag-line, please send your ideas right away to Megan Eoyang, c/o The Trager Institute. We will seriously consider the ideas you send.

I’m wishing you well.

Uncovering Truths

Reverend Alia Zara Aurami, Ph.D.

Eleven years ago, Alia presented two sessions at the Third International Trager Conference as well as regular marketing advice for Trager Practitioners in this Newsletter. The Board Marketing Group thinks Alia’s ideas remain useful and relevant for our practitioners; and so we will republish her articles over the next five Newsletter issues. A pamphlet with all five articles is available at cost from the Institute’s administrative office by calling Esther at: 415-388-2688. Alia has just published a new edition of her book entitled Marketing Consciosness. This book is available from Alia for US\$49. plus US\$3.50 for shipping and handling within the U.S. She takes MasterCard® and VISA®. You may contact Alia at: P.O. Box 45664, Seattle, WA 98145, 206-633-5737. Our thanks to Alia for her permission to reprint these articles. (As always, YOUR marketing ideas are welcome, and if possible, we will include them in the regular “We’re In the Market” column. Send what works best for you to Megan Eoyang, c/o The Trager Institute.)

Do you know what your clients are *really* getting from you? You might be surprised! And, if you knew, would writing brochures and ads be easier for you? Would telling people what you do be easier? The most powerful information you can obtain for attracting clients are these three truths:

1) What are your future clients going around muttering to themselves about what they want or need? What discontents or desires are they consciously experiencing which will lead them eventually to call you, to inquire? In what words do they express their “felt need” for your services? What do people say about why they called you, when they finally do call for their first appointment of inquiry? (These are all essentially the same question.)

Trager and Sports, Athletics, and the Performing Arts

Our last two newsletters have featured *Trager* as practiced in health care contexts. As many of you know, I believe that skilled touch and movement can be applied with great benefits in all aspects of our world. Let’s hear from *Trager* Practitioners who have been working with amateur and professional sports players, athletes, and performing artists. How do you get clients? What kind of results do you see? What do you have to say to your *Trager* peers about working in this context? Our next newsletter deadline is **September 15th**--Editor.

2) What are the words your current clients use to describe their positive experiences, the benefits of your work, after sessions?

3) What have people told you about the qualities of your Being which they find inspiring, encouraging, or energizing? The ways in which each of us positively affects others are usually outside their normal awareness, but you can pick up clues by watching and listening carefully. These qualities of you are communicated in every moment of contact, not just during your work. These qualities uplift others, offering new possibilities of lightness, freedom, joy, and so on.

I believe you will be most effective in attracting clients if your communications to people convey all three kinds of truths *in the language of the potential clients*, not in your own professional or personal words. This isn't easy. Most of the ads, brochures, etc., which come to me for evaluation are in the service provider's language. This is the opposite of The Trager Approach. We are the best catalysts for growth and freedom when *we start from where we are now..*

...working toward increasing your ability to verbalize these truths gives you more options.

I'm going to recommend a few ways of getting these precious truths, or expanding your awareness of them. You and I know that many powerful truths get effectively communicated without words. In some cases, verbalizing actually dilutes the effect. Nonetheless, I believe that working toward increasing your ability to verbalized these truths gives you more options. It helps you when you meet people, telling them what you do. Also, helping your clients verbalize these truths increases some levels of their awareness of the effects of you and your work. The power of the work increases—and they can talk about it more easily, so you receive more word-of-mouth referrals!

One method of getting at more of these truths is by simply going inside yourself and quietly asking—verbally and non-verbally—for more awareness about what specific felt needs most of your clients have, what they get from your work, and what qualities of your Being are most helpful to them. You can find more awareness right away, or by increasing your alertness to these questions in the future.

Get into the habit of asking *one* of the following kinds of questions each time a person inquires about your service or

makes a first appointment: What are you experiencing now which leads you to consider The Trager Approach? What have you heard about my service and how it might help you? What would you like our work together to change about your body/life? Invent additional such questions. Write down all the answers you get, and keep them together in a file. Read through them now and then, looking for patterns, for answers you get most often. You might even find specific words you can feed back out to the public in talking, advertising, etc. These are the words with which your unique potential clients will resonate. You want to use words which, when seen or heard, will cause the person to say, "Oh, this is about me. This is relevant to me. I need to pay attention here!"

A third way of gathering information is to ask each client one question at some point in each session. Here is a collection of questions: (Again, write and collect answers, look for patterns, and use the words!) How do you experience my work as different from other bodywork/Trager work you have experienced? Have you received any unexpected benefits from our work together? What kinds of people would you recommend my Trager service to? What kinds of people do you think would benefit from my practice of Trager? How could my service be improved for you? What aspects of our work make you feel uncomfortable? What is the best thing about me or my Trager work, as far as you're concerned? What have you told others about me and my service? What would you tell a friend about my work? How would you describe my Trager work as different from anything else you've ever experienced? What sorts of changes are you experiencing in your life/body as a result of our work together?

Don't be surprised if the answers you get are not in the words *you've* been using. If you can express their needs and benefits in their words, you're really able to convey your usefulness and relevance in a loving, clear, powerful, non-pressuring way.

I hope this was a painless introduction to a "hard" subject often called "market research." It's really about establishing a loving dialogue with people. Go for the truth, and the truth shall set you free!

Trager Task Force

Ron Fine, CTP

Ron is a Practitioner from Media, Pennsylvania.

The *Trager* Task Force for Public Education participated in the American Holistic Medical Association's Annual Scientific Conference on May 8th through May 11th in Philadelphia, Pennsylvania.

I had the pleasure of coordinating the *Trager* presence at this critical event. The three hundred and fifty people attending, clearly demonstrated the growing interest of the medical community to explore a more holistic approach to health care. Mark Hoch, M.D., also a *Trager* practitioner and AHMA member, gave a well attended presentation entitled, "Holistic Approach and Management of Neuromusculoskeletal Problems". Included in his presentation were the applications and benefits of The *Trager* Approach. He concluded the presentation by inviting the participants to join him in *Mentastics*.

The *Trager* booth at the conference provided educational materials [supplied by the Institute's administrative office], Practitioner referrals, and fifteen and thirty minute *Trager* mini-sessions. The volunteer staff at the booth included, from Pennsylvania: Jim DiTaranto, Lucinda Lea, Bob McLaughlin, Terry Bremmer, David Haines, Panna Flower, Michael Lear, Sara West, and yours truly; from New Jersey: James Day and Michael Moody; and from New York: Tony Giordano. Dr. Hoch and his wife, Practitioner Kathy Jennings, also lent their support.

The goal of the *Trager* Task Force was once again achieved as the participants planted the seeds of *Trager* education and application into the fertile ground of the holistic medical community. The people who received the *Trager* sessions were very enthusiastic with the results. Many shared that they gained a better understanding of the benefits of this process, with some saying that the session deepened their awareness of their stress patterns and provided them with valuable tools to deal more effectively with their stress. Their verbal responses were appreciated. Yet, as every *Trager* Practitioner knows, the big smiles and looser bodies said it all.

Once again, we encourage all *Trager* Practitioners (including "Friends of *Trager*") to join the *Trager* Task Force so that we may continue to promote the work and provide positive support to our practitioners.

Toronto: Trager at a Massage Convention

David Pinto

David is a Practitioner, Tutor and Introductory Workshop Leader in Toronto.

The scene was the annual convention of the Ontario Massage Therapy Association (OMTA) convention at a downtown hotel in April. This convention was to celebrate the 60th birthday of the OMTA. I was honored by an invitation to give two *Trager* Workshops, and in fact it turned out to be a popular choice. 60% of the conference-goers showed up, and a few came to both. The approach I took in describing *Trager* was to contrast structural/treatment orientations to bodywork versus a movement education orientation. I explained that movement education in general—and *Trager* work in particular—is about sending messages through touch and movement. The magic ingredient, the philosopher's stone, is consciousness, awareness. And in *Trager* we use this to teach a specific sensation—lightness, ease—which is what facilitates releases in the musculature (or is it in the mind? We played with that one!)

Next, I offered to guide attendees through some ways to do this with a client, "but first," they'd have to have that feeling in themselves or it wouldn't get transmitted.

In teaching *Mentastics*, I had the group perform a variety of everyday movements—sweeping a floor, washing a car, folding sheets—at the beginning, and then again after an hour of *Mentastics*, so they could feel any changes in their body. What hurt less, what felt freer and softer, and what moved with less effort? They really got it! Next, we could move on to hands-on exploration.

In both *Mentastics* and in hands-on, I emphasized playing with sensations and with the principles we use (weights, elongation, etc.) instead of getting wrapped up in techniques. I reinforced the notion that the *Trager* principles could be applied to many forms of bodywork and encouraged them to explore that further.

The workshops were warmly and enthusiastically received. Several people gave me registration cheques for an Introductory workshop on the spot, and another 30 signed the mailing list for further workshops; so the presentations were successful in many ways. It was particularly gratifying to me to see an audience of this size resonating with what we're up to, and it was really fun to do. Thank you again, Milton! And thank you also to Esther and Don for your support in sending promotional materials and the Practitioners list for Ontario. They went fast!

Media Watch

Compiled by Don Schwartz

What could be more mainstream? The May, 1996 issue of *Better Homes and Gardens* contains an article entitled "Healing Hands: The Power of Touch Therapy" by Nick Gallo. *Trager* is one of only four touch practices described in this article, and our telephone number is included. There has been a very healthy response to this article.

Natural Health magazine published it's April, 1996 issue as a "Special 25th Anniversary" celebration. In this issue, on page 98, is a feature article entitled "The Medical Revolution" by Bill Thomson. This article focuses, in part, on the Arizona Center for Health and Medicine in Phoenix. This is the home of our esteemed physician and *Trager* Practitioner Mark Hoch. At the beginning of the article there is a photograph covering one entire page, and pouring onto the next one, of Mark hugging his patient at the conclusion of a *Trager* session. The expression on Mark's face is priceless! He is obviously beaming joy.

Additionally, the January/February issue of *Natural Health* magazine contains a major article entitled "Breakthroughs in Cancer Research" by Nathaniel Mead. Several natural approaches to healing and health are mentioned in this article including a mis-spelled "Traeger." Despite this error, *Natural Health* magazine has always been kind to The Trager Institute—even when they were *East/West Journal*. Their medical columnist, Andrew Weil, has a years-long record of support for the *Trager* work. You may contact Natural Health at: 17 Station Street, Box 1200, Brookline, MA 02147, U.S.A., 800-526-8440, nathealth@aol.com.

Thanks to San Diego Tutor Maryann Zimmermann, we know that *R_xEMEDY* magazine published an article in their March/April, 1996 issue entitled "Doctor's Orders: Get A Massage" by Meryl Davids. This article includes a description of six different touch practices including *Trager*. For more information, contact *R_xEMEDY* at P.O. Box 57615, Boulder, CO 80322-7615.

The number of newsletters devoted to the topic of natural health has mushroomed. Thanks to Tutor Peter de Zordo of San Rafael, California, we have been notified that the May, 1996 issue of *Dr. Robert D. Willix Jr.'s Health and Longevity* contains two different pieces on *Trager*. You may contact *Health and Longevity* at: 105 West Monument Street, Baltimore, MD 21201.

British Columbia Practitioner Joanna Lazzarotto has sent us a copy of the March, 1993 issue of *Contact* a periodical publication of the British Columbia College of Chiropractors. On page 11 of this publication is a comprehensive description of *Trager* and *Mentastics*.

Instructor Trainee Regina Kujawski of Fort Lauderdale, Florida, sent the following announcement to us from the ETTC: Regina Kujawski has joined the instructional staff of Euro-Skill Therapeutic Training Center (ETTC) for national seminars. ETTC has just gained national certification providership and is going to market seminars across the country to service those bodyworkers who are in need of continuing education to maintain their national certification. ETTC is advertising as the Healing Arts Enhancement Programs, and is currently using the AMTA national magazine, "Massage Therapy Journal" to reach their marketing target. In the next quarterly magazine, Regina will be scheduled to teach a *Trager* Introductory Seminar, and this advertisement is of no cost to The Trager Institute. Clearly, the benefits of such an alliance will be mutually acceptable. ETTC can expand their course offerings and The Trager Institute will be able to expand their reaches. [Reminder to *Trager* Students and Practitioners: The Trager Institute is also a CE provider for the National Certification Program. That is, your *Trager* courses will offer you category "A" CE Credit.]

TESTIMONIALS

Three Clients

Jill Winter Rose

Jill is a Practitioner from North Bay Village, Florida.

One: When I had just completed my beginning training, about 7 years ago, I was having a practice session with my girlfriend's father who had just been diagnosed as having MS by 2 or 3 different doctors. Needless to say, he was not happy about the state of his health. He had never had any *Trager* or a massage of any kind and it took a lot of convincing on his daughter's part to allow me to work with him.

I remember finishing his neck and shoulders and moving to his right foot. As I worked on his right foot, constantly asking myself, "What could be lighter, what could be softer, what could be freer?" he began to cry uncontrollably. I stopped what I was doing and put him in a fetal position, gave him a few tissues and let him know it was okay and safe to cry. After about 20 minutes the crying ceased, and I continued the session at his request. I only worked with him that one time. It's 7 years later and I saw him for the first time last year at his grandson's

1st birthday party. He's never had a symptom of MS since that day we were together. When we saw each other we said hello and hugged never mentioning that day, but we both knew that something miraculous took place and we're both extremely grateful for the experience.

Two: About 1½ years ago I began working with a girl who had been in a coma for 5 months—2 years prior to us getting together. She was 26 years old, beautiful and severely damaged from a car accident. She walked with her left foot perpendicular to her right foot and used a quad case, her right arm was locked in a bent position of a huge calcium deposit spanning the inner side of her elbow, and her speech was far from comprehensible. I spent about 6 months working 3-4 times per week with

Within 6 months of
Trager she was able
to walk...without a
cane.

her. The doctors and therapists she'd been seeing for 2 years (she had therapy 8 hours a day, 5 days a week, including speech and psychological) had all told her she would have to accept herself the way she was and she would not be getting any better.

Within 6 months of *Trager* she was able to walk with confidence without a cane. She was swimming, the calcium deposit on her arm was almost completely gone which enabled her to use her arm, her speech was beautiful thanks to mouth *Mentastics*, and she was driving a car which she hadn't done in almost 3 years. She moved out of state, got her own apartment and job, and became completely self sufficient. She told me, after the first session, when I taught her balance, that her doctor said that balance is the last thing you get back—yet it was the first thing I taught her and she was walking straight from that day on.

Three: I have a 75 year old stroke victim. He dragged his left foot when he walked with his cane. After the first session he was walking straight—just by giving him the suggestion to kick a balloon in front of his feet. He's also had feeling come back to his left arm, hand, and some fingers which he was told would never happen.

From Anjali Thomas

The following two testimonials were contributed by clients of Anjali Thomas, a Tutor from London, Ontario. The first is by Steve, a person who is living with HIV/AIDS. The second is by Barbara, an equestrian.

Steve: Living with HIV/AIDS has provided me with the opportunity to explore alternative healing therapies in conjunction with traditional Western medicine, and *Trager* lends its own unique energy to this process. For me *Trager* goes beyond the sense of physical, combining the mind and body into a more 'whole' relationship. This therapy is an important piece of my 'medicine pie' and works well with other tools that assist me on my journey toward healing and wellness.

Barbara: Here is the riding experience I tried to describe to you. I also understand now what you mean when you say, 'Don't think! Just feel'. No matter how much I analyze a feeling or an experience, I can never get it really pinned down—it's always more. In a *Trager* session, after doing some *Mentastics*, I felt a letting-go in my back—more noticeable around the right shoulder blade. It didn't seem too significant at the time, just one of those little things that happen from time to time. However, the next day when I went riding, I could not ignore that I was completely different. I had always been very concerned to have a following hand. That was gone! Now forward motion welled up through my seat, through my ribs to my mare's mouth. My hands and arms weren't really even there—it was just a continuous circular motion. My body had two sides—one going up and forward while the other was going down and backward, but right and left felt more joined than before. I want to say 'centered'. 'Elastic' had a whole new REAL meaning.

My mare, whom I had thought stubborn about collecting, loved it. Ears forward, she responded right away by softening her jaw and feeling the bit. I could feel it! Everything was so easy. This was exciting for me. After years of lessons and trying to be right, I suddenly understood what all those different riding instructions had been trying to describe. Dear Anjali, I hope you can hear my thanks.

On "Nothing"

Barbara Osborne

Barbara is a Practitioner from Tucson, Arizona.

My twin granddaughters Karla and Krista—who are almost five years old—come to visit Grandpa and Grandma at various times of the year. One day they asked me what my massage table was. I asked them if they would like for me to show

them. I lifted the first one onto the table. They were both curious about what I was doing. The one I was working on started to move her body in playful ways and seemed to want more. The other one kept asking when was it going to be her turn? So, the next time they arrived for a visit they each asked for a "message". I set up a time schedule for each one mainly so that the other would be out of the room and I would be able to connect in "Hook-up". As I moved Karla's small torso and limbs on the table, I asked her what it felt like. She answered me "nothing." I was surprised. When it was Krista's turn and I asked her the same questions, she answered "nothing."

This story has become one of my ways I introduce *Trager* to people who ask me "What is *Trager*?"

From Charlotte McKissick

Charlotte is a client of Susan Straus-Kroll of Wylie, Texas.

To Whom it may concern:

I began my sessions with Susan Kroll six weeks ago thinking that I was going to get a regular massage. I had never heard of *Trager*. I count that day as one of the luckiest days that I have had in the past year. I have had two cervical neck surgeries in 1995, and since the last one in September, I have been in a great deal of pain. The pain in my neck, upper shoulders and terrible muscle knots under both of my shoulder blades affected my work, my family life and my ability to exercise. In the six sessions with Susan she has effectively helped my pain in these areas, but I have also gained help in the following areas:

1. The sciatic nerve in my right hip gave me a pain when driving my low-to-the-ground sports car. When I would get out of the car it took several steps before the pain would go away. I now have no pain in this area--driving or walking.
2. As stated above my neck pain has been helped a great deal.
3. My lower back pain when laying flat is gone.
4. The muscle knots under my shoulder blades are still there, but I can make it through a work day in considerably less pain than before.
5. A benefit that I've received that is a complete surprise to me is that my muscles have toned up. I am not as flabby as before.
6. I am the personal assistant to the president of a large company and my stress level is very high. In the last three weeks I have noticed that I handle the stress much better,

and, therefore, I don't tense up and the pain is less.

7. After walking or climbing stairs I am not as winded as six weeks ago.
8. I have arthritis in my right shoulder and have been told my three doctors that I need a shoulder replacement. In the last six weeks the mobility in that shoulder is much better.
9. In general I have the feeling of being in better health, and I am not tired all the time. I have truly seen fantastic results in only six weeks and, since I have not done anything else to help myself in that span of time, I can only come to the conclusion that it was the *Trager* massages that worked these wonders. I now feel better and have made a plan for my life to be much more active on a daily basis. Thank you.

Feature Articles

At the *Trager* Table

Susan K. Holper

Susan is a Tutor from Sheep Ranch, California.

Approaching my client on the table, I notice my own body's weight. I sense this big earth drawing me to it, supporting me, tangibly reminding me that I am here, now, in a vastness of possibilities. I include my client in that awareness, and then I make physical contact—hands on body.

Setting aside any thoughts of "fixing" this person, I open my mind, simply feeling the physical weights, textures, and structures of the tissues. Gently, I move the body—rocking, stretching, swinging, compressing, shimmering—with the sole purpose of feeling its qualities and patterns. Finding the rhythms of the unconscious mind, I flow into an effortless dance with the body on the table, following. In the back of my mind there dances also a field of possibilities—ease, fluidity, spaciousness, connectedness, wholeness, liveliness, freedom, lightness—all the qualities of vibrant health that I have experienced in my clients' tissues and in my own.

As I play with the body, I come upon patterns not in harmony—tough strands of muscle fiber still trying to do some long-forgotten task, or a limpness of tissue that could be livelier. I invite a better possibility from my unconscious store, invoking softness, vitality, and beauty. I am asking, not insisting, and my own hands become softer, more responsive. I

let go of each eagerness that arises in me. I keep paying attention to what I am feeling, staying in the moment, allowing, always allowing.

Little changes are happening in the tissues, and I, myself, am responding to those changes, shifting, shifting the ways in which my hands play with the weights of this elastic body as finer and finer rhythms return to me. I witness new freedoms unfolding: a hand held less rigid, a lighter wave rippling the belly, a bigger breath lifting the chest, the head nodding heavier on its neck, a freer flop of calf. Joy.

I pause to honor the length of limb and spine, the wide expanse between two shoulder blades, the space inside a knee, the new-felt weight of hip bone, the freer ebb and flow of breath, the silkiness of skin.

I listen to the vast and vibrant silence that was always there.

Continuing Education...more sugar please.

Monica Simpson

Monica is a Practitioner and Board member from San Francisco. This is her ongoing summary report after reviewing your responses to the 1995 questionnaire.

Welcome to the bittersweet tale of Continuing Education and the *Trager* community. Bittersweet as defined by Webster's is something 'pleasant but marked by suffering' or 'the prepared chocolate containing little sugar'. By either definition, what was revealed as pleasant by the 1995 Survey will not be a surprise and by just a shift of imagination the suffering of a fellow Practitioner will be something you can taste.

It was the asking of 'How do you feel about Trainings...Required sessions...Tutorials...and the Renewal process?' that stirred the *Trager* melting pot, and brought to the surface the diversity of a community 18 years old, that wraps around the world and that includes the geographically isolated and the saturated communities like the San Francisco Bay Area. This is very important to keep in mind because what follows will not necessarily reflect your personal reality and therefore your 'feelings' about Continuing Ed. So, with that said...how do you feel about...

TRAININGS? I love to learn...made work better...nourishing...too expensive...happy once I get there...wish more in my area...too costly with exchange rate and federation fee...wish I could afford to do more...improved, but some are too PsychoTherapish...need more time on trauma and abuse issues...wonderful variety!...some are a waste of time...some are good...*Mentastics* not on par...need close monitor on quality...small class size best...valuable for self

growth...love them...wonderful, but travel is so expensive...insightful, but time consuming...good requirement...once per year...once every two...once every three...less often after five...should be voluntary...need to be more true to Milton...new instructors!...deepens feelings of Hook-up and community!

SESSIONS? Who can live without it ...learn most by receiving ...requirement is minimal ...thankful for requirement ...forces me to receive ...could be more ...prefer fewer ...would prefer to choose ...with all the other demands, scheduling is difficult ...trades are good ...easy if near others ...a challenge location-wise ...travel changes everything ...enriching ...invaluable ...Students need to receive more from Practitioners...disappointed with quality ...shouldn't be mandatory after 10 years ...1 per month ...10 per year ...can't imagine growing in this work without receiving.

TUTORIALS? Best part of training track...love them...awkward tool for me...educates about complexity of body and soul...difficult to schedule...8 hours away...travel whole day...ok, but great if other possibilities...good investment...appreciate the quality control...one of best check and balances...expensive but valuable...hate paying...not too much to ask...important for new Practitioners and a formality for older...not useful after being told I'm fine year after year...good to check in...once a year...every 2 years...when am I an expert...ok, but not mandatory...are they teaching what we were taught...depends on Tutor...Tutors are human...a special gift.

RENEWALS? Yes...every 2 years would be simpler...how about every 3 years...yes, provided fee isn't doubled...\$250.00 is hard all at once...probably...doesn't matter...absolutely...a welcome relief...sure, but quality control is an issue...No!...annual requirements are necessary...I would procrastinate...would allow slippage...Yes, if price break...compromises professionalism...depends...fees...yes...tutorials-no...less often for seasoned Practitioners...yearly for new Practitioners...Yes, in July...how about accepting Visa or M/C...need more information.

Always a need for more information. But, by the quantity and honesty of your responses; from the mixture of bitter and sweet; the *Trager* community now explores 'What could be easier...What could be better...about continuing education? What worked when we were just beginning with Milton, Emily, Betty, and a few Instructors does not serve the worldwide community of today's Practitioner. We may have outgrown the present parameters, but the breadth of Milton's lifetime curiosity is limitless: 'I have been doing this for 50 years and I am still learning something new everyday'. He instructs us to continue exploring. The *Trager* Institute provides an opportunity to do so...and with your participation we will soon meet the needs of our community more fully.

Thoughts of a Practitioner

David Cronkite

David is a Student from Ottawa, Ontario, Canada.

After receiving the Spring '96 *Trager* Newsletter and Schedule I was so overly impressed I had to write. This is the best newsletter yet! It amazes me that they just get better and better. I especially enjoyed "Successful Practice", "Practitioner and Student Resources", and "Notes on *Trager* and Medicine". We must have the best newsletter in the bodywork business.

I should comment now on The *Trager* Institute itself. I have been a Student for two and a half years now. There were many times when I felt like bailing out, jumping ship for various reasons. The reason I have stayed? The Institute and its members. I am constantly renewed and awed at the level of integrity and honesty in the *Trager* community. My wife works with OPIRG, a social justice organization. They work on a consensus basis and coordinate volunteers. From her, I know just how difficult, challenging, and thankless it can be. The very fact that The *Trager* Institute chooses to work in this way is laudable. My own *Trager* future has been saved many times by simply reflecting on the efforts of the Institute. I would just like to thank them.

Regional and Practitioner News

North West *Trager* Conference

Tutor George Gottlieb of Seattle, Washington, announces the North West *Trager* Conference, at the Lake Wenatchee YMCA Camp, on September 27-30, 1996. The fee is US\$100. before August 1, and US\$150. after August 1. This fee includes food, lodging, and classes. I know from numerous reports that this conference is always a lively and well-attended event, and I encourage *Trager* folk everywhere to consider participating. The conference will include a town meeting, swimming, boating, trades, workshops, hiking, activities of your own creation, and, last but not least, great food.

For more information, or to register, contact: George Gottlieb, 221 30th Avenue East, Seattle, Washington 98122, 206-328-4948, george@nwlink.com. [D.S.]

Insurance Inclusion in Washington State

Wimsey Cherrington, LMP, CTP

Wimsey is a Practitioner from Seattle, Washington. She has been working very hard on behalf of the Practitioners of Washington State.

Progressive or revolutionary? Empowering consumers or bankrupting health insurance companies? These are some of the questions being asked about Washington State's new law (ESHB 10046, The Act Relating to Health Care Reform Improvement, Section 8; added to Chapter 48.43), effective January 1, 1996, which requires:

"Every health plan delivered, issued for delivery, or renewed by a health carrier on or after January 1, 1996, shall permit every category of health care provider to provide health services or care for conditions included in" a particular, legislatively-dictated health plan, provided such health services or care is within the health care providers' permitted scope of practice."

"Every category of provider" includes licensed massage practitioners—LMPs—along with naturopaths, acupuncturists, osteopaths, nutritionists, and all the other allopathic and complimentary care providers regulated by the State Department of Health. *Trager* practitioners are licensed as massage practitioners in Washington.

The insurance commissioner, Deborah Senn, interprets this law to require all health carriers include LMPs as an option in all health care plans (managed care and fee-for-service), provided the LMPs operate within their scope of practice. Until now, health care plans for Washington residents, with rare and costly exceptions, have not included complimentary care providers. (Note that the State doesn't regulate the large, self-insured groups, e.g., Boeing, Microsoft, and state and federal employees. These groups comprise about 40% of the insurance market here and are exempt from this law.)

How have the insurance companies responded?

Some insurers immediately began implementing the law. One developed a criterion for including LMPs, and set out questionnaires to all LMPs to determine interest. Another sent contracts to randomly selected LMPs throughout the state, and some companies haven't done anything.

Most health insurers joined together in a court action. They are suing the insurance commissioner to try to prevent implementation of the law. Additionally, the state legislature is considering bills which would significantly restrict the scope of the existing law.

Standards of Practice are being developed internally by the insurance companies. To date they have included minimal input from LMPs. The Standards will include guidelines for

each condition covered by the insurer's plans: the massage modality identified to treat it, and the length and number of treatments allowed.

How have the *Trager* Practitioners responded?

Our response ranges from apathy and disinterest to enthusiastic embracing of any insurance contract offered. Some LMPs who signed contracts without thoroughly reading them and obtaining legal advice now find themselves in untenable legal relationships with insurance companies. Other LMPs are proceeding cautiously and carefully screening insurance companies. Billing software companies are experiencing an increase in inquiries, and HCFA billing form suppliers are doing a brisk business.

What's next?

The outcome of the lawsuit and current legislative session may considerably change the inclusion of LMPs in health insurance networks, but in the meantime, the law is in effect.

The process of establishing Standards of Practice could eliminate *Trager* as an insured approach, and curtail the participation of *Trager* Practitioners in provider networks. But for the time being, some *Trager* Practitioners are pursuing inclusion in provider networks.

For more information, contact the Office of the Insurance Commissioner in Olympia, Washington at 800-562-6900.

To Israel

Longtime Practitioner and Tutor Ken Wieder will be leaving his home in Massachusetts, to live and study in Israel. He will be available to the Israeli *Trager* community and is open to receiving invitations from the European community. After August 10, 1996, Ken can be contacted at: Yeshivas Nishmas Chayim, 31/4 Sorotzkin Street, Jerusalem 94465, Israel. His phone will be in care of Yager, 011-972-2-651-8137.

Licensing in Pennsylvania

With leadership provided by Practitioners Terry Bremer and Ron Fine, *Trager* Practitioners of Pennsylvania are supporting a legislative efforts called "Pennsylvania Licensure Coalition." Their efforts include fund-raising and participating in a coalition of other touch practices and organizations as well as involvement with meetings throughout the state. Please contact Ron or Terry for more information.

From Italy

Piermario Clara

Piermario, a Practitioner and computer expert, resides in Torino, Italy, with Maria Rosa Manicone, his wife who is also a Practitioner, and their children.

The Italian *Trager* newsletter - "HOOK-UP" - is a reality. Semiramis Kaivani and Maurizio Andorlini started last year with this adventure, publishing the first issue. Now, in 1996, thanks also to the contributes of the *Trager* Institute, the publication has become regular. The plan is to publish 4 issues per year. Our newsletter started with three basic goals: to get over the English language barrier of the American newsletter, to give feeling to the Italian members that although we are scattered all over the national territory, we are a close community, and finally to give the Italian *Tragerists* the chance of communicating in an easy way to the colleagues whatever they feel useful for our *Trager* development.

On the marketing front, we have started to contact several media. The results are good: three new articles published in 1996 and a very successful intervention in a local TV talk show. More things are boiling!...

After a long waiting and negotiation, the Italian edition of the *Trager Mentastics* book will see the light by the end of this year, right in time for giving it to our most affectionate clients as a Christmas present. We believe that this first book will be very helpful in promoting our activity.

Last March 31st the general Italian *Trager* Association (ATI) has been held in Florence. A new Board of Directors was elected: Diana Formisano, President, Gloria Satti, Vice-president, Gioele Rago, Finance Manager, Roberta Morandi, General Secretary, Dante Marchini, Public Relation Manager. Special thanks for their wonderful commitment go to the past Board of Directors: Maurizio Andorlini, Semiramis Kaivani, Giuseppe Barletta and Riccardo Biffoli.



Notes from Findhorn

Paul Overy

Paul is a Practitioner from Toronto, Ontario, Canada.

I spent much of April at the Findhorn Foundation, a 34 year-old intentional community as well as spiritual and educational center in northeastern Scotland. Although I felt some challenges and disappointments, my experience there definitely gave me an inspiring opportunity to see how The *Trager* Approach can become a way of life.

Central to the Findhorn vision is the concept of work as love in action. Through this, the Findhorn community has given broader form to two key aspects of our work: Hook-up and intention. The process and state we call "Hook-up" is similar, I believe, to what the community refers to as "attunement", which is integral to all activity at Findhorn.

Prior to starting anything of significance—*e.g.*, a meeting, making lunch, doing the cleaning—the group in question gathers in a circle. A few moments are first spent checking in with each person to see "where everyone is at" and if anything needs to be dealt with prior to starting. Next, the activity's "focaliser" (there are no "bosses") attunes the group by setting the context for the activity and focusing on its intention. For example, in my work in the kitchen, attunements could involve thanking the farmers, truck drivers and others who brought us the food, and then focussing on our intention to provide a hundred of our fellow community members with delicious and nutritious food on time. There is more to the process, but you get the idea. What struck me was how this approach parallels our checking in with a client, developing a sense of what may need to be attended to, being present in the moment, and working with clear intention. I came to see Findhorn, in some ways, as applying The *Trager* Approach to the life of the group and community. Findhorn, in my view, demonstrates the possibility of living a simpler, more peaceful and more intentional life in community. And as I discovered, that possibility itself draws to Findhorn many extraordinary people, who seek to bring those qualities into their life and beyond, just as we seek to through *Trager*. Knowing that such a vision can take root in the world brings to my mind the words of Eileen Caddy, one of Findhorn's founders: "All is very, very well".

In my time at Findhorn, I couldn't resist sharing the *Trager* feeling, as many of the people there are very interested in the healing arts—it was also my sneaky way of trading for bodywork for myself. Word of mouth snowballed nicely, and I managed to work with over 20 people (offering them everything from tastes to full sessions). I am following up with Practitioner referrals from the Roster; so, Practitioners of the United Kingdom, Germany, Belgium, the Netherlands, South Africa, Japan and Australia, prepare for calls from Findhorn alumni! (I would love to hear about any successful referrals!)

I was told that there may a workshop under development to be offered at Findhorn in early 1997, which will bring together Tai Chi, the Alexander Technique and massage. I have no other details yet, but if there are any Instructors interested in the possibility of adding *Trager* to that intriguing soup, please let me know and I'll see what I can find out.

Donors

Former Practitioner and Board member Jan Stevens of Oakland, California, has generously donated a 386 computer with monitor, keyboard, mouse, modem, programs, books, and lots of disks—the works! Thank you, Jan, for this contribution which is deeply appreciated.

Donor Elizabeth Lockley was inadvertently left out of our last newsletter's list of donors. Sorry about that, Elizabeth. Thank you for your contribution.

Regina Kujawski, Ken Wieder and Al Cedarholm made contributions since the publication of the last newsletter.

Thanks to an initiative by Tutor Glenda Adair of Mission Viejo, California, funds were raised to purchase a user-friendly computer for Emily and Milton Trager to be able to communicate with all of us around the world. Thanks to the many donors listed below, who made this purchase possible:

Bill Scholl	Benna Kolinsky
Betty Fuller	Maryann Zimmermann
Marianna Fay Hartsong	Carla Montagno
Barbara F. Nehman	Deane Juhan
John Blaisdell	Fawn Christianson
Bayla Goldstein	Carol Campbell
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Audrey Cheeseman	Michael Madrone
Johann Luftensteiner	Nancy Mullins
Regina Kujawski	Lynette Brannon
Peter de Zordo	Elna Adams
Sue Unger	Dodie Becker
Cynthia Popp-Hager	Nutan Joy
Kathryn Hansman-Spice	Shelly Siskind
Gail Stewart	Adrienne Stone
Louise de Montigny	Steve Buchbinder
Amrita Daigle	Glenda Adair
George Gottlieb	Regine von Staden

As always, if I have inadvertently omitted your name, please let me know as soon as possible so that I may make a correction in the next newsletter.

Keep Your Heart Open And Cover Your Arse: How to Recognize Symptoms and Signs of Heart Disease in a Client Who is Unaware of the Problem.

Georgette Maria Delvaux-Salveson, D.C.

This is the second in a series of articles by Georgette, a certified Rolfer® and licensed chiropractor. Our thanks to Georgette and The Rolf Institute for their permission to reprint. Since the article was originally written for The Rolf Institute, I have replaced references to ROLFING with either "somatic" or "somatics" which includes, of course, Trager.

Depending on the severity of the problem, heart disease can be a relative or an absolute contra-indication to somatic practice. Suspected heart disease is, however, always an absolute reason for referral before starting our work.

SYMPTOMS--what the client may tell you, if you ask.

The symptoms of cardiac disease are weakness, fatigue, palpitations, light-headedness, syncope, dyspnea, pain.

Weakness and Fatigability: Many people do not complain of weakness and fatigability, these symptoms may develop so gradually that they are not recognized as such, and you will only get a sense for it if you know the person, or if you have a good sense of what is normal for a person of that age and size.

A diseased heart will not be able to do its normal work; the muscles, when in use, need the heart more than any other system. Initially people will only notice that they have diminishing strength with strong exertion, but they will become progressively weaker and eventually feel fatigued just from sitting around, and do not feel better from resting or sleeping.

Palpitations: The perception of the heart beat by the client. The heartbeats, controlled by the autonomic nervous system, are not normally felt unless people exercise or really focus on them; but they are felt by people who are anxious or who have abnormal rhythms (arrhythmia). Since people with abnormal rhythms are often also anxious and vice-versa, this is also one of those heart symptoms that has to be seen in conjunction with other symptoms.

A definitely more worrisome piece of information would be dyspnea, the perception of increased work of breathing. This may start very gradually too. Elderly people often consider it normal, not because it is normal but because people gradually do less because they get weaker. What you could notice is that they sigh a lot without any apparent reason. You might only notice this in the background of your awareness. If this symptom becomes bad enough it becomes also a sign—something everybody can see. In the beginning the person only feels out of breath with exertion. You can see how that relates to weakness: First there is trouble breathing with exertion,

getting better with rest; then gradually it gets worse until people can barely walk a few steps without having trouble breathing.

As the situation gets worse people are out of breath while lying down, and get better by sitting up or standing and eventually they cannot sleep unless they are propped up with several pillows.

As these symptoms worsen, people feel also light-headed and eventually faint. This is called Syncope. This does not necessarily mean that a person, particularly an elderly person, has a severe heart problem, if she gets up fast from the somatics table, feels light headed and almost faints. In the absence of anything mentioned above or below, this would probably just be postural hypotension, a benign transitory state. Remain watchful if it occurs often; start asking questions, if you have doubts or observe any more worrisome signs described below.

The most ominous symptom of heart disease is pain. I will elaborate somewhat about this to show you how hard it is to be certain about pain, but I would refer with the slightest suspicion of heart pain.

The pain mostly associated with the heart is called "central chest pain" because it is typically situated in the center of the chest, right behind the sternum. People describe this pain as heavy, tight, pressing, squeezing, crushing and hold a fist to their sternum to describe it. Early in the course of heart disease pain like that can last 3-5 minutes, it starts with exertion and stops with rest. Exertion does not mean just exercise, it means anything that can get the heart working harder—like strong emotions (good or bad ones), the team losing on TV, indulging in controlled substances, making love, eating a large meal, drinking and carrying on with friends, receiving somatic sessions, etc. This type of pain is attributed to angina, a temporary insufficiency of the cardiac arteries.

If the pain is lasting longer, it indicates probably ischemia (lack of oxygen) to the heart. This pain is similar in quality but can also come on suddenly at rest or wake people up from sleep. People often start by having angina which may result in myocardial infarction, a prettier way to say: a heart attack. The problem may slowly degenerate into heart failure, a very slow death with many accompanying aspects. Heart failure can be preceded by a heart attack that was silent, meaning pain free. It could have occurred at night and could have been mistaken for a horrible nightmare. Evidence of this is often found when people have an EKG (electrocardiogram) for symptoms of early heart failure or arterial fibrillation or other cardiac problems. If you take the time to read up on cardiovascular disease, you can see that there is a large amount of varying pathologies of the heart.

Another type of dangerous chest pain is pericardial pain. This is the same pain but getting worse with coughing, swallowing, deep breathing and lying down, better by leaning forward. This pain is more understandable from a Rolfer's point

of view, it involves the fascial wrapping of the heart around the heart. An important fact of cardiac pain is its radiation.

The heart in the embryo starts its life in the neck and then migrates down into the chest. When it is installed in its appropriate position it still is surrounded by the same fascial wrapping, together with all the structures that have developed from the same primordial tissue.

Cardiac pain is transmitted up to the cerebral cortex along the autonomic nerve fibers and has a variable referral area that can extend from the ear to the umbilicus.

Myocardial ischemic pain (the pain of the heart muscle due to lack of oxygen, which announces or indicates a heart attack) radiates in the distribution of the lower cervical nerves and may, therefore, be felt in the neck, the lower jaw and teeth, either shoulder or either arm (most often down the inside of the left arm), or the back. It can happen that the central pain is not there, it may just be a "sense of fullness", sometimes mistaken for indigestion. If the situation is critical there can be radiating pain down both arms when taking a breath.

When asking about chest pain we should see if we can relate it to specific muscular motion or joint position. Cardiac pain, as you can see, does not fit with that. It does happen, though, that people have chest pain described exactly as I did above with all detail, and the M.D.s will not find anything in the heart. They may find pathology in any of the thoracic and many of the extra-thoracic structures including muscles, joints and bones, pleura, lungs, diaphragm, esophagus, great vessels, stomach and gall bladder.

SIGNS

The signs of heart disease that are perceptible without instrumentation are a little easier for us visually oriented people. Unfortunately they only are obvious with advanced disease, important ones are: increased and shallow respiratory rate, edema, central cyanosis.

Increased and shallow breathing: If there is visible respiratory effort without preceding exertion, you should always refer people first. It indicates a number of problems and all are serious: It could be lung disease, heart disease, diabetes, kidney disease and others. You could help with some of these diseases like scleroderma or ankylosing spondylitis, if you are an experienced manipulator, but you need to know why people have trouble breathing. If the client in question is merely obese, you should still remain reluctant to start somatic sessions. Obesity is a predisposing factor to heart disease.

Generalized Peripheral Edema: Accumulation of fluid in the interstitial space can be caused by serious diseases like congestive cardiac failure, acute kidney disease, severe gastrointestinal problems like malnutrition and malabsorption, cirrhosis. People in such states often look fat. The question is how does this look and feel different from adipose tissue?

Edema starts around the ankles, both ankles. It will progress upwards and it can engulf the entire person. In an extreme case it can make the scapulae look pushed away from the thorax, in this case the person will really be out of breath. If the edema is slight it does not feel very different from adipose tissue but very edematous tissue feels hard, tight, tightness starting right under the skin. It is almost impossible to palpate any discrete structure underneath or inside the edema because there is so much fluid filling the interstitium. This is very different from obesity. Adipose tissue follows structures, muscles and organs, you can feel where the septa are, the tissue has some resilience. You can feel, even though it may be difficult, where things stop and where they start. With edema you cannot.

Know that the heart is too weak to do its job, there is not much happening in peripheral edematous tissue. It may also feel cold, because there is not much circulation. Should the person have a small injury that breaks the skin, the blood would flow slowly, it would be watery and there would be clear fluid at the end of the wound. Edema fills interstitial spaces that normally are just somewhat loose (which would only be invested by adipose tissue if the person was very obese), like the back of the knees, around the sacrum, below the armpits, the top of the feet, the back of the hands, the face and inside the abdominal cavity.

The other distinct aspect is that if you push the tip of your finger on this swelling, there will be a little indentation, a pit. This is called "pitting edema", the pit will stay there for a while, the worse the problem, the longer the pit will stay. If you massaged the legs of a person with pitting edema who is reclining, you could slowly push the edema away from the legs and within a few minutes it would be back.

Central Cyanosis, a bluish discoloration of the lips, tongue and conjunctivae, is due to the lack of sufficient oxygen. This may progress to a similar bluish coloring of the hand and feet and of the nail beds, even when hands or feet are warm. This is also a no fail indication of heart or lung disease. It may be transitory if people are very cold or in shock. It can also indicate anemia, or inability to adapt to high altitude. I will never forget the haughty bag lady on Union Square who was holding a burning cigarette in her cigarette holder and stared me down because I arrested my gaze on her bluish face, dark blue lips and blue finger nails.

RISK FACTORS TO HEART DISEASE

Many obese people are easily out of breath, because their heart obviously has to work much harder. Some obese people also have heart disease. Obesity is one important predisposing factor of heart disease, so is smoking, alcoholism (a beer belly may really be edema), atherosclerosis, high blood pressure, diabetes, cocaine, heroin and any drug abuse, type A behavior and mental stress.

All the aspects of heart disease will most probably not show

up at the same time in your practice. If they do, you will have an easy time knowing what to do. Some aspects may be there, may really be striking, and no disease may be found by the M.D. But, as I said in a former article: so what if you refer somebody to a doctor just because you got spooked and over-reacted? Better to look silly than fail a client who trusted you.

You also may be completely unable to recognize the signs of heart disease, because very often they are severe and not obvious at all, and clients often ignore symptoms of disease out of fear of disease. It also happens, as you probably know, that some people are so anxious about heart disease that they think they can feel symptoms and drive their doctors crazy. It is also possible that the examining doctor is having a bad day, does not do all the tests and fails to recognize signs of pathology.

Somatic practitioners are [typically] not trained to recognize pathology and not legally responsible for recognizing pathology. It would be great though, if, in most circumstances, you were able to keep your heart open and cover your...back.

Instructors Committee Report

Jean Hopkins

Jean is an Instructor Trainee from Albuquerque, New Mexico.

The 1996 Instructors Committee meeting, held February 5-11, was multifaceted, blending business items, time with Milton and Emily, peer support/assessment, and an opportunity to meet with the Board and Administrative Staff. The high level of organization and strong facilitation of the now past cochairs, Gwen Crowell and Amrita Daigle, plus our collectively growing skills with group process and decision-making served us well in our endeavors. We celebrated the culmination of years of work, consideration, and revision on:

1. Course content of Beginning and Intermediate trainings.

Intention: To reach a collective agreement on a scope of principles, qualities, and moves/movements we will present at each level, which provides a minimum but non-limiting basis for course content. Our hope is that this will be clarifying for ourselves and for all the education staff. Next step: This completed, agreement will be sent to all Instructors and Tutors.

2. Instructor Committee (IC) Approval of Reflex/Response Course.

Offerings, including value statement, course content and RR teaching staff.

Intention: To revive and facilitate RR course offerings, broadening its application to general *Trager* work. Next steps: This proposal will go to the Education Committee and to the Board for approval.

3. Instructors Letter of Agreement, outlining the scope of duties, responsibilities, and rights.

Intention: This represents a facet of our organizational move towards more professionalism and is a contractual agreement between the Core Curriculum Instructors (Beginning, Intermediate and Practitioner 1 and Practitioner Review classes) and the Institute. Next steps: The IC approved version has been sent to the Institute lawyer for her review. Pending approval or necessary revisions, will be sent to the Instructors for their signature. This agreement will also be available to all future Instructor Applicants as clarification of the Instructor position. A good deal of our time and attention went to Peer Review for 5 of the Instructors which was done through Clearness Process offered by Sandra Jo Palm, our outside facilitator/consultant. This was widely hailed by all as extremely valuable and important, offering insights, support, self and peer evaluation. As a group we shared some *Mentastics*, tablework, and "pearls" (teaching/sharing ideas). A collection of written handouts that we use in our Beginning and Intermediate classes was compiled. We celebrated status changes which occurred since our February 1995 meeting: Siegrit Salkowitz and Louise de Montigny are now full-fledged Beginning Instructors, having completed both their Instructor training and Provisional Beginning Instructor phases. Jan Fogel has advanced to Solo Provisional Instructor. Roger, Regina, and Jean continue to reap the benefits and learning of their "in training" process. Meeting evaluation indicated that we regretted not being more prepared for our meeting with the Board and administrative staff. A collective resolution is to bring more awareness, consideration, and preparation to this part of our annual meeting next year.

Part of the IC members' commitment is to serve as active members and/or representatives and liaisons of the IC to other Institute committees and to share the collectively the tasks and mission of the Instructor Committee. Our assignment/agreements for this coming year are: IC Co-Chairs - Deane Juhan and Gary Brownlee; Board Member - Betty Fuller; IC Board Representative - Carol Campbell and Roger Tolle; Education Committee - Sheila Merle Johnson and Regina Kujawski; Personnel Committee - Louise de Montigny; Sponsor Committee - Siegrit Salkowitz; Tutor Committee - Jan Fogel till Sept., thereafter Gail Stewart; International Relations Task Force - Jan Fogel; Finance Committee - Bill Scholl; Marketing Committee - Gary Brownlee; Implementation Task Force for the Training Program Expansion - Roger Tolle; IC Budget - Gwen Crowell; Anatomy Committee - Dean Juhan; Organization of compiled handouts for Beginning and Intermediate trainings - Amrita Daigle and Sheila Merle Johnson.

1995/96 FINANCIAL REPORT

	1995 Actual	1996 Budget
FUNDS RECEIVED:		
Membership Dues:	\$200,774	198,000
Interest \Donations	9,482	6,000
Institute Sponsored Trainings	64,042	50,000
Other Trainings	59,262	50,000
Products \Publications:	20,873	14,500
Marketing Donations	9,645	7,000
1994 Conference \raffle	1,832	0
Misc. Income	3,529	1,000
TOTAL FUNDS RECEIVED:	\$369,439	\$326,500
FUNDS EXPENDED		
Direct Costs of Institute Sponsored Trainings	\$34,969	35,000
Products/Publications	11,458	7,000
Committees	29,352	26,000
Legal	7,612	4,000
Marketing	17,512	14,000
Payroll \Outside Services	146,546	148,450
Printing \Postage \Publications ¹	22,045	22,500
Office Space \Supplies	45,691	42,200
Translations (on-site only)	1,277	1,000
Research	2,000	0
Trager Newsletter/Schedule ²	20,389	21,500
Computer ³	8,337	3,000
Travel, Accommodations, Board	3,422	3,000
Bank Charges, credit card fees	2,266	2,000
Europe Dues collection	2,453	3,000
Professional Liability Insurance	0	5,500
Art, Calligraphy	761	1,000
Other Expenses	8,418	7,600
TOTAL	\$364,508	\$346,250
NET REVENUE	\$4,930	<\$19,750>

¹Publications includes the *Trager Roster & Handbook*. The Handbook is available in 6 languages.

²This includes the English, German, Swedish, Hebrew, Italian and French Newsletter costs.

³Computer costs include computer programming and purchase of new computer.

The Institute's 1996 budget is very conservative, based on the Institute's prior history and the rising costs of doing business. The Institute had a large and unprecedented number of trainings during the last three months of 1995. So, thanks to this training boon and thanks to Milton Trager's and Betty Fuller's generous donation of the proceeds from Milton's special one-day training, we were able to avoid a deficit budget for 1995. We hope that a similar situation occurs in 1996. So though we will do our best to maintain a balanced budget and are looking into ways to increase revenue, there is a good possibility that we may have a deficit budget by the end of 1996, and may have to dip into Institute savings.

Credits

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The *Trager Newsletter* is published three times a year by The Trager Institute for *Trager Psychophysical Integration* and *Mentastics*, a California, non-profit, public benefit, educational corporation which represents and supports *Trager psychophysical integration* and *Mentastics* movement education, the innovative approaches to movement education developed by **Milton Trager, M.D.**

The Trager Institute is approved by the National Certification Board for Therapeutic Massage and Bodywork (NCBTMB) as a continuing education provider.

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

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**Next Newsletter/Schedule
Deadline Dates**

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