

# The Trager® Newsletter & Schedule

Fall/Winter 1999-2000

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## On Knowing and Not Knowing

Clifford Shulman, PT, CTP

*Clifford Shulman is a Trager Practitioner and Physical Therapist with a practice in New York City. He produced an introductory videotape on Trager which is available through the Institute's administrative headquarters, and is currently developing an elective class for Practitioners in speaking about their Trager work.*

Over the years, I have come to recognize that the creative instinct within myself periodically propels me into new explorations in a quest for expanded knowledge. My work with *Trager* has been - and continues to be - one such exploration which has enabled me and my clients to go deeper into an experience of movement and ease and to develop an enhanced understanding of our psycho-physical integration. It was in part this same instinct to know, to perceive and understand the human instrument through multiple windows that led me into an intensive period of study in physical therapy. The process of integrating the clinical evaluation and treatment skills of physical therapy with the experience and perspectives of being a *Trager* Practitioner has recently led me to various ruminations on the meaning of "knowing" and "not knowing" in relation to how one approaches working with patients.

The appreciation for human anatomy and the physiological systems that operate within us, mechanics of movement, and understanding of "normal" and "abnormal" function, injury and pathology which I gained from my physical therapy training was invaluable and certainly informs my work. However, in the process of this new learning, the approach and benefits of *Trager* for individuals became even more apparent to me than before. Hookup, quality touch, rhythmic motion and awareness are potent agents for change. I have indeed come to have a new and renewed understanding of the principles of The *Trager* Approach and its unique form of knowledge. I would like to share with you some of these ponderings and provide some examples of how *Trager* has positively influenced my work with some specific patients.

I entered the field of physical therapy with questions and intense curiosities, having been a *Trager* Practitioner for nearly nine years and already ripe with many years of deep, personal explorations in movement, dance and somatics education. It wasn't long, however, before I recognized

that there was something very different about the way I was treating patients and discovered that I was operating from a different frame of reference than that of many other therapists that were working within a traditional context. I began to recognize that I was actually seeing patients through a special lens.

Indeed, there are many ways of knowing in relation to how one proceeds in their work with clients or in one's own self-development. In a traditional clinical framework, both the therapist and the patient are aggressively looking for answers and a direct way to solve a physical problem. Typically, the paradigm is reductionistic, i.e., the therapist seeks to isolate the specific cause of dysfunction, treats the local area, and then ... *voila!* a "cure" ensues. However, a treatment informed by The *Trager* Approach requires the therapist to be able to at least temporarily suspend his or her preconceived plans for working with a particular condition (which may be difficult for the goal-driven therapist) and be open to another possibility - one that truly comes out of the immediate interaction of the therapist and the patient. It is almost as if the knowledge that arises from this quality of presence and interaction requires a degree of comfort in "not knowing".

We know that Milton has said that no genuine change is possible unless the person has a different *feeling* experience.

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While a reductionistic approach definitely does have its place in a clinical context, it is only too apparent to the perceptive therapist that even when successfully isolating and treating the cause for the dysfunction - be it due to myofascial dysfunction, joint mechanics, neurological, or systemic causes - the success may be shortlived, unless you have treated in such a way that has enabled the patient to develop a now internal plan for moving in a more pleasurable and functional way. My own observation is that while it is indeed important to evaluate and seek out the driving force for any dysfunction, one must concurrently be able to maintain a broad focus on the host of the injury or disease process itself - the whole patient - so that a person can deeply experience *and* integrate any change, developing a new awareness of themselves and how their parts all work together. So, the question becomes, "How does one maintain a focus on the person as a whole while addressing specific areas of discomfort or dysfunction?" and, "How does one enable patients to develop a new internal plan for moving?"

The *Trager Approach* provides a dynamic and vital approach to both of these key questions. I find that whether I am performing *Trager* work or utilizing more specific physical therapy procedures with patients, my work is constantly informed by the kind of sensitivity and knowing that comes only with hook-up and quality contact. When one enters into the field of universal energy which Milton Trager refers to as "hook-up", one makes the choice to be truly present with oneself and another person in a way that may otherwise have not been possible. It has been my experience that this choice often offers new and unanticipated possibilities for exploration and treatment of patients. It is as if by choosing to pause before touching, to check-in and scan ones own state and quality of presence, a deep form of "knowing" simultaneously presents itself to the practitioner as well as the client. Both nonverbal and verbal interaction can occur in a manner and at a pace that is truly appropriate to the individual, enabling a healing process to unfold in a respectful way from within.

I would like to share with you some stories of work with a few patients whose cases I believe illustrate and highlight certain things that we 'know' as *Trager Practitioners*. These were patients with specific diagnoses and major problems that interfered with their functioning. In each, it was The *Trager Approach* that allowed them to experience some surprisingly rapid improvements in their conditions.

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## THE TRAGER INSTITUTE

21 Locust Avenue

Mill Valley, California 94941-2806

U.S.A.

415.388.2688

FAX: 415.388.2710

Email: [admin@trager.com](mailto:admin@trager.com)

<http://www.trager.com>

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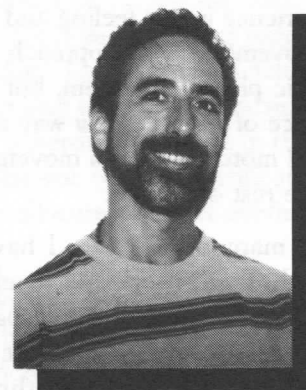
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Deadline Date  
**February 15th, 2000**

Gary, a middle-aged gentleman, was resting in bed when I greeted him in his hospital room. He was still receiving intravenous pain medication after having a lumbar laminectomy surgery after having been hit and pinned against a wall by a truck. I suggested that we take a walk down the hall to begin moving. His immediate response was one of surprise and fear, "I can't even move around in bed without pain; how am I going to walk?" As he began to understand the importance of gentle movement in early stages of the healing process, we negotiated an agreement to attempt a brief walk with the assistance of a walker and support from myself and an aide if necessary. He required moderate to maximum assistance in rolling supine to sidelying, moving to sitting in bed and rising to standing. His movement was slow, labored and painful.

Once standing and oriented to being vertical, we proceeded down the hall, with an assistant sliding his intravenous pole alongside him. I had one hand lightly touching his back as he walked and another easily under his arm should he falter and need additional support. I could feel through my hand on his back that each step required an extraordinary amount of effort. In fact, he appeared to be unable to dissociate the movement of his legs from that of his lower back. Somehow, even though much of the misplaced effort in his walking was certainly due to the postsurgical pain and muscle guarding following the trauma, I had the sense that this amount and quality of effort may have actually been not so far from his daily norm. As we talked, I learned that he was a hard-working man from New Jersey with his own business selling used cars. It began to become clear to me from both my visual and tactile observations of his movement as well as our conversation while walking, that the idea of doing something with ease and pleasure (whether walking or working) was not something familiar to him in his daily activities.

We returned to his room and with considerable pain and difficulty, he once again returned to his bed. I still had treatment time left. Was I to perform passive stretching and range of motion exercises with this gentleman, for whom the slightest motion was painful and seemed to require undue effort? It may have been a sensible thing for any therapist to do. But, it was obvious to me that unless I could get underneath the extreme muscle guarding and pain, such efforts would be fairly futile. What would be truly helpful would be to find a way for this gentleman to

discover that he could flex his hips with less effort and in a way that would enable him to walk or roll in bed without pain. All the stretching or range of motion exercises would have no effect on how he would have normally negotiated his way through his daily tasks unless he learned a new approach to movement. I also knew that unless he experienced pleasure in the process, it would have minimal impact or carryover onto his daily life.



*Clifford Shulman*

Working with Gary in bed, I asked him to flex his hips by lifting a leg to his chest. He dutifully did so, jerking his leg up with the amount of force appropriate for lifting a truck. Several thoughts immediately flashed through my mind as I observed him: 'Where do we go from here? How can I help him to find an easier and less painful way to perform this motion?' In that instant, I entered the state of "not knowing" - by giving up my own sense of effort. I allowed my eyes to become soft, took a breath and felt the weight of my own legs. I found myself asking him to allow me to assist him slightly in the motion. He lifted his thigh again with great effort, but I asked him to repeat it once again with "half that effort." We did this ten times, each with less effort on his part and more assistance on mine. With each flexion, he initiated the motion with progressively less effort; as he did so, his muscle guarding lessened considerably and he experienced easier and fuller range of motion as he allowed me to provide more support and assistance. In this way, he performed active assisted range of motion but with an entirely new awareness of the initiation of a motion so essential for walking or rolling. By being asked to pay attention to a common movement in a new way, his neuromuscular system had the opportunity to recalculate how much force and the quality of effort to be used to perform each thigh flexion. I asked him to roll onto his side, drawing his thighs up to him, and then roll back to supine again as he had done when I first arrived. To his amazement, he did so easily, with only minimal assistance and nearly pain-free! He gazed at me in shock. The discovery that movement could be performed more easily, could be influenced by the way he thought about it and that pain could be reduced by releasing effort, was nothing less than a revelation for him. The sensory experi-

ence of allowing himself to feel his limb supported in a non-invasive manner was also key to enabling him to experience a new feeling and develop a new approach to the movement. This approach not only addressed Gary's specific physical problem, but also provided a feeling experience of a whole new way of being, providing a new internal motor plan for a movement he would be performing for the rest of his life.

In many other cases, I have seen the benefits associated with *Trager* work and its elegant simplicity. I recall working with Henry, a stroke patient with hemiplegia who was unable to stand and whose rehabilitation was complicated by severely inflamed arthritic knees. Within less than a minute of gentle rocking, he was overcome with tears and gratitude for the quality of touch which generated a feeling of support and hope - as opposed to a way of touching that only affirmed the feeling of restriction and inability to move. This was not simply emotional lability associated with the stroke. In his case, the approach helped him to drastically reduce the inflammation and enormous muscle guarding that was interfering with his ability to extend his knees and enabled him to begin working on the process of learning to stand and walk once again. In future newsletters, I will go into further detail about how I worked with Henry. I'll also talk about work with other patients in which the combination of sensitive, intentional touch and dynamic imagery has had a rapid and profound effect on the individual.

These anecdotes of treatment have served to highlight for me how it is that working through The *Trager* Approach, the idea of "knowing" becomes a multifaceted and dynamic exploration in interacting with our clients. Working directly at the interface of sensory perception and movement, and the interface between the practitioners own self-development and that of the client, profound changes are possible through the practice of hook-up, sensitive touch, movement explorations and imagery. And, as I continue to work with my patients, I am also developing a new understanding and appreciation for the unspoken, yet clearly integrative journey that Milton Trager himself took -- that of integrating his exquisitely sensitive, holistic and intuitive perspective and a medical education and work with patients with a diverse array of conditions. I am extraordinarily grateful for his continued contribution which is affirmed in every body that I work with.

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## Working With Refugees and Torture Victims

Susanne Grupp

*Susanne is a Trager Practitioner living in Munich, Germany. (Translated by Elizabeth Ormyron, Geneva, with permission from the author.)*

"Refugio" is a center set up in Munich five years ago for ongoing consultation, advice and treatment for refugees and victims of torture. Refugees from all over the world are looked after there and, among other things, they are given therapeutic support of various kinds.

A considerable number of these refugees have been severely traumatized and many have suffered unbelievable torture. Therapeutic work is pivotal in helping to bring those concerned back to some kind of "normal" daily life.

About two years ago, I read an article in a Munich newspaper written by one of the Refugio staff and was shocked by the accounts of those who had been brutalized, tortured and exiled. At first, I put the paper aside, trying to banish my rage, nausea and horror at what I had read. But my feelings didn't go away and I decided that to simply repress them was no solution to my own distress. I had to take some action to express my opposition to that inhumanity. So I called Refugio, introduced myself, told them about *Trager* and explained that in my opinion this work could be a wonderful way for traumatized people to experience and accept positive, caring physical contact. I was invited to give a demonstration to the "Team" at Refugio.

One of the therapists said he had clients whom he believed could benefit from this type of work. He wanted to feel the work on himself first so that he could assess its effects and describe it to his clients. I gave him several sessions, and he was very positive about the potential benefits for the refugees. We then began working together, with him doing the psychotherapy and me giving *Trager* sessions to some of his clients. We were both very impressed with the progress made using this double approach.

Here is one of our cases: N., a 25 year-old woman, came from the near East, where she was a political activist. She had been arrested several times, and was in prison for a total of 12 days, during which time she was severely tortured and raped. She developed a fear of the prison walls when everything was quiet. When she arrived at Refugio, she was suicidal, unable to feel either happy or sad. She was in a state of extreme fatigue, had difficulty in concentrating, and exhibited feelings of guilt. She was terrified of any calm or silent situation, suffered from anorexia and insomnia, with day-time flashbacks and nightmares related

to torture. There was considerable pain in her back, shoulders and pelvic area, and she felt pressure in her chest. Her whole body was tense.

After six months of psychotherapy, N. said she felt able to survive, she tried to eat regularly, and was able to concentrate better. A little later, when she had gained 5 kilos, she began to write poetry and agreed to try *Trager*, which her therapist had recommended to her.

During our first session N. was very tense and nervous. She lay still and stiff on my table. Some movement was possible from her extremities, but very little, and I could feel how much holding there was. I checked in many times to be sure it was all right for her, and she did close her eyes several times for a couple of minutes. In subsequent sessions, her movement was often stopped by a sudden tension, and we practiced finding out what "letting go tension" felt like. From session to session N. was able to allow more freedom of movement, and her range increased visibly. At the third session we had a breakthrough with this. N. was lying on her belly, her left arm hanging over the table. I slowly took hold of her forearm and very gently lifted it, to begin feeling the weight of the whole arm. Then, in the same slow manner, I let it sink. I did this again and again, letting her feel and experience how she could give over the weight to me and then gradually take it back. After a while, I increased the tempo to find out if she could allow the arm fall almost by itself. Yes, the movement became freer, and I then began to swing the arm a little. N. was quite amazed that her arm had become so soft and light, and could move so easily. She was able, for a moment, to allow her arm to relax. And, when from time to time it tensed up again, she was able to find her way to the relaxed state again. She was delighted with this (and so was I!) and we laughed a lot together during that session. I was so thrilled that she was beginning to encounter the feeling of pleasure. After that third session, there was a fairly long interval before the next one, because N. had to leave Munich, but she had one more session with her therapist before leaving. He came to me with his thumbs up, saying, "N. has changed so much - this was the first time I felt her so alive and so cheerful. In addition, she told me how much she likes you." Those comments are the greatest gift I have received in connection with *Trager* - N. had found that she could experience pleasure and relationships again!

She continues to be well: she is now learning German and is learning how to drive a car!

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## The Monkey Stick as a Learning Toy

Joe Griffin

Joe Griffin is a Practitioner, Tutor, and Mentastics, Introductory and Supervised Practice Leader who works at the Aesculapian Mind-Body Center in Savannah, Georgia. His web page, [www.premierweb.net/users/swimwell](http://www.premierweb.net/users/swimwell), includes Trager links and articles.

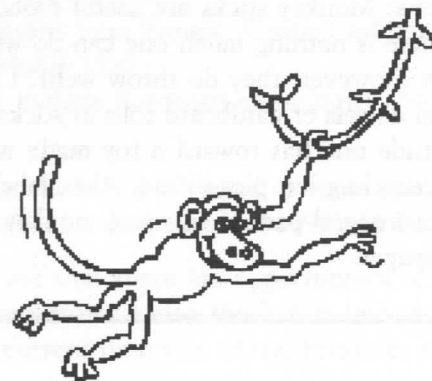
Listening is basic to The *Trager* Approach. I feel good after a session because I've been listening to my body as it listens to the body and mind of my client. Of course, the benefits of *Mentastics* come from listening to body weights and movements, with the quality of listening enhanced by open questions and hook-up.

In a recent article in the last *Trager* Newsletter, May '99 on balloons and the feeling of lightness, I mentioned rolled-up newspaper sections as symbolic weights. Here, I describe more fully these toy-tools, called monkey sticks.

An automatic involvement of the functional mind occurs as clients or students listen to their body listen to the weight and movement of a monkey stick. Monkey stick learning games are easy and simple, provide sensory signals for body connections and improve trust in the functional mind.

**Monkey Stick construction:** Roll up a standard newspaper section to make a light stick about 12 in (30 cm) long. Cover with paper to avoid printer's ink, fold edges of the cover paper inside to avoid paper cuts, and tape the ends and middle. I put my name and phone number on a cover of colored paper, along with a drawing of a monkey, and give sticks away as "door prizes," "rewards" or for homework assignments.

**Good things about monkey sticks.** They invoke the functional mind but having no hammer on the end so no one goes looking for a nail— light, easy to hold, low load — cheap, simple, easy to make — printed material on giveaway stick reminds people to come for sessions or classes. Also, it's hard for a client to be serious or try hard while playing with a toy called a monkey stick.



**Explorations.** Stand, pass a monkey stick around your body. Does your body prefer the way you started or the other direction? Does it surprise you that most bodies have a clear preference, even for doing an action so simple you don't need to think about it?

Pass a stick behind your neck or above your head to reflexively open breathing. Gentle tapping with a monkey stick helps release tension in "viola strings" along the shoulder and neck.

**Homework for a post-stroke client, able to grasp with the affected hand.** "Hold the stick and wave to the people in California with one hand, then pass it to wave to the people in Europe with the other hand. Repeat as easily and simply as you can, eighteen times, twice a day." Note that the good side models for the relearning side. (This client liked specific directions.)

**Homework for a formerly frozen shoulder.** "Grasp the end of the stick in one hand, pass in back over the same shoulder to the other hand behind you, bring forward and up and pass back over the other shoulder. Repeat this balanced figure-eight pattern, let it get easier, simpler, and more fluid."

**This can be useful for all kinds of shoulders.** Practice for a child with slow development of motor skills. We painted animals on empty one-gallon (4 liter) plastic jugs closed with a screw cap. Her game was to swing a monkey stick at a jug on a string. My game was to hold the string and jump when she hit the jug. This noisy game produced a lot of laughter.

**Possible outline of a stick session for nursing home residents.** This is a sample of directions to give them: Pass the stick hand to hand, in front of your body, then in front of your face, above the head or behind neck, wave to the people in Florida, to people in New York, up to people in airplanes, each hand down to people in China, each hand etc. If seated, they can explore circles and figure-eights around legs, working down, if comfortable and flexible enough, to figure-eights at ankles, come erect and conscious breathing at end.

**Conclusions:** Monkey sticks are useful tools, particularly because there is nothing much one can do with them except listen (however, they do throw well). I can imagine using wood dowels or cardboard rolls as sticks, but the relaxed attitude one has toward a toy made with material from the recycling bin pleases me. Also, labeling for outreach is an integral part of covering monkey sticks made from newspaper.

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## The Old Man and His Sea

Michael Lear

Michael is a Trager Practitioner from Easton, Pennsylvania. He can be reached at: [mlear@pop.net](mailto:mlear@pop.net).

Of the many wonderful experiences I have had in Japan, sharing Trager with the students and clients, none has impacted me as much as the following one. It was in early June, about a month after the Beginning and Intermediate trainings in the city of Gifu and trips to Tokyo, Yokohama, Tokushima and Osaka, that I arrived in Okinawa, as a guest of Toshiuki Yamashita, one of the Intermediate students. While I was there he had arranged for me to work on a friend's father who for two years has been suffering from complete paralysis on his right side, loss of speech and mild depression after a fall and striking his head. Mr. Asato had been a fisherman all his life and spent his days at sea. He now longed for the day he could be back on his boat and experience the power of the ocean that had once supported him.

While staying with Toshi, I began reading *Moving Medicine* by Jack Liskin, which he had purchased last year while taking his Beginning Training in Mill Valley. I had never seen the book, as I was out of the country during the time of its release. I began devouring it with much enthusiasm for two reasons. The first, because it was an amazing book about an incredible man and, secondly; because I rarely had the opportunity to read anything in English.

On the day we were to go see Mr. Asato, I grabbed the book for inspiration. Reading about Milton and his approach to life resonated with me as I, too, was exploring that which made me truly happy. Life at this time for me was a big question mark and I seemed to have a friend in young Milton.

About an hour or so into the trip my eyes grew tired of tracking the words and pages bouncing on my lap so I closed the book, but not before reading Milton's account of one of his experiences at Guadalajara Medical school. The one in which he "the expert on infantile paralysis" was asked to perform miracles on a little girl suffering from polio. Where in a room full of doctors and nuns, he patiently waited for what he knew would happen. A "miracle," a subtle response.

After reading this I closed the book and began to wonder if I was capable of such a thing. Would I have the patience to listen for such a subtle signal of activity? I had never worked with anyone with such a disability. My mind began to drift and I passed the time by watching the beautiful emerald sea go by as we meandered along the coastal road. Toshi must have noticed that I was no longer reading and

immediately pushed a cassette tape into his deck. It turned out to be the compilation tape that Betty put together of Milton's story telling. Not only that but for some uncanny reason the first words of Milton's that came off the tape were those telling of the same Guadalajara story in which he worked with the little girl. The one I read just minutes ago! The hair on my arms stood up and tears filled my eyes at the possibility of this occurring. 'Where did Toshi get this tape and why was it cued to the same story?' I wondered. Needless to say, I felt completely supported by this "random," serendipitous occurrence and for the remainder of the trip I felt deeply connected with Milton's spirit. Thank you, Toshi.

We finally arrived in the early afternoon. Mr. Asato was nervously awaiting, standing braced in the doorway as we approached. He was so nervous that the leg that would "never move again" was twitching spastically. I said to myself, 'it works' and wondered if anyone else took notice. Once he relaxed however, his leg was lifeless.

This particular day was also the day that his nurses would come over to check his vital signs and bathe him. He declined the bath in favor of a *Trager* session and the disappointed nurses decided to stay and see what this *Trager* stuff was. I began to get nervous as my audience now grew to five. I had very little experience in reflex response work not to mention I have never worked with a client with paralysis. The energy in the room was a palpable mix of skepticism and hope. Apparently, he has been receiving treatments weekly for almost two years with no results.

I sat nervously across from his wheel chair and stared at Toshi, who was my interpreter and energetic support system. The room was silent and I sat there not having the slightest idea where to begin. At some point, I had the courage to acknowledge this fact and I looked at Toshi and said "Toshi, I have no idea what to do but it is time for me to start." His confused look in response to my statement mirrored the confusion inside me but fueled my innocence none the less.

I decided to play with his good/left arm to get a feel for what his nervous system was up to. I weighed his left arm and soon discovered that the energy of the right side was there too, lost not knowing the way back home to the right side.

I weighed the arm for about fifteen minutes. My audience was getting bored and I could feel the eyes in the room bearing down upon me asking 'what is he up to.' Unfortunately, I did not even know.

I was, however, thankful for the small shift in tension that was initially present in the left arm. I thought now if I could only invite the bit of energy that let go back to its "right"ful place.

I then began to weigh the flaccid, paralyzed arm. In my mind I encouraged it, weighed it, spoke to it, loved it. I played with this approach for about 25 more minutes before deciding to take a short break. Sweat was rolling off of me like rain off a newly waxed car and the nurses, who grew restless, took my pause as an opportunity to leave. I couldn't help but think that in their eyes nothing was getting done. I, too, had difficulty believing that something was happening but I kept remembering Milton saying something to the effect that it takes thirty minutes of *nothing* for *something* to occur.

And something did occur. About fifteen minutes into my second approach, I began to feel a small impulse coming through his hand. I was holding it as Milton held the hand of the man in the Parkinson's video. Like small magnets tugging on metal, I felt him begin to grip my hand. I looked at Toshi and said, "Watch his thumb." It began to twitch and soon after his first two fingers joined in. I had asked if this had ever happened before and everyone said "No."

I then had Toshi ask him to shake my hand like I was an old friend whom he hadn't seen in a long time. And he did, ever so slightly! At that moment he began to laugh generously and tears rolled down his face. My tears of joy quickly followed as did those of everyone in the room. Finally, a connection had been established. For the remainder of my time with him I played with the 'Don't let me do it' exercise to stimulate movement in his fingers. It all seemed to work that day. Although subtle, Mr. Asato had regained conscious control of his hand.

When I left, Mr. Asato had his hand and his hope back and promised to take me fishing when he fully recovered. I am forever indebted to Milton for the joy and growth I experienced that day, for I had reached a new place inside of me, one of greater patience, trust and love.



Just a few days ago I received a letter from Mr. Asato's daughter with pictures and a note explaining that not only can he still move his hand but his speech is now coming back and his depression has lifted. He no longer wants to stay inside and asks to go out every day. I have also heard from Toshi, who has worked with him since, that he is gaining more control of his hand and leg each day.

If there is one thing that I have learned from all of this, it is that during my moments of pure innocence, when I have surrendered completely to not knowing what to do, anything and often the miraculous is possible.

One last note, a mention of the dual *Trager* trainings in Hida, Japan. They were unbelievable! Again, thanks to everyone there and a special thanks to Gwen, David, George and Naoyuki.

•••

First of all I would like to extend my deepest gratitude to the wonderful *Trager* community of Japan who have made my travels there some of my most memorable to date. Thank you all for the warmth, love and your incredible hospitality. Your friendships are a true blessing. I am also grateful for Toshi's untiring support.

I would also like to thank Fumiko Ryan and Carolyn Mason for inviting me to assist them in presenting the first *Trager* Introductory class in Japan last July, which started this process for me.

And finally I would like to thank myself for having the courage to let go of everything that was familiar to me, my job, my home, my practice, and my band to explore the me that I never knew existed. For it was my decision to travel southeast Asia for a year, and a subsequent "meaningful coincidence" that put me in place where I was able to venture into Japan and experience the blossoming of a new *Trager* community. Interestingly, Japan was not one of the countries I had consciously intended on visiting, yet I spent six of the past 16 months there.

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## A Perspective

Sheila Burr Turvill

*Sheila is a new Practitioner living in Kincardine, Ontario, Canada. The following is an excerpt of her personal statement in becoming a Trager Practitioner.*

*Trager* is a silver chalice, bobbing in the sea. It is being a wide jug full of chocolate syrup, half-buried in the sand. It's the light, fluffy, floating sensation of a feather boa tossed across my shoulders and flowing down to the floor.

*Trager* is the release, however minute, of a tension evaporating through my hands. It's the soothing, primal rocking of a baby. *Trager* is the joy of a dance, the delight of play, the carefree circling of legs while sitting on a wooden clock. It's the fun of skipping, bouncing, jumping on the bed. It's a symphony of rhythm, rich in variety of large and small, slow and quick, calming and lively.

It's being grounded while flying, feeling heavy and light simultaneously.

It is the white of a summer cloud, the blue green of the ocean, the gentleness of the breeze, the safe acceptance of a friend, the joy of childhood, the satisfaction of old age, the pleasure of movement, awareness of the mind--body--body--mind connection. It's the contentment of a deep slow breath, the rolling of the waves, the swaying of a hammock, the excitement of a balloon, the delicacy of a bubble.

*Trager* contains the magical mystery of life.



# Spreading Trager from Coast to Coast

Mary Kelly

*Tutor Mary Kelley recently completed her odyssey from Mill Valley, California, to Baltimore County, Maryland. Her story moves from the streets of San Francisco, to the airwaves of Maryland.*

Here at the county library I use the library's computer. Glancing up I see through the window the leaves of beautiful trees moving. Yes, I live in Maryland now, having moved here in June, from California--a move five years in the planning. I'm enjoying being with family. It's good to be back. Now to think about finding new *Trager* clients.

Before leaving California, I went to San Francisco one cool afternoon. I disembarked from a bus, at an intersection that was regulated by traffic lights, and saw a man standing in the middle of the street, bending over, picking up things that had been scattered on the street. A closer look revealed a gray-bearded man retrieving what appeared to be his belongings that had fallen out of a ripped paper bag. A toothbrush, socks, etc. lay on the ground. The man totally disregarded oncoming traffic and gathered his belongings. He was trying to stuff them into a very small bag. I was aghast to think he had no container for his things. I crossed the street, thinking "Why doesn't someone do something for him?" Silly me. I had a bag. My favorite white canvas bag--bought at the Poconos *Trager* Conference--carried my extra jacket. Returning to the man, I asked if he'd like to have my bag. He said, "Yes, thank you." My last look at the scene showed him seated at a bus shelter, my bag filled with his things and his arm around the bag. As Don Schwarz said (in jest) when I told him this story, "A new *Trager* marketing opportunity--who knows where that bag with its' *Trager* message will travel?"

Here is another experience — Christine, one of my clients from California, interviewed me as a part of her 13-week series on "Going With The Flow" - the way to peacefulness. The interview was live, between 8 AM and 9 AM on WALE, Renaissance Radio in Providence, Rhode Island. Each segment of the series would explore peacefulness through a particular modality. Our interview took place via telephone connections. I sat at home, my papers and the *Mentastics* book spread out before me, and with a glass of water nearby, as I held the telephone to my ear. Our interview was in segments of four to six minutes during the hour. I loved questions posed by Christine and a couple of callers. It was possible to say a lot about Hook-up, to be in that state, and to encourage the listeners to be there, too. We discussed the nurturing qualities of The *Trager* Ap-

proach and I said that the caring attitudes of practitioners combined with their excellent training can result in a feeling of well being.

I told her of my first experience with *Trager* and how it took me from a deep and numbed state of grief to being present and relaxed. Christine expressed surprise that such a transformation could happen so quickly and I related to her that I've noticed similar recoveries with clients who were grieving losses; that it is a way to leave a heavy phase of grieving. I told her that I was grateful to be able to do this work, and that each client is precious to me. At the end of the show, I felt at peace and relaxed. It was a wonderful experience for me and Christine seems pleased, too.

Giving my bag to that man on the street and the interview on the radio gives me faith to know that *Trager* is reaching the world.

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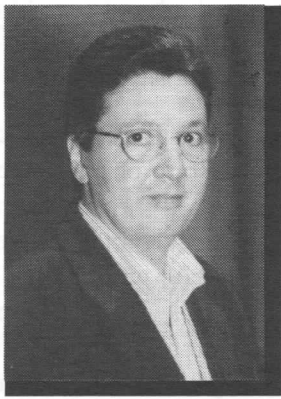
## Trager at The International Dystonia Symposium

Tony Giordano

*Tony is a Practitioner from Long Island, New York. He has been actively involved in supporting and treating persons with dystonia since 1995 and has generated interest in Trager at Dystonia Symposiums and Dystonia support groups.*

Dystonia is a neurological movement disorder characterized by involuntary muscle contractions and sustained postures. The various forms of dystonia affect an estimated 300,000 people in North America alone. One-third of all dystonia patients are children. Dystonia may occur in generalized form, affecting the entire body, or in focal form, affecting a specific set of muscles such as the neck, arms, or vocal chords.

I was invited by the Dystonia Medical Research Foundation to participate in break-out sessions on complementary healthcare at the International Dystonia Symposium held in Victoria, British Columbia, Canada (May 28-30). It was an honor to be part of this symposium and for the opportunity to present The *Trager* Approach. The core of the Symposium consisted of medical break-out sessions led by physicians and scientists in the field of dystonia research. This was the first time the Dystonia Medical Research Foundation included complementary healthcare at International Dystonia Symposiums.



Tony Giordano

The complementary break-out sessions were held in a large venue, where I shared the stage with a physical therapist from New Jersey. Over 180 persons out of the 550 registered attended the complementary healthcare sessions. The physical therapist and I gave a fifteen minute presentation followed by questions and answers.

During my presentation, I invited everyone to stand and experience hook-up, showing them how simple it was to feel. One person responded, "This was the most relaxed I felt during the symposium."

Thank you to Audrey Mairi, Tutor from Victoria, who attended the complementary break-out sessions and for her support.

An overview of the Symposium will be published in the next issue of the *Dystonia Dialogue* that has a circulation of 25,000 world-wide. To receive a copy of the *Dystonia Dialogue*, contact the Dystonia Medical Research Foundation at 312-755-0198 or e-mail: [dystfndt@aol.com](mailto:dystfndt@aol.com).

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## Hook-up As It Was In The Beginning

Leigh Sebera

*Leigh Sebera lives in Austin, Texas. A Practitioner since 1995, Leigh has 12 years experience teaching relaxation to individuals and groups.*

I was asked to be a speaker at the above conference. There were 450 people in attendance for a pre-conference session on complimentary medicine. I was the last speaker of the day, following Tieraona Low Dog, MD, Native American Herbalist; Jennifer Absey, RN, CMT, CranioSacral Instructor; and Cornelia Franz, MD who spoke on integrating allopathic and non-traditional methods, specifically, CranioSacral, Homeopathy, Herbs, Acupuncture and Massage. Dr. Franz said she felt a kinship to Dr. Trager after reading the material submitted to the conference. She had read *The Trager Approach: A Comprehensive Introduction* by Deane Juhan and she agreed that it is the mind she is after.

I prepared for this talk by getting tutorials, receiving sessions and reading everything I could find on *Trager*. About a month before my presentation my practice was quite full and I was seeing more clients than before. My plan was to treat the talk like a session, with a beginning, middle and end. Talk a little, do some movement, pause, talk some more, move some more, find an ending.

And that is what I did. It went great. We felt our feet on the floor. Shifted weight. Allowed our arms to let go into gravity. At one point I looked out over a sea of arms doing "Miss Piggy". People laughed, the room lightened, energy was up. The wave of the work pulsed through the presentation. An hour and a half is not much time to talk about *Trager*. My goal was to give them the feeling of something different.

In the end, many people came up to say how much better they felt. This or that had changed in their body. They felt lighter. The attendees from Israel and Switzerland were thrilled to see there were practitioners back home, and asked about the next training in their country.

This was the perfect group to talk to and be with in hook-up. They work with the ultimate in hook-up, that of baby to breast. Once, I accompanied Bill Scholl to a demonstration for the Incarnate Word retired Nun's home in San Antonio, Texas. As he brought the room into hook-up all these old nuns went into a deep meditation that was palpable. Bill sighed and said "And I thought I would be teaching you." Well, that is about what this was like for me. These lactation consultants, primarily women, are dedicated to helping babies and mothers connect. I spent the first day talking to various participants to get a feel for the group. Each woman was caring, lovingly dedicated to her work and funny. And each talked of the stress of hospital cut backs, being over-worked and under-staffed, and of older working moms "trying" to breast feed perfectly. It seemed the best thing I could give them was something to help them relax before they approached their clients, something playful and useful to relax their shoulders, their jaw, their belly and chest, and improve their sense of balance. They could then transmit that peaceful state to mother and baby.

I am so happy to be a *Trager* Practitioner. My experience is that people love the work. Thanks to the Institute for support in preparation for this talk. To be included with such educated and dedicated women was the greatest honor for me. Dr. Trager's work continues to bring me to higher and greater life experiences.

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# Headache Research Update

Jack Liskin

*Jack is a Trager Practitioner and Assistant Professor of Clinical Family Medicine at the University of Southern California School of Medicine. He also teaches an elective class called The Trager Approach in the Medical Context.*

The chronic headache research project is under way at USC. We will be looking at changes in headache intensity, duration, and frequency, and medication use, along with changes in quality of life, for people who have had headaches at least once a week for the previous six months. First, we will monitor their headache patterns and quality of life for two weeks before the treatment phase begins. People will be randomly assigned to one of three arms: 1) Forty subjects (people) will receive six weekly *Trager* sessions; 2) Forty subjects will receive six weekly appointments with a physician (this is the attention control group—that is, they will get attention from a doctor, so that if there are changes in the group that gets *Trager* work, the results won't be minimized by critics who might say that anyone getting close attention for several weeks would have changes in their headache patterns); 3) Forty subjects will get no treatment, but will monitor their headaches and quality of life. Results from all three groups will be compared, after following the subjects up to six months after the treatment phase.

We are actively recruiting and screening subjects for the research project. The summer was spent working through the exacting research approval process at the University of Southern California School of Medicine; several revisions to the study proposal had to be made along the way, none of which materially altered the project. Recruitment flyers were created and distributed; we are locating people through the Departments of Family Medicine, Neurology, and soon, Internal Medicine, along with student health.

Data collection forms were developed and refined, and are still being fine tuned during our weekly research group meeting. Two Family Practice residents, Valeska Armisen and Miles Mitchell, along with Jack Liskin, are conducting the screening history and physical examination, for subjects who have had a preliminary telephone interview with Kimberly Foster, our research coordinator. It is only after these interviews and examinations that we decide who qualifies for inclusion in the study.

Carrying out this project entails a huge amount of work, impeccable attention to detail, and the working out of numerous thorny questions all along the way. Our research group is made up of very talented people and experts in the field, all of whom remain excited about what we are setting out to accomplish.

# Marketing

## Better than Breakfast

James Reid and Gail Wren

*James wrote the first part of this article and Gail contributed the last section. They are both Trager Practitioners and live in Ontario, Canada.*

She looked me in the eye and smiled: soft, slow, and lazy; then laughed, from deep down inside “You’re better than breakfast!” she said. A jazz singer, she had just had her first experience of *Trager* feeling.

She had come to work with me that morning, all choked up. Her throat tightening, feeling blocked, a tickle, a presence around her larynx she could not shake free; her head aching, she was tense in her shoulders, chest and belly. She was performing at the Northern Lights Festival Boreal, an annual music festival in Sudbury, northern Ontario. On the last leg of a cross country tour with her band, she had been on the road a little too long; too many smoky bars, too many encores, too many nights in hotels and not enough opportunity to take care of her voice.

I was working at the festival as a volunteer; offering my *Trager* work for the performers who needed it. It is something I have enjoyed doing at music festivals around Ontario every summer since I became a *Trager* practitioner in 1996. I love working with musicians, artists, actors; performers who use their body to create magic.

This July at the Northern Lights I had an extra treat. My boss was a *Trager* practitioner! Many, many thanks to Gail Wren. As well as working with the clients, she gave so much to make this opportunity to share our experience of *Trager* work with the festival. Her arrangements helped make my visit to Sudbury well worth the effort. It cost me my gas to travel, six hours each way, from my home down south, and my time: Friday to Monday. My commitment was to work for 2 hours each day, Saturday and Sunday, from 10 A.M. to 12 Noon; all my meals and accommodations were provided, plus all the music I could take in over the weekend. Supposedly I would be seeing four clients a day, each for a 1/2 hour session .....

It didn't take too long for the word to get out that something special was happening in Performer services, some kind of bodywork that feels real good. On Saturday, per-

formers and festival volunteers just kept coming in and I ended up working until 2:00 PM. On Sunday the demand increased again. I started at eight in the morning and worked through with just one break until three in the afternoon! The "hook-Up" was tremendous. Some people "got it" with just a few *Mentastics* and some needed time on the table. All went away with a smile, a good feeling, an article about *Trager* work, a business card and a referral to a practitioner local to their home.

It had the feeling of clinical work. One after another, the clients came walking in, each one looking for us to help them find a missing piece in their puzzle. It was an excellent presentation of *Trager* work to a community which is very receptive. And, it was a holiday for me to get away from home, at an exceptionally low cost and a terrific amount of fun.

I lost count of the number. Each client passed on something of their experience to their friends and colleagues. I picked up some new clients, musicians up from Toronto, and gave a number of good referrals thanks to the *Trager* Roster.

Offering *Trager* work at a music festival is an experience I would recommend to any practitioner. There are excellent network organizations of music, dance and cultural events both in Canada and the USA, and, I would guess, in Europe and Australia too. For suggestions and connections, please feel free to contact me at (613) 395-3257 by telephone or fax.

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It was a joy and a privilege to have this opportunity and I am very grateful. "Thank You" to the *Trager* community who drove the distance to Northern Ontario, and to those practitioners who were unable to attend, but were with us in spirit. Special "thanks" to our new *Trager* student Sally Powers who volunteered her massage skills. Very special gratitude to James Reid from Belleville, who brought his invaluable experience of giving *Trager* musicians to our festival.

Whenever I have an opportunity to "give it away", I think of Michael Madrone and what he encourages in his workshops. Thanks, Michael, for your inspiration.

Remember -- music festivals are a great opportunity to "give it away." Want to get the word out in your community? Volunteer at a music festival.

## Media Watch

### Media Watch Notes

*Trager* is mentioned in the recently published *The Pain Cure* by Dharma Singh Khalsa, M.D., author of the renowned *Brain Longevity*. Both books are widely available, and are published by TIME/Warner Books.

*Trager* is covered by Joan Arnold in her article entitled "The Magic of Touch" in the September/October issue of *New Age: The Journal of Holistic Healing*. The coverage features Practitioner Martha Partridge's work with individuals with Parkinsons.

There was a short article in a large newspaper in the *Los Angeles Times Magazine*, May 9, 1999, by Deanne Stillman. *Trager* is mentioned when referring to one of our Tutors Lynne Oyama. Lynne also does baby massage.

CAM: *The Complete Alternative Medicine Billing and Coding Reference* has just been released. Published by Integrative Medicine Communications, this coding reference provides the only patented coding system for the accurate reimbursement of alternative medicine services. *Trager* work has been included in this publication. Practitioners as well as the publisher will be participating in the initiative to get insurance companies to adopt this reference guide. For more information, and to order, you may call toll free at: 1-877-426-6633.

There is a section on *Trager* in the *Illustrated Encyclopedia of Body-Mind Disciplines* edited by Nancy Allison, CMA. The *Trager* Section appears in Chapter IX, Movement Therapy Methods, and is composed by Deane Juhan. This comprehensive, hardbound work has just been published by The Rosen Publishing Group, Inc., 29 East 21st Street, New York, NY 10010.

"You're Certifiable", *The Alternative Career Guide* by Lee & Joel Naftali. A guide to more than 700 certificate programs, trade schools, and job opportunities,

*The Bodywork and Massage Source Book* has a great chapter on *Trager*. You'll find it in the subchapter entitled "Gentle Touching with Profound Results". The book's authors are Andrew S. Levine, L.M.T., and Valerie J. Levine, Ph.D., published by Lowell House.

*Massage Magazine*, May/June 1999 included an article about the *Trager* Research project on chronic headaches at the University of Southern California School of Medicine.

# Trager Community

**Notice:** The Trager Institute's administration is in receipt of a large, hard bound book called *Get Healthy Now! with Gary Null* published by Seven Stories Press. Gary Null is a speaker, writer, and broadcaster who covers health related issues and questions. He is a longtime public supporter of The Trager Approach, and our organization has benefited from this support. About a year ago or so, Gary's organization, Gary Null and Associates, ordered our US mailing list to use in the promotion of their book. This was a routine activity. (The mailing list consists of the names and addresses of those Friends, Students, and Practitioners who have not checked the box on their annual renewal form asking the administration to keep their names off this list.) For reasons known only to the authors, editors, and/or publisher of *Get Healthy Now! with Gary Null*, that list--along with a brief description of Trager's published in this book. The list consists of names and addresses--but not phone numbers--and purports to be current Trager Practitioners. This is a serious error because many of the names and addresses on the list are not of current Practitioners, and there was no authorization whatsoever to publish this list. I have written a letter to both Gary Null and Seven Stories Press asking them to notify Gary's audience that this list is in error, and that people should contact The Trager Institute for names and telephone numbers of certified Practitioners. I have also asked Gary to provide, by way of a remedy for this serious error, some additional positive publicity for The Trager Approach. Additionally, the administration will cease selling our mailing list unless and until a new, ironclad contract is developed for potential purchasers to sign before a mailing list order is fulfilled. I will keep you informed of events in this matter.

## Suggestions for Changing Continuing Education Requirements

*In the May Newsletter, we published a letter by Jeri Bodemar regarding continuing education (CE) requirements. We have received a number of responses to her letter and since there were too many to print in this newsletter, the following are excerpts of various letters. Each portion was included if it was a different idea and included a suggestion for change. The Board of Directors will receive a copy of each letter. Thank you for all of your feedback!*

"I was so happy to read your article in the newsletter. I hope you get many responses that will enable us collectively to rethink our continuing education policies and regenerate a necessarily higher plane of enthusiasm among practitioners to maintain our status with the Institute. I hope that, with your responses, you can formulate a proposal to the Institute that encompasses the needs of the Practitioners you hear from."

"There aren't many courses that are useful for me. And I do not see much room for new electives or alternatives particularly applicable to Trager that many of us most likely could not come up with ourselves when necessary, and some of these things can be shared in the newsletter."

"The tutorials, particularly for someone situated in isolation as I am, always require travel, and they have become more of a burden than a blessing to negotiate. I don't travel much and I cannot travel easily by car. So I have to rely on a trip to see my family, and that limits my possibilities of learning from a variety of tutors. So it becomes a wasted expense."

"I feel that a Practitioner who has put in many years of continuous dedication should reach some sort of tenure and be honored as a Trager Practitioner of wisdom and experience, not left by the wayside by an outdated system to maintain one's status that doesn't serve us."

"The Rolf Institute has a policy of continuing education each year for three years, as we do. Then they have to complete just one Advanced Rolfing class anytime after that up to a maximum of seven years. After that they are on their own. Nothing is required of them and they have

no responsibility other than their yearly membership, although they like to see their members go to annual meetings or whatever to stay connected."

"Voluntary tutorials and trainings after 6-10 years (considered like a tenure). Great. I like it."

"I feel that those still in Phase A or B should have their tutorials and fee arrangements as it stands now. For those with tenure, I don't mind the yearly fees, as long as it's absent the tutorial requirement. Maybe, there could be renewals w/tutorials every two or three years."

"Accepting self-chosen CE credits. I like this, but it would have to be defined and not a free for all."

"Credit for conferences -- ABSOLUTELY, we should get credit for conferences. It's an education and we get to renew our family ties. I've often wanted to attend the conferences and be with our *Trager* family for learning, fun, and exchange, but I've had to opt for the CE's instead. The conferences can be such great inspiration, and itself rejuvenates the spirit of the *Trager* family."

"List the year one became a Practitioner in roster. Yes, I like this. But then we have to look at those who don't keep up their requirements continually and have lapses therein. They are not on an even keel, and that info can be misleading."

"Tenure: I agree there should be a time when the requirements loosen up. My suggestion is it be for *Trager* Practitioners who have kept up their requirements on a timely basis for a number of years, no more than nine years preferably. The key here is "kept up their requirements on a timely basis." What hasn't been timely would require more years of initial requirements in order to equitably compensate for those who do it without lapse."

"The period beyond Phase A&B (this tenure phase) can be called Phase C, or Tenure Phase, or Crone Phase, or Immortal Phase," or whatever. This will allow those who choose to be in there for the long-term to be honored instead of having to make the choice to drop off with no status whatsoever for their time, their expenses, their efforts, and their dedication, if they cannot keep it up for financial or other reasons. The current systems escalates the feeling level from "unsupported" to "abandoned" for someone who has to drop out."

"There should also be a category for "Retired Practitioners" once someone has gone through all of this and has reached an age where they can retire from the work professionally but want to stay involved. It's quite different and more honorary than a "*Trager* Friend."

"I would like to make sure that the conferences also fall within the requirements of the Category A requirements of the National Certification Board for Therapeutic Massage & Bodywork (NCBTMB). The American Massage Therapy Association (AMTA) conference provides that. The Trager Institute is certified for Category A; we just need to make sure that it includes the conferences. For that, the conference may or may not have to meet some additional requirement for the NCBTMB, which should be simple if we do."

"Perhaps the conference as credit can kick in once someone reaches that tenure of nine continuous years. Perhaps then a conference once every four years (since they run every two) is a good suggestion as a requirement."

"A format suggestion is one half day of the conference to be devoted to a supervised practice session with all tutors and instructors available so that we can have variety of feedback. With a large group, this can be offered as a choice over several half days to spread it out. Instructors and tutors can evenly be divided so that they only have to be present at one session for which they would also get their CE requirement and they can also enjoy the rest of the conference too. This would give variety of tutors and instructors and variety of feedback, and can substitute for a practitioner review."

"I like the idea of just voluntary tutorials as well as voluntary CE in the tenure phase. However, as a compromise, I would be satisfied with one every every four years, along with adopting the policy of one conference requirement every 4 years."

"The letter states that no other profession demands a yearly tutorial of its practitioners... or even doctors. This may be so in the States but not internationally! We are in an national organisation and this needs to be born in mind."

## Congratulations!

to **Michael Madrone** for becoming a Tutor Trainee Seminar Leader and Advanced Tutor Seminar Leader; and

to **Jean Hopkins** for completing the process to become an Intermediate Training Solo Instructor. She is now available to teach Beginning, Intermediate and Practitioner Review trainings.

"If CE has a completion date, don't we risk coming to a point where we feel we have learned all there is to know, yet everything grows and develops all the time. CE ensures that we don't become complacent, and challenges areas which we would sometimes be unable to tackle on our own, giving everyone an opportunity for further development. It is also a very good way to make sure that standards are maintained, in a rapidly changing world."

"I think it would be useful if CE could be extended to non-Trager courses such as counseling skills, teacher training courses, anatomy and physiology for example which could all help us deal with our clients or other professions, in a more appropriate and understanding way."

"Jeri's statement that no other profession demands yearly tutorial is true. However, lifelong learning is an essential characteristic of any professional and some system to provide and assess this is vital. As a hospital consultant practising in the United Kingdom, I have to fulfil certain requirements to demonstrate my continuing medical education. These requirements involve obtaining 250 points every five years. Points are earned for variety of activities such as attending meetings, preparing training materials, personal study and research. The meetings can be local, national or international and if the meeting is credited for a certain number of points by one Royal College, it is generally acceptable to all. I cannot get all my points from one sort of activity; there must be a variety of activities reflected in my total number of points."

"In the United Kingdom, there is also a concept called clinical governance. This is related to the quality of the service offered. Clinical governance is being invoked to create a system whereby every doctor has to demonstrate their clinical competence at regular intervals. Most specialties are taking this interval as five years. The methods of assessing a doctor's clinical competence have been the subject of a great deal of discussion and details are still being worked out. The essential characteristics of the assessment, however, are that it is performed by peers and is used positively to identify opportunities for personal development."

"Keep the yearly tutorials--perhaps with a strong suggestion that the Practitioner obtain a session from the Tutor as well. Make all courses elective—drop the requirement to attend any courses at all, at least for the first three years. Issue certificates for all courses attended."

"I am truly disappointed that people leave the certification program without becoming a Trager Practitioner. This creates people who are immature in their development and practice Trager (who don't say that they do) and this means no visibility or growth. Why not have more intensive trainings at the beginning, similar to the ones given in comparative approaches, ie. 2000 or 3000 hours and give the right to practice after completion." A Practitioner once licensed would be qualified for life and could have a supervision (tutorial) maybe once every three years. To receive info regarding development of the Approach, the Practitioners would need to be members of the Institute who would share license fees with the local regions (ie. 20% to the Institute and 80% to the regions)."

"Jeri's suggestions would fit a model like this. Why not accredit some courses from other areas, they may enrich Trager practice and you could still have a requirement that was pure Trager. It may also be possible to investigate methods of assessing competence in Trager other than tutorials. Senior practitioners like Jeri, could then be part of a peer review system, where personal development opportunities could be discussed. This would be a valuable opportunity for the inexperienced, like me!"

"Life is about change."

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# To the Community

Martha Partridge and Janet Steele

*Both Martha and Janet are Trager Practitioners living in New York City.*

We are writing this to give an update on the situation in New York State.

**We're Considered Illegal by New York State.** Currently all bodyworkers and movement practitioners in New York State are considered to be practicing illegally if they are not licensed by the State of New York as Massage Therapists. The Trager Institute is a member of the New York State Coalition of Non-Massage Organizations; the Coalition's lawyer tells us that there is nothing in the current statute, nor is there any existing case law that he knows of, that specifically puts us under the statute.

**Freedom of Information Request.** The Massage Board's stance is that we have been a part of massage for the last 20 years, when its current Executive Secretary came into office. We are not allowed to speak at Massage Board meetings, and our request to be heard and evaluated by the Massage Board has gone unanswered. As a result, we sent NY State a Freedom of Information Letter (FOIL) demanding to know the basis for the state's interpretation that we are included in the massage law. To date, we have received only a partial response, and that response has not spoken to our specific requests for how and when we became included under the massage statute.

**Meeting with NY State Regent.** Since we did not receive a satisfactory response to our FOIL request, we sent a letter to the Board of Regents, the ultimate authority over this situation, requesting a meeting. In late July four Coalition representatives and our lawyer met with Regent Ricardo Oquendo, Chairman of the Professional Practices Committee of the NY Board of Regents. We feel Regent Oquendo listened, and asked appropriate questions about our situation. We provided him with our Standards of Practice and other pertinent documents. He requested more information on our ethics process and our impact on consumers. He posed a question: If the Board of Regents determined that we need to be regulated, what would our choice be? Our lawyer answered that we would like the least restrictive regulation possible in New York State, which is certification. Regent Oquendo agreed to take our requests and information to the Board of Regents, and to assign a committee to begin to deal with the situation.

**Working with the Joint Council.** Over the last year our Coalition has been meeting with a private organization of massage teachers and administrators, the New York State Joint Council of Massage Therapy Schools and Organizations (the "Joint Council") to prepare a survey of "non-massage" practices. It has taken many hours and a great deal of discussion to come up with the final version of the survey, which will be used to determine which, if any, of the Coalition's practices fall under the New York massage statute. Each Coalition practice is currently in the process of completing the survey, and we are in the process of determining the method by which the survey results will be reviewed.

**The Survey.** Both groups have an interest in completing the survey. We are interested in having a group of massage professionals determine that we do not fall under the current massage statute.

Members of the Joint Council are in a bind. Like the "non-massage" practices, many of the techniques being taught in New York massage schools fall outside the New York statute's narrow definition of massage. The Joint Council has a strong interest in broadening the assage statute to include what is currently being taught in their programs. The schools fear they are turning out graduates who, if they use techniques not described in the statute, will be practicing illegally, even though they are Licensed Massage Therapists. The Joint Council is pushing a new definition of massage that is extremely broad, which includes all forms of body/energy work. This has a number of implications that make for an even more complex situation. However, changing the massage statute requires legislative action, and is not an immediate threat.

How and/or whether this will actually work out is open to conjecture. However, our lawyer feels that by participating in this process we are showing a good faith effort to work things out.

**Disturbing Incidents.** To add to the complexity, there have been two recent incidents concerning non-massage practitioners. In late June, a New York City shiatsu practitioner was arrested at gunpoint and held for 12 hours. She was released without charge, but if she practices shiatsu in the next six months she will be arrested. In early July, a holistic health center near Albany was visited by an inspector from the Office of Professional Discipline, who was investigating an insurance claim filed by a client who had received cranial-sacral work. As a result of the inspector's visit, two Alexander teachers and a Polarity practitioner



lost their jobs at the center. (For a more complete version of these stories, see the Coalition's web site: <http://www.adeptsys.com/nysnon-massage>). The Sept./Oct. 1999 issue of *Massage Magazine* also features a story about the shiatsu arrest.

It may be that this was a coincidence and not an organized attack on the part of NY State. However, as our practices come more into public awareness and into the mainstream, we can look forward to more investigation and public scrutiny.

**New York State Trager Association.** We are in the process of forming a New York State *Trager* Association. Our lawyer has told us that we must do this to have an official in-state representative body for any dealings we have with the State of New York. We will keep you updated on this.

**Grass Roots Action.** The Coalition is putting together a press packet, which each group in the Coalition will soon be sending out to every one of their New York practitioners, asking each practitioner to personally contact their state legislators, and to photocopy the materials and ask their clients and other interested people to do likewise. (Reiki was recently exempted from the massage law, and this kind of intense grassroots action formed a major part of their strategy.)

**How You Can Help.** To be facing this threat to our livelihoods in New York State, even the existence of *Trager* in New York State, feels very scary. This struggle in New York State has changed our lives. We have been devoting long hours and incurring emotional and financial stress in order to continue to fight this battle. We need as much support as The Trager Institute can give us. If anyone is able to contribute to our legal defense fund, checks should be made out to the New York Coalition for Non-Massage Organizations, and should be sent to the Coalition at PMB 157, 1461A First Avenue, New York, NY 10021-2201.

We feel that what happens in New York will in large part determine what will happen elsewhere in the U.S. By helping us, you contribute to the strength of *Trager* nationwide.

We would like to thank everyone at the Institute, and especially Don Schwarz for their ongoing help and support in our struggle.

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## Coming Forth

Martha Partridge

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I am writing to let people know that I have been begun to donate 10% of every tutorial I do to the Trager Institute. I have made this decision hoping that others will follow.

Although I do not know all of the details concerning the recent strife between the Instructors Committee and the Board of Directors, I do know that we have to somehow come to a place of forgiveness, compromise and cooperative action from all sides.

Tutorials are the only instruction that takes place in the training program in which all finances go to the teacher, and nothing to the Institute. This is not true of any other instruction or training that I know of. I am not including *Mentastics* classes, although this may also be an option for *Mentastics* leaders who are active in their community and feel that they can give this percentage of their profit to the Institute.

My strongest reason for doing this is to further the process of some kind of national accreditation. I know that the financial organization of the Institute is important to the accreditation, and this is one area that can easily be rectified. Because of the struggle we are going through in New York, I have become keenly aware of the need for accreditation from organizations that are reputable and non-government. This is one way that we can stop government regulation, or at least have the least restrictive kind of government regulation--that is certification or registration, rather than massage licensing.

I know that perhaps a large part of the financial chaos that we are in comes from Institute mismanagement. Be that as it may, we still need to clean up from the inside as well as figure out ways to become consistent and fair in our financial arena and increase our income from sources that will further us in our struggle for recognition from outside regulatory organizations. This will go a long way in convincing state legislators that we can regulate ourselves, and that we are recognized by national accreditation organizations.

The bottom line is, that if we can't practice *Trager*, it will slowly mutate into other bodywork modalities and be carried on in a different way than we know. We will have lost the authority for our work. We are too unique to let that happen. Let's clean it up and get on with the work that we all know and love to do!

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# Report on the *Trager* Alternatives Plus Class

Arlene Wilder

*I am part of a group now known as the Chesapeake Trager Association. It was originally named the Chesapeake Trager Practitioners and was formed on March 31, 1984 when a group of seven people met for the first time. Since that time, the membership has grown to include approximately forty students and practitioners who meet five to six times a year to support each other, connect, share ideas, and conduct a full trade. Although the majority of the membership reside in Maryland, Pennsylvania, District of Columbia, and Virginia, membership is open to anyone who is a member of The Trager Institute.*

Betty Fuller, Milton Trager's first student and founder of The Trager Institute, presented a three-day workshop in May called *Trager Alternatives Plus*. Designed for those clients who have difficulty lying on the table in the traditional manner when receiving *Trager*, a large portion of the class was devoted to side-lying work. Also addressed during the workshop were ways of working with clients while seated in a chair and on the floor.

I have been one of the ones who, during my Practitioner 1 (P1) and Practitioner Review (PR) trainings, requested instruction in side-lying work, as I usually feel awkward working with my clients in this position. This had been a source of frustration for me, since I have had clients in my practice who have difficulty remaining face down during a session. Although the P1 and PR instructors have included some side lying in their weekends, it was never enough to allow me to feel totally comfortable with positioning my moves. Betty's class not only gave me the impetus to encourage my clients to try the side-lying work even if they were fully comfortable lying face down, but also I felt that I could create some of my own moves even with the clients for whom this work is almost a necessity.

One of the most delightful segments of the weekend was when we experimented in giving a *Trager* session on the floor using our feet. I felt like a kid again! I also realized how valuable this could be if I wanted to work with someone who had no access to a massage table. What fun!

I also have to mention what an honor it was to have Betty in our area. She regaled us with stories of her days with Milton, which was a real treat for those of us who had not had the opportunity to meet Milton. Hearing her talk of Milton made it very real for me, and I felt as though I were closer to the man who initiated this incredible work we do. And Betty, being the fantastic storyteller she is, with her quick wit and her sense of timing, made it all the more interesting. And she has a ready store of jokes that she would draw from whenever she felt that the moment was right.

A truly enjoyable class!

The German Trager Association  
has their own webpage  
<<http://www.trager.de>> and it is fantastic!  
It will be linked to the international  
webpage at: <[Trager@trager.com](mailto:Trager@trager.com)>

## JGRC Volunteer Needed

A United States Practitioner volunteer is needed to represent the interests of *Trager* Practitioners as a representative to the Joint Governmental Relations Committee (JGRC) of the Federation of Therapeutic Massage, Bodywork, and Somatic Practices Organizations. The responsibility involves a few 1.5 hour teleconference calls a year, and some email communications in between. The focus is on developing cooperative attitudes and behaviors in the professional regulation/legislation arena. There are a total of six organizations, and the teleconference call hosting rotates from organization to organization throughout the year. Please call Don Schwartz at 415-388-2688 if you wish to volunteer.

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## A Call

Valerie Matinjussi, a *Trager* Practitioner living in Kent, Washington is looking for publications/articles on the effects and benefits of using *Mentastics* exercises. You can reach her at 253-852-5390. (If you do have an article, please also send it to the administration office.)

•••

We are looking for documentation on the effects of doing *Mentastics* with clients who have had strokes or rehabilitative injuries. We would like up-to-date articles for our Practitioners to give to their clients as well as articles that are directed to medical professionals.

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## A Correction

In the last published newsletter the credit was given incorrectly for writing the song that *Trager* Practitioners coin "Emily's Song". Credit should be given to the singer/songwriter singer Libby Roderick.

# Tutors Wanted in Japan!

Naoyuki Sekino

*Naoyuki was the first Trager Practitioner in Japan. He has brought many Japanese Students and Practitioners to Trager.*

Tutors! If you happen to come by Japan or travel through Japan, please, notify us so we can arrange some tutorials here. So far, over twenty thirsty students are waiting for you. They need to receive and experience as much *Trager* as they can.

In 1998, the first group of twelve Japanese students came to Mill Valley to take Sheila-Merle Johnson and Jean Hopkins' Beginning Training. This year, we had Gwen Crowell in the mountains of Hida in Japan both a Beginning and Intermediate trainings. They have touched the hearts of many Japanese and our community is growing. Now we have over twenty students including 4 Practitioners!

As it may happen in any countries that are new to *Trager* work, though people are eager to learn more, wanting to absorb as much as possible, we lack Tutors and we have none.

Just receiving a single recommendation can be as much hassle as taking a week off of work, paying the airfare to fly to US mainland or Hawaii which is the closest place (actually not a bad place to receive a tutorial except for the airfare and accommodation.) Last year, we had Carolyn Mason visit and she had did some beautiful work. Thanks Carolyn!

So Tutors, if you are ever planing to travel to Asia or to Japan, give us a call, or better, fax or e-mail since the person who picks up the phone may not speak English. You will be serving the Japanese *Trager* community that has just been born and, since there are hot spring maniacs among the Practitioners and Students here and, if you are one also, I am sure you will have lots of fun. Please e-mail me at: [Seकिनet@aol.com](mailto:Seकिनet@aol.com), telephone: 81-90-2332-8469, fax: 81-92-864-4609 ("81" is the country code for Japan)



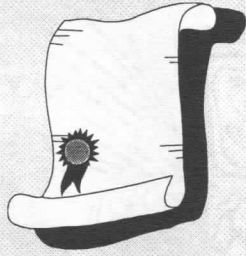
## R U Y2K Ready?

Practitioner Charlotte Burnstine of Ontario, Canada, is advising all *Trager* people to be prepared for Y2K, the computer bug associated with the time change from 1999, to 2000, this upcoming December 31/January 1. In that regard, Charlotte suggests we get a book entitled *Y2K Citizen's Action Guide*. It is available at a reasonable price through *Utne Reader*. You can get a free download of this if you're on the Web, and have ACROBAT up and running in your computer. Just go to [utne.com](http://utne.com). Otherwise, for single copies, call 800-878-7323; and for bulk copies call 800-880-8863.

## A Request

Jennifer Swan

I have been working with a Fibromyalgia client for about four months with some good results. I wonder if there other *Trager* Practitioners out there who might like to share information? I am interested in doing further research on this topic and would appreciate any information you would like to share. You can reach me at (617) 547-1787.



## *Congratulations to All Newly Certified Practitioners!*

( April 16th - October 14th 1999)

Shirley Adams, New York, U.S.A.  
Finn Alban, Texas, U.S.A.  
Susi Arcement-Petersen, Switzerland  
Rahel Basilio da Graca, Norway  
David Belch, Arizona  
Andrea Borak, Massachusetts  
Milena Brocchieri, Italy  
Sheila Burr Turvill, Ontario, Canada  
Robert Carpenter, Australia  
Catherine Chaillet, France  
Christine Couture, Quebec, Canada  
Helga Dreyer, Germany  
Joyce Irene Gibson, New Jersey, U.S.A.  
Michelle Godfrey, Ontario, Canada  
Deborah Gray, Massachusetts, U.S.A.

Karen Hastings, California, U.S.A.  
Ruth Hofstetter, Switzerland  
Sara Huether, Maryland, U.S.A.  
Katharina Javet, Switzerland  
Ellen Terry Kessler, New York, U.S.A.  
Susan Kissinger, Missouri, U.S.A.  
Hiromi Kono, Japan  
Mary Laffey Adams, Missouri, U.S.A.  
Ernest Larson, North Dakota, U.S.A.  
Margarete Luftensteiner, Austria  
Joyce Martin, Pennsylvania, U.S.A.  
Jennifer Masters, Australia  
John-Paul McMullen, Oregon, U.S.A.  
Marva Mizell Sletten, Florida, U.S.A.  
Giovanna Narizzano, Italy  
Paolo Nesler, Italy  
Gabriele Oberleitner, Austria  
Shaun Pankoski, Washington, U.S.A.  
Diana Proctor, New Hampshire, U.S.A.  
Sandra Remus, Wisconsin, U.S.A.  
Haruyuki Sakamoto, Japan  
Anabela Alves Santos, Australia  
Mary Lou Schaeffer, California, U.S.A.  
Susan Schiedel, Florida, U.S.A.  
Catherine Seufert, New York, U.S.A.  
Kitty Sherrill, North Carolina, U.S.A.  
Carolyn Spinelli, Maryland, U.S.A.  
Naomi Takiguchi, Japan  
Angela Trentanovi, Italy  
Christian Vascotto, Italy  
Anando Giulia Villa, Italy  
JennTara Ward, Missouri, U.S.A.  
Patricia Waters, Indiana, U.S.A.  
Peter Webster, Australia  
Susan Whittaker, Maryland, U.S.A.  
Lynn Willmott, Australia

### **Roster Corrections**

**Anna Marie Bowers** corrected address is: 15515  
Claridon-Troy Road, Burton, OH, 44021, (440)-  
834-1583, anna52on@aol.com

Email address for **Marga Mueller**:  
marga.m@bluewin.ch

**Lindsley Field's** correct address is 28 Spring Street,  
Belfast, ME 04915, (207) 338-2008.

**Wendy Woerner** should have listed as a Student.  
Her address is: 110 1/2 Fairfax Avenue, Asheville,  
NC 28806 (828) 250-0342.

These following two Practitioners should have been  
listed in the roster:

**Marianna Frantz**, 30535 County Road, #371,  
Buena Vista, CO 81211, 719-395-5823

**Moreno Zandona**, Roschibachstrasse 81, 8037  
Zurich, Switzerland, 41 1 271 1083.

## Spam!

No, not the highly processed food, nor the classic Monty Python sketch, it's the sending and receiving of unwanted email--a major news topic of Internet users. Now that more than 25% of The Trager Institute's international community are online, we are sending and receiving much email to and from each other. Some of this email is unsolicited, and we have received complaints from members of our community about how we are treating each other. The Institute has not yet formed and published a formal policy on use of our email addresses. However, common courtesy can and should rule. Please, unless you are communicating with close friends, do not use our email addresses for non-*Trager* commercial purposes. We all have enough spam to deal with on our email accounts; let's not make it worse for each other. Thanks.

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## For Maryann

Don Schwartz

Our communal hearts go out to Tutor Maryann Zimmermann of San Diego, California, and her family, on the sudden passing of her son, David. I had the pleasure of meeting David several times. He was a tall, handsome, strong man with a heart and spirit as big as a mountain.



## The Mission of The Trager Institute

(Reprinted from Article III of the Bylaws.)

...is to develop, teach, and maintain the quality of *Trager* psychophysical integration and *Mentastics*<sup>®</sup> movement education throughout the world.

### Objectives and Purposes

The objectives of this corporation shall be:

1. To support and encourage the expanding use and recognition of *Trager* psychophysical integration and *Mentastics* movement education in the world.
2. To protect the integrity of The *Trager* Approach, including to establish, maintain and enforce professional standards of practice.
3. To develop, coordinate and regulate the teaching of *Trager* psychophysical integration and *Mentastics* movement education and to encourage the continuing professional development and personal growth of its practitioners and faculty.
4. To support the organic evolution of *Trager* community by functioning as a communications center for membership initiatives, interactions and organizational participation.
5. To support and coordinate research programs relating to the theories and applications of *Trager* psychophysical integration and *Mentastics* movement education.
6. To perform prudent and necessary business and legal functions, including entering into contractual obligations, to maintain organizational viability for execution of its purposes.

# Natasha's Notes

Natasha Heifetz

*Natasha is a Tutor and teaches an elective class called "Integration Skills".*

To the Trager Community:

I left the Board of Directors in February. After a period of just resting my brain, I have been concentrating on my own life, my practice and on teaching my Trager elective class called "Integration Skills".

I am saddened and frustrated at the pace of restructuring of The Trager Institute. I know I am not alone!

I have noticed that when there is a vacuum, well-intentioned people will try to fill it, sometimes, unfortunately, without having the "big picture". There are always things to be concerned about, areas to be improved. I keep thinking of Milton who taught us to feel the weight without judgement and then ask for potentiation — how should/could it be. I feel we have been getting stuck in feeling the weight and worrying about it rather than asking for it to get better.

I am finding a great deal of worrying and fear-based thinking in our community, as well as in the world. What I mean by fear-based thinking is the process of looking at events and experience while the body-mind is in a state of fear or the fight or flight reflex, rather than in the state of Hook-up.

My experience is that, for a long time, the Administration and the Board of Directors have had to constantly busy themselves with the results of fault-finding, negativity and fear-based thinking. Dealing with these results does not leave time and energy to move forward, to take the steps that have been visioned, to create an Institute that is sound financially, that serves the Practitioners, Students, Educational Staff, and the International Community.

Though organizational dilemmas seem unusual in our profession, I have great hope that the present Board of Directors will be able to move the Institute forward by restructuring what needs to be restructured.

I believe we can help by giving the complaints a rest so that the restructuring can happen.

I would like to call for those who care about the future of the quality of Trager work to focus on sending abundant positive supportive energy to the Board of Directors and to the Administration to support them in finding a way to restructure that will support the vision of The Trager Institute and benefit the good of the All.

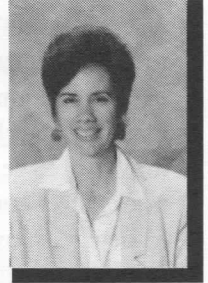
Let's stamp out fear-based thinking and embrace change!

# Introducing a New Board Member

Decius Rowland

*Decius joined as a member of the Board of Directors this summer. She has been a free lance organizational consultant for the six years in marin county. She proves to be an invaluable asset to our board and Trager community and we hope to continue to gain knowledge from her professional experience.*

I have been an organizational consultant for thirty years. In 1969, I joined the Institute of Cultural Affairs in Chicago, which focused on high participation methods in both private and public sectors. Here, I learned the basics of facilitation, strategic planning, fund-raising and team-building and I was lucky enough to travel all over the world for six years, helping organizations, (especially non-profits) develop their goals and engage all members in achieving them.



*Decius Rowland*

The current challenges of the Trager community create a space for a new decision about your priorities and values. Several of us have suggested a community/town meeting between November 15th and December 15th, 1999.

Interested?

## Introduction to Bill Scholl's Report by Decius Rowland

The Trager Institute Board of Directors thanks Bill Scholl for his concern and hard work in creating the following report. We have published four-plus pages of his 6 page report and strategic vision statement. We have left out the sections "Miscellaneous, Conclusions and Addenda" because they are a series of questions and statements at a greater level of detail which is not answered specifically by the 1998 budget report, but which the Board is willing to answer. Please contact the Institute's administrative headquarters in Mill Valley, for a copy of the non-published sections of this report. The Board notes one major financial error in Bill's published report: Spending increased by \$125,000. over a four year period, not in one year.

•••

As we struggle together to identify our situation and remedy it, the Board invites interested people to dialogue.

To: The Trager Institute Board of Directors

From: Bill Scholl

I am writing directly to each of you independently of the working group formed at the last board meeting. That working group consisted of Don, John, Dale and Bill. At Don's request, Esther joined the group before the first meeting.

The reason I am making this report as an individual is that a number of issues and problems have surfaced as I have reviewed the financial materials and begun the process of exploring what the numbers mean. Evaluating these figures is a job that needs the attention of the entire board. The decisions made by the board may impact staff, so I think it's appropriate that this information to be presented to the full board, rather than just the small group. ( Because the working group included staff, I think staff can appropriately be asked to clarify and explain the administrative reports, but should not have to take responsibility for overseeing and evaluating administrative operations.)

August 5, 1999

Report on Financial Records Trager Institute

Bill Scholl

I have reviewed all of the financial records given to the board by Don Schwartz and Julia Coltharp, CPA, and have asked for clarification and additional records from Dale. Some of those records have been received and are included in my notes, some are still being gathered. I have spent approximately twenty-six hours in review thus far, and here is the information I am clear about.

The most valuable document presented by Julia, and the one that gave me direction in understanding the deficit, was the 1995-1998 Income and Expense Comparison Report.

Spending by the administration has increased by \$125,000 annually between 1995 and 1998. This is an increase of more than \$10,000 per month. This is specific to operational expenses, and does not include any training fees paid to sponsors or instructors. Here is the broad outline of where the increased spending has gone.

#### Administrative Expenses

Item Increase

Payroll +\$76,000

Legal +\$18,000

Office +\$ 9,000

Marketing +\$ 7,000

Organizational +\$ 6,000

Travel +\$ 5,000

Bank Charges +\$ 4,000

Total \$125,000

Gross Profit from Trainings

Training Training Gross

Year	Income	Expenses	Profit
1995	\$123,000	35,000	\$88,000
1998	\$286,000	195,000	\$91,000

There are a number of details of expenses incurred by the administration that the board may wish to review. I don't list these in any particular order, but I think it is necessary to look at these.

#### Item Monthly Annual

European Dues Collection n/a \$2,600 a

Accounting \$7,800

Computer Expense \$850.00 \$10,200 b

Legal Fees \$25,200 c

US Marketing \$16,800

Postage \$18,000

European Newsletter \$14,000

US Newsletter \$7,000

Cleaning Service \$150.00 \$1,800

Rent \$2000 \$24,000 d

Storage/Milton \$121.50 \$1,458

Bank Fees \$500.00 \$6,000 e

Copy machine rental \$300.00 \$3,600 f

Gifts/Food \$133.00 \$1,600

Office Supplies \$764.00 \$9,166

Subscriptions \$86.00 \$1,000

Org Consultant n/a \$6,100 g

Research n/a \$10,000

Temp/Placement Fees n/a \$10,400

Total Salary Expense \$18,000 \$216,000

Travel \$700 \$8,500

- The administration pays \$5.00 per person for license fee collection.
- Mostly shows up as repairs
- \$7,030 to Don Schwartz in \$1000 and \$2000 increments \$18,173 to Townsend & Towns
- One year left on lease
- Wire transfers from Europe; Credit card charges
- Toshiba Model 3550
- Does not include European consultant

I believe that the board will need to make cuts in most or all of these areas for the balance of 1999 and the year 2000.

It seems to me that there are opportunities to drastically reduce expenditures. I also think it is very necessary to look at the current functions of the Institute, and explore the possibility of reorganization.

There will certainly be upheaval as a result of reorganization, but given the financial situation, it seems to me to be inevitable.

It appears clear to me that spending has not been managed, and that the Institute needs solid business practices put in place now. This could be done by writing a business plan, doing deeper analysis of all functions and practices of the central office, and implementing changes. Many changes can and should be done now, and it is important to set a clear course of action for the organization as a whole. This job will require some expertise.

Europe is of great concern. The Europeans feel left out of the loop, and are very unhappy about it. I have become aware in the past month that Europe is considering taking action on its own, to take care of most of its own needs locally, withholding funds to do so. There is a meeting there in September of the tutors, and this discussion will take place.

If that occurs, which could actually be for the long term good of the work, the board will be forced to downsize the Mill Valley operation.

It would be best to communicate with the Europeans so that the board could work with them to plan any possible reorganization before this occurs.

It is my opinion, given my experience as an Instructor and time spent with the sponsors and members in the field and from my business background, that it is not possible at this time to raise significant funds by taxing the membership, sponsors and instructors. It is extremely likely that so many members would be lost that any increase would be at least offset by the decline in renewals, and by a continued decline in sponsors.

Here is the best way to raise more money. Bring in more new students and retain more of our practitioners. This should be the primary goal of the organization for the next year. It is critical to look at what needs to be done to accomplish this and move with purpose in that direction now. It will require focus and cooperation on everyone's part. It is the way to be successful.

My specific recommendations based on what I know so far:

The board should immediately purchase Director and Officer indemnification provision insurance.

The board must have monthly financial reports (balance

sheet and P & L) for each board meeting, included in the packet. The P & L should have a column for budget, for monthly detail and for year to date detail. All percentaged so it is easy to see how budget goals are met month to month.

Gross income=100%.

All checks should be co-signed, with the intention of strong board overview of all spending. Don and at least one board member should sign checks.

It will be necessary to go to deficit spending, which means using some of the funds given to the Institute by Milton and Emily, at least through early 2000. My recommendation is that those funds be authorized from board meeting to board meeting, as part of the board's overview function.

Legal expenses must be sharply cut. Use an attorney only when one is needed. The board should locate an attorney whose expertise is with non-profits, and who can assist in finding ways to work within the law and still function efficiently. Elizabeth is currently paid up to \$500 to attend each board meeting. Every phone call to her costs at least \$20. Given the current situation, the board cannot continue allocating so much to legal fees. The Institute spent \$18,000 on trademark attorney fees in 1998. More of that work should be done inhouse and what must be looked at by an attorney should be prioritized and budgeted.

Stop hiring all consultants and outside contractors. There is ample information and resources available within the Trager Institute membership. I am simply curious-given the obvious shortfall, why did the board approve hiring outside consultants in 1998?

The website needs to be upgraded. There are a number of money saving possibilities that could come from the site, and it is an inexpensive way to market our work worldwide. All other individual Trager sites should have a free link to the Institute site. Example for saving money: Put the handbook on the web site, and give a code to new students. Let them download the manual and print it themselves. Then we could charge for a hard copy. Put all of our articles on the site, for the public and for our practitioners to download, free of charge. Put the newsletter on the site. If someone wants a printed copy, then let them order and pay for an annual subscription. Put the training schedule on the web site. Keep it current. I spoke to a practitioner who offered 50 free hours to revamp the web site architecture for us. He said it would take less than 100 hours to get the whole thing up to speed. He is also willing to train someone in the office to maintain the site.



# Plain Talk About Money

Don Schwartz

Throughout the Institute's history, on an annual basis, we have either made a few bucks, lost a few bucks, or broken even. We never had an income that could support major marketing or research efforts, nor even to address some of our internal challenges such as international communications and structuring. Over the first 15 years of operation, we were able to save a few dollars and had a modest nest egg. However, our operational costs began rising in 1996. From our previously published annual financial reports, we can see that in 1996, we had a deficit of \$4,000.; we had a deficit of \$36,000. in 1997; and from our 1998 and 1999 reports, it appears we will have a combined deficit of about \$170,000. That's more than \$200,000. in a four year period. This has eaten up our nest egg.

On the surface of it, the primary cause of our financial deficit seems to be a flat (no growth) income, coupled with rising operational costs. However, we need to look beneath the surface, and at our entire history to understand our current situation. The Trager Institute has two primary functions: training/certification and Practitioner support. In our previously published financial reports, we did not divide our expenses into these two categories. However, if we were to do so, we would see that most of the Institute's operating expenses go in support of our training/certification function. Indeed, as we have developed so far, our primary support to Practitioners is service mark protection, and our three newsletters and one roster a year. We also provide Practitioner referrals, a growing Website, promotional materials at cost, and professional liability insurance for US and Canadian Practitioners. (Despite a lack of marketing funds, the Institute has been blessed with a fair amount of unsolicited publicity which has benefited all of us.)

Much of the organization's expenditures for Practitioners also benefit our training/certification function. For instance, in 1998, we spent about \$18,000. on service mark registration, renewal, and enforcement. This expense is basic and critical to the support of our Practitioners as well as the Institute's organizational integrity. However, these expenses also benefit our training/certification function because service mark expenditures protect the exclusive right of our faculty--Instructors, Tutors, Introductory Workshop Leaders, Supervised Practice Session Leaders, *Mentastics* Leaders, and elective class leaders--to use the *Trager* service marks. This point cannot be overemphasized. We know that if there is not an organization and budget in place to protect our Practitioners' rights to their exclusive use of the *Trager* service marks, then the mark enters the public domain, and anyone will be able to use it professionally. This same principle applies to our faculty. The Trager In-

stitute protects their exclusive right to the use of the service mark in its commercial educational use. Even the costs of our newsletter distribution (a Practitioner function) support our training/certification function. That is, for efficiency's sake, we mail out the newsletter and schedule in one envelope. Additionally, most of the advertising we do is in trade journals which primarily benefits our training/certification function. Accordingly we have allocated 25% of overhead to Practitioner support.

The income from our certification program trainings was set at 10% of the gross income of those trainings. Over the last two decades that fee has been increased to 14%. Europe gets virtually all of the 4% of that income earmarked for marketing. Another factor that reduces the 14% is that Students and Practitioners are paying their workshop fees and annual license fees with credit cards which costs about 2.5% of each charge.

Regarding expenses, in the United States, new California laws and national accrediting consumer protection regulations now require that our organization receive and disperse the funds associated with our certification program trainings. This has dramatically increased the workload on our administrative staff, and consequently, our payroll. Looking at the work of our staff, hour by hour, day by day, most of it is in support of our training/certification function--i.e., our faculty and sponsors. My assessment is that 75% of our overhead and expenses should be allocated to the training/certification function. (See superscript "A" in our 1998 financial report, and superscript "B" in our 1995-1998 financial report.)

In summary, the income from Practitioners' annual service mark license fee renewal is subsidizing the expenses of our training/certification function. And neither income from our two categories is sufficient to sustain the organization--let alone to increase its services to either category. Both functional categories are foundational to the Institute's structure, function, and mission achievement. Indeed, they both can and should support each other. However, if The Trager Institute is to survive, if The Trager Institute is to grow, if it is to provide more services to both of our primary functional categories, we need to ensure that the income from each category supports the expenses associated with that category.

It has been observed that the Institute's expenditures have grown by a total of \$125,000. over a four year period--from 1995, through 1998. \$76,000, of this increase is in increased staff to handle the growing demands placed on administration. These demands include the receiving, recording, and dispensing of all United States certification program trainings income and expenses, increased governmental liaison, pro-

*(continued on page 28)*

# The Trager Institute Income and Expense 1998

## Service Mark License Fees:

### Income:

License Fees Income .....	199,539
Product & Publication Income .....	28,214

Subtotal Income ..... 227,753

### Expenses:

European Collection Costs .....	2,882
Product/Publication Direct Cost .....	10,502
Allocated Expenses .....	154,171 <sup>A</sup>
Subtotal Expenses .....	167,555

**Net Income: Service Mark ..... 60,199**

## Trainings:

### Income:

Income (Institute Collected) .....	244,509
Income (Other Sponsored) .....	41,883
Conference Miscellaneous .....	(453)
2% Marketing Donation .....	4,819
Subtotal Income .....	290,758

### Expenses:

Direct Costs of Training .....	194,664
Committees .....	18,689
Legal .....	25,203 <sup>B</sup>
Marketing/Advertising .....	24,670
Payroll/Outside Services .....	224,966 <sup>BC</sup>
Printing/Postage/ Publications .....	18,307
Office Space & Supplies .....	54,926
Translations .....	1,473
Newsletters/Schedules .....	22,477
Computer .....	10,169
Travel/Accommodations .....	8,490 <sup>B</sup>
Bank/Credit Card Fees .....	6,004
Art/Calligraphy .....	868
Other Expenses .....	5,876
Subtotal Expenses .....	616,682
Less Allocated Expenses @ 25% .....	154,171 <sup>A</sup>
Net Expenses .....	462,512

**Net Income (Loss): Training ..... (171,754)**

### Other Income:

Interest, Dividends, Gains, Donations .....	40,015
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### Other Costs.:

Research .....	10,000 <sup>B</sup>
Consultants .....	6,092 <sup>B</sup>
Subtotal Other Costs .....	16,092

**Net Income or (Loss): ..... (87,632)**

## Notes

A) 1998's report reflects the organization's fiscal activity by function: training/certification (Trainings) and Practitioner support (Service Mark/License Fees). The vast majority of the Institute's operations are in support of our training/certification function through services/expenditures to Instructors, sponsors, Tutors, Introductory Workshop Leaders, Supervised Practice Session Leaders, Mentastics Leaders, elective class teachers, and marketing. 25% of our total expenses is a liberal estimate of how much of our expenditures go toward Practitioner support. For this report, that figure is \$154,171., and is denoted by superscript A.

B) These are--or include--onetime expenses: \$10,000. for the Canadian Trager/Parkinsons research project, \$6,092. for the organizational consultant, my trip to the ETRC meeting in Austria, and to the International Conference in Ohio (see "Travel/Accommodations"), the utilization of a temporary bookkeeper the first five months of the year, and payment to an employment agency for the securing of our permanent bookkeeper. Our legal expenses were also unusually high. 72% of our legal fee was spent on service mark registration, renewal, and enforcement, and included registration in Japan which is costing a minimum of \$6,000.

C) This category includes the following detail:

\$3,802.50 in placement fees for our new bookkeeper.  
 \$6,559.27 for the use of temporary bookkeepers.  
 \$20,195.43 for health and dental insurance.  
 \$1,959.96 for Workers Compensation.  
 \$169,527.96 for wages.  
 \$224.97 for employee training.  
 \$768.50 for outside services.  
 \$7,830.00 for accounting.  
 \$14,053.31 for payroll taxes

The total figure covers six employees, our accountant, and some occasional outside services such as translations.

The Trager Institute  
Income and Expense Comparison  
1995-1998

(See Notes on page 28)

	1995	1996	1997	1998
<b>Service Mark License Fees:</b>				
<b>Income:</b>				
License Fees Income .....	200,774	214,715	232,540	199,539 <sup>A</sup>
Product & Publication Income .....	20,873	25,440	24,048	28,214
Insurance Liability: Practitioner Fees .....	3,529	1,085	810	-0-
<b>Subtotal Income .....</b>	<b>225,176</b>	<b>241,240</b>	<b>257,398</b>	<b>227,753</b>
<b>Expenses:</b>				
European Collection Costs .....	2,450	2,650	2,206	2,882
Product/Publication Direct Cost .....	11,458	7,850	14,048	10,502
Allocated Expenses .....	87,149	100,125	133,922	154,171 <sup>E</sup>
<b>Subtotal Expenses .....</b>	<b>101,057</b>	<b>110,625</b>	<b>150,176</b>	<b>167,555</b>
<b>Net Income: Service Mark .....</b>	<b>124,119</b>	<b>130,615</b>	<b>107,222</b>	<b>60,199</b>
<b>Trainings:</b>				
<b>Income:</b>				
Income(Institute Collected) .....	64,042	74,280	176,241	244,509
Income (Other Sponsored) .....	59,262	67,470	61,461	41,883
Conference Miscellaneous .....	1,832			(453)
2% Marketing Donation .....	9,645	10,430	7,337	4,819
<b>Subtotal Income .....</b>	<b>134,781</b>	<b>152,180</b>	<b>245,039</b>	<b>290,758</b>
<b>Expenses:</b>				
Direct Costs of Training .....	34,969	50,185	135,885	194,564
Committees .....	29,352	21,605	20,520	18,689
Legal .....	7,612	12,425	19,838	25,203
Marketing/Advertising .....	17,512	21,690	11,893	24,670
Payroll/Outside Services .....	148,677	166,440	204,558	224,966
Printing/Postage/ Publications .....	22,045	27,935	33,821	18,307 <sup>B</sup>
Office Space & Supplies .....	45,691	47,405	49,679	54,926
Translations .....	1,277	745	558	1,473
Newsletters/Schedules .....	20,389	27,235	24,868	22,477
Computer .....	8,337	10,470	21,680	10,169
Travel/Accommodations .....	3,422	5,760	1,532	8,490 <sup>C</sup>
Bank/Credit Card Fees .....	2,265	3,085	4,700	6,004 <sup>D</sup>
Milton Trager Stipend .....	3,300			
Art/Calligraphy .....	761	860	962	868
Other Expenses .....	2,988	4,660	5,193	5,876
<b>Subtotal Expenses .....</b>	<b>348,597</b>	<b>400,500</b>	<b>535,687</b>	<b>616,682</b>
Less Allocated Expenses @ 25% .....	87,149	100,125	133,922	154,171 <sup>E</sup>
<b>Net Expenses .....</b>	<b>261,448</b>	<b>300,375</b>	<b>401,765</b>	<b>462,512</b>
<b>Net Income (Loss): Training .....</b>	<b>(126,667)</b>	<b>(148,195)</b>	<b>(156,726)</b>	<b>(171,754)</b>
<b>Other Income:</b>				
Interest, Dividends, Gains, Donations .....	9,482	13,000	12,614	40,015
<b>Other Costs:</b>				
Research .....		2,000	0	10,000
Consultants .....	0	0	0	6,092
<b>Subtotal Other Costs .....</b>	<b>0</b>	<b>2,000</b>	<b>0</b>	<b>16,092</b>
<b>Net Income or (Loss) .....</b>	<b>4,934</b>	<b>(4,580)</b>	<b>(36,890)</b>	<b>(87,632)</b>

## Notes on 1995-98 Financial Report

This report presents the Institute's financial performance for the four year period of 1995 through 1998. It is important to bear in mind that as of January 1, 1998, the Institute's administration was required to receive and disperse all funds associated with the provision of certification program trainings--Beginning, Anatomy, and Intermediate--in the United States. Thus both the training income and expenses rose significantly from 1997 to 1998. However, there was no change in the percentage the Institute receives from these trainings.

A) It appears that the license fee income for 1998 decreased by about \$33,000. from 1997's figure. However, the period from May of 1997 through May of 1998, saw the loss of four bookkeepers, and the training of four new bookkeepers. I believe that there was misattribution of many annual renewal checks because the numbers of Students and Practitioners each of the two years were approximately the same. With a correction of about \$15,000. from 1997 to 1998, we would see the 1997 deficit increased, and the 1998 deficit decreased.

B) This figure has been reduced due to the administration's increased reliance on in-house desktop publishing, as well as increased utilization of bulk mailings. Further reductions are anticipated through the use of private remailers for international mailings.

C) Includes Don's trip to ETRC meeting in Austria, and participation in the Ohio International Conference.

D) This reflects an increased usage of credit cards by Students and Practitioners.

E) This report reflects the organization's fiscal activity by function: training/certification (Trainings) and Practitioner support (Service Mark/License Fees). The vast majority of the Institute's operations are in support of our training/certification function through services/expenditures to Instructors, sponsors, training coordinators, Tutors, Introductory Workshop Leaders, Supervised Practice Session Leaders, Mentastics Leaders, elective class teachers, and marketing. 25% of our total expenses is a liberal estimate of how much of our expenditures go toward Practitioner support. This figure reflects the expenses that support the provision of services to Practitioners

(continued from page 25)

vision of transcripts and continuing education certification, and the provision of health insurance benefits. Most of the remainder of the \$125,000. is for onetime expenditures--please see the notes "B" and "C" associated with the 1998 report in this newsletter.

In addition to our rising operational costs, there were income decreases in 1998. For instance, there were 109 fewer US students in Institute-sponsored US Practitioner trainings in 1998, than in 1997, resulting in a gross loss of income of around \$41,000, and a net loss of around \$20,000. This is because the Institute gets 50% of the United States Practitioner class revenue, but only 14% of elective classes. Income from non-Institute sponsored trainings throughout the world also decreased by \$20,000. from 1997, through 1998. Additionally, in response to urgent appeals in the Fall of 1998, from our non-US Practitioners, the Institute offered a 10% onetime discount on renewal fees. This resulted in approximately an \$8,000. income decrease for 1998. The combination of decreased income and increased expenses has led to our current deficit.

In response to these recent financial reports, the administration is examining all of the Institute's expenditures with an eye to further optimize cost reduction.

A negative financial picture can stimulate blaming, criticism, finger pointing. On the positive side, it can also catalyze increased awareness, teamwork, and mutual support in solving our problems and fulfilling our mission. "Crisis is opportunity," goes the old adage. We now have an opportunity to recreate our organization. Let's take advantage of this opportunity. I thank all of you for your support at this time.