



# Downeast School of Massage

2012-2013



*State-licensed Massage Therapy Institution  
in the Heart of Midcoast Maine*

**Waldoboro, Maine**



## **Downeast School of Massage 2012–2013**

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### **Downeast School of Massage**

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*“The greatest sense in our body is our touch sense. It is probably the chief sense in the process of sleeping and waking; it gives us our knowledge of depth or thickness and form; we feel, we love and hate, are touchy and are touched, through the touch corpuscles of our skin.”*

J. Lionel Taylor, **The Stages of Human Life**, 1921, p. 157



*“Massage is an art and science used by the Massage Therapist to encourage balance and well-being in the individual; the responsibility lies in the individual to heal himself.”*

Nancy W. Dail



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*Please note: Details of policies and procedures are described in the DSM Student Handbook.*



## From the Director

Dear Prospective Student:

*U.S. News and World Report* cites Labor Department estimates that massage therapy jobs will grow by almost 20 percent between now and 2018. The ever expanding field of massage therapy awaits trained therapists to work in spas, with other health professionals, or in private practice.

Do you want to work for yourself? Do you want to be part of a hands-on profession that provides a valuable service as a part of health care? Do you want to work with other health professionals, or use your career as a part-time addition to current work? DSM is ready to assist you in your personal journey to learn about this exciting health professional field. *Our mission is to train individuals in the art and science of therapeutic massage for an entry-level professional career, for continuing education, and for personal growth.* At DSM students are constantly reminded of the importance of their own self care and personal growth, as well as learning how to help their clients help themselves.

Attending the right massage school is much more than learning lessons. It should open the door to understanding holistic health and the wide variety of opportunities that studying massage and bodywork presents. It should help create confidence, build character, and develop a healthy physical and emotional attitude toward life. DSM understands this voyage!

DSM is the oldest massage therapist-owned-and-operated massage program in the State of Maine. In 2008 we produced the DVD *A Gift of Touch*, an instructional DVD that adds to the student's tools for learning massage. Our new textbook, *Kinesiology for Manual Therapies*, published by McGraw-Hill in January 2010, further expands our teaching abilities. The book was written for the massage student, the graduate, and for the promotion of continuing education. *A Gift of Touch* and *Kinesiology for Manual Therapies* are the result of years of teaching, practice, and experience. They complete our program objectives and assist the learning process by combining the art and science of massage with kinesiology.

You may be assured that this catalog meets our high standards and requirements, so that you will get as much information as possible from this publication. Knowing that, take a careful journey through this catalog, examine the qualifications of our experienced faculty, read about our diverse course offerings, and write down all your questions for our dedicated staff. Contact our admissions department and attend one of our frequent open houses to see how DSM can play a part in your education. We invite you to investigate this exciting health professional career at DSM and learn that the signature of your art is touch. Make DSM the right massage school choice for you!

In Health

  
Nancy Dail, Director





## History

The Downeast School of Massage was established in 1981 for the purpose of training individuals in the health professional career field of Massage Therapy. DSM began with the founder-director, Nancy Dail, and four determined students. As the years have passed, the school has grown with its graduates and the profession. Although the program began with a strong core curriculum of Swedish Massage and related courses, additional courses and program shifts gradually developed, as the vision of the profession became reality. DSM became committed to giving students a quality personal education that included more choice in diverse selections of Shiatsu, Sports Massage, or Body/Mind courses. The class of 1993 was the first to graduate from the new facility. Built with growth in mind, the passive solar building offers a spacious learning environment, as well as a library, supply and bookstore, student lounge, spa, and sauna. Students are able to stroll around the campus trails during breaks and off-hours, seasonally utilizing sneakers or skis. They even enjoy skating on the 30-acre pond. January 1994 launched a new program start: students are now able to start in either September or January. The September program has the widest variety of schedules, including part-time. The January program allows us to run through the summer months and comprises mostly day classes. Excluding guest speakers, currently there are 18 instructors who teach a wide variety of courses and schedules to over 50 students. The year 2006 began with new changes in our concentrations. The Body/Mind content has been absorbed into the core curriculum, and a new Energy Quest concentration was born embracing Polarity, Quantum Touch, and CranioSacral. Clinic and Pathology were increased to reflect national trends. Fall of 2011 ushered in the 49th class to begin their journey toward mastering the art and science of massage therapy

DSM is committed to expanding with the profession to offer its students as many opportunities in the field as possible. Since 1974, Nancy Dail has promoted massage therapy in Maine, nationally, and internationally. She has served on numerous AMTA committees and the National Board. She helped create the AMTA Maine Chapter, the Commission on Massage Training Accreditation, the AMTA Council of Schools, and the AMTA National Sports Massage Team. In 1996 she was selected to work at the Olympic Village Sports Medicine Clinic, where she provided sports massage for athletes from all over the world. Nancy presented for 8 years with the faculty of David Eisenberg's annual Complementary and Integrative Medicine Symposium, sponsored by Harvard Medical in Boston. In September of 1997 she traveled to Belgorod, Russia, and was a keynote speaker at the Sports Medicine Conference at the University of Belgorod and Medical College. Nancy continues to teach workshops internationally for her text *Kinesiology for Manual Therapies* and for her DVD *A Gift of Touch*. Regardless of her outside commitments, Nancy's schedule includes teaching at DSM as a priority. Faculty joins her in commitment to the field, as many are involved in outside professional endeavors and bring their enthusiasm to all classes.

*The Downeast School of Massage continues to serve students, its community, the public, and the profession of massage therapy. DSM celebrates the start of its 50th class with the January 2012 program.*



*"I believe in safe touch...that it will reduce violence...I think massage therapy provides an avenue for security that we have perhaps been missing."*

Nancy W. Dail, quoted in *Down East Magazine*, January 2000

## Philosophy and Goals

*The mission of the Downeast School of Massage is to train individuals in the art and science of therapeutic massage for an entry-level professional career, for continuing education, and for personal growth.* The program content is based not only on meeting the 500-hour minimum required by most states and the National Certification Board, but also on our instructors' and administrators' years of experience in the field and their understanding of the depth and wide range of knowledge and skills that are necessary for practicing massage in a caring, competent manner.

*Open to a holistic philosophy, DSM provides a wide variety of traditional and alternative subjects, giving the students a firm foundation for growth. DSM is committed to expanding with the profession by regularly reviewing and upgrading the school's curriculum. Our goal is to endeavor to provide the highest quality education to individuals enrolled in our programs. DSM wants to promote the field of massage therapy by graduating individuals who have succeeded in fulfilling the program requirements. Therefore, DSM encourages each student to investigate personal growth physically, emotionally, spiritually, and intellectually in a friendly, supportive, country environment.* The curriculum at DSM supports our goals and gives the student choices. Students have the opportunity to add to their skills and knowledge through selecting courses in sports massage, shiatsu, and body/mind therapies to complete their program and learning experience. Each course begins with a syllabus outlining course description, objectives, texts, (required and recommended), evaluation methods, and attendance and make-up policies. The curriculum has been divided into categories of Science and Muscle Courses, Massage & Related Courses, Business, Program Choices, and Miscellaneous Courses to easily access the descriptions presented in this catalog.

## Licensing and Membership

DSM is licensed through the **Department of Education, Higher Education Services of the State of Maine**. As such, we have received funds for students from Vocational Rehabilitation and other state-funded programs.

The Downeast School of Massage is a member of the **Alliance for Massage Therapy Education**. The AFMTE is a national professional organization for schools, faculty, and continuing education providers dedicated to furthering education in the field of massage and bodywork.

**Veterans Administration Educational Benefits.** The programs at DSM are approved for the education of eligible military personnel, veterans, and their dependents under the various educational assistance programs. Programs are reviewed and approved by the State Approving Agency for Veterans' Education Programs, PO Box 355, Winthrop, ME 04364.

**Veterans Refund Policy.** In the event that a veteran of the military service or other eligible person is accepted but does not commence the program, withdraws, or is dismissed therefrom at any time prior to completion, the school maintains the following policy for the refund of the unused portion of tuition, fees, and other charges. Such policy provides that the amount charged to the veteran or eligible person for tuition, fees, and other charges shall not exceed the exact pro rata portion of the total charges for tuition, fees, and other charges that the length of the program completed bears to its total length. The exact pro ration will be determined on the ratio of the number of hours of instruction completed by the student to the total number of instructional hours in the program. School policy will comply with required hours in the program. School policy will comply with required veteran policies for those eligible individuals.

**The American Massage Therapy Association**, a national and international organization for professional massage therapists, was founded in 1943. The



AMTA focuses on continuing education, providing malpractice insurance, and promoting legislation and the profession of massage therapy. DSM encourages membership in the AMTA, to enjoy the support of over 55,000 members and to reap the benefits of the organization.

## Location and Physical Facility

The Downeast School of Massage is located on 95 acres, two miles from US Route 1 on Route 220 North, in the rural community of Waldoboro, Maine. Midway up the coast (this is called "Downeast" in Maine), the school is about 1¼ hours north of Portland and 25 minutes south of Camden. The scenic coastline provides endless natural wonders to explore. Summer promises hiking, camping, boating, swimming, sailing, biking, etc., whereas skiing (XC and downhill), skating, ice-fishing, and snowshoeing are a few of the popular winter sports. The country atmosphere and plentiful wildlife provide a serene environment for learning and growth.

The custom-built three-story saltbox, overlooking a 30-acre pond, has a spacious 8,000 square feet that houses two large training rooms, two dressing rooms, five bathrooms, and one shower, as well as a sauna/spa area, student lounge, book and supply store, well-equipped library and study room, and offices. Materials necessary for teaching and proper training include audio/video equipment, hydrotherapy equipment, skeletons, charts, x-ray viewer, and more.

The Downeast School of Massage is a profit, proprietary school under the corporation of Downeast Health Spa, Inc., officers: President Nancy W. Dail; Vice-President William A. Dail; address P.O. Box 24, Waldoboro, Maine 04572, phone 207-832-5531.

## Lodging and Accommodations

Want to walk to school? The Dail Cottage rests near the school, surrounded by the splendor of Maine woods. The quaint saltbox features a full kitchen, dining area, and living room, plus two bedrooms, each accommodating two students. The Dail Cottage is available on a first-come, first-served basis to students who do not live within commuting distance. Request our Student Housing brochure if it is not included in your catalog packet. Regular tours of the Dail Cottage are given at our frequent open houses. Additionally, there are many nearby guesthouses, short-term apartment rentals, bed and breakfast inns, and other lodging possibilities for overnight or extended stays.



*Dail Cottage offers comfortable, convenient student housing.*





## Administration & Faculty

*DSM encourages staff to create, in a cooperative atmosphere, a mutual feeling of support that will permeate the student body.* Our friendly and helpful administration is dedicated to providing excellent service to students. While our professional staff are committed to ongoing improvements in the school and the program, they are actively involved in establishing and upholding high standards of education and practice.

**Nancy W. Dail, B.A., L.M.T.,** Director

**Suzanne Ash,** Director of Education

**Kim Lewis-Lash, L.M.T.,** Bookkeeper

**Emily A. Waltz, B.S., L.M.T.,** Director of Admissions and Placement, Store Manager, Director of Continuing Education



### Faculty

Kate Anagnostis, B.S., M.Ed., L.M.T., A.T.C.

\*# Sue Cole, L.M.T.

\* Patricia Corscaden, L.M.T.

\*# Nancy W. Dail, B.A., L.M.T.

Zachary Fields, B.F.A., L.M.T.

\* Jeanne Gaudette, L.M.T.

\* Lucy Goulet, M.A., L.M.T.

Crystal McLain, L.M.T.

Eileen Molloy, M.S., R.D., L.D.

\* Raymond Moriyasu, A.B., M.A., L.M.T.

Aloisia Pollock, Certified Reflexologist

Louis M. Pontillo, M.S., L.Ac.

Debra A. Tillou, B.A., D.C.

Dirk B. Vandersloot, M.D., Homeopathic Consultant

Emily Waltz, B.S., L.M.T.

Peter West, B.A., B.S., D.C.

\* Nationally Certified in Therapeutic Massage and Bodywork

# AMTA National Sports Massage Therapist



## Faculty Profiles

DSM offers experienced teachers in the wide variety of subjects presented in our core program, as well as in our electives. *Faculty encourages each student to succeed through individual attention and support. They continually create supportive, imaginative teaching methods for greater student benefit.* The faculty are able to give meaningful, precise feedback to help students make improvements in hands-on work. They are committed to ongoing training through their frequent participation in a wide variety of continuing education programs. Most of all, these talented teachers are able to inspire students to follow their passion.

**Kate Anagnostis, M.S., A.T.C., L.M.T.,** graduated from Ithaca College in health education and athletic training. She received her master's degree in Severe Special Needs from Simmons College. Kate graduated from DSM in 1996, has a massage practice in Brunswick, and is the athletic trainer for Mt. Ararat High School. She is a member of the Maine AMTA sports massage team and is a team teacher for Sports Massage at DSM.

**Sue Cole, L.M.T.,** is Nationally Certified in Therapeutic Massage and Bodywork and in Sports Massage. She attended Northeastern University, Auburn and Onandaga Community College, and University of Maine. Sue

has been involved with elder care for over twenty years and presently volunteers massage time at a nursing care facility. A graduate of DSM, with over 25 years' experience in the business world, Sue, who is certified in orthopedic massage, has her own practice in Waldoboro and teaches Geriatric Massage at DSM.

**Patricia Corscaden, L.M.T.,** is Nationally Certified in Therapeutic Massage and Bodywork. She has been in private practice since graduating from DSM in June of 1994. Patti began studying Lymphatic Drainage Therapy (LDT) with Dr. Bruno Chikly through the Upledger Institute in June of 1997, and has completed three

levels of study. She has completed Level 2 of CranioSacral Therapy and is a third-degree Reiki practitioner. Patti has completed 60 hours of training in oncology massage theory and clinical study. At DSM, Patti teaches The Lymph Zone and Energy Quest (CranioSacral Therapy). She also teaches a continuing education course, Less Is More: Effective and Safe Massage for Your Clients with Cancer, at DSM and in the adult education system. Patti has her private practice in Newcastle, Maine.

**Nancy W. Dail, B.A., L.M.T.**, has a B.A. in Health, Arts, and Science from Goddard College in Vermont. She began her professional career in massage in 1974, combining acupuncture, Aikido, and Western massage, the essence of which is the foundation of technique classes at DSM. Now a leader in her field, she is a member of the AMTA National Sports Massage Team, and is Nationally Certified in Therapeutic Massage and Bodywork. She has served on the AMTA National Board, numerous committees, COMTA, and was Charter President of the Maine Chapter of the AMTA. Nancy participated at the 1996 Atlanta Olympic Games, and presented for 8 years in Boston at the annual Complementary Medicine Symposium. An international representative for massage, she presented at a university in Belgorod, Russia, in the fall of 1997. At home in Waldoboro, Nancy reviews books for the industry, has produced *A Gift of Touch*, the DVD used in the program at DSM, and was the lead author of *Kinesiology for Manual Therapies* published by McGraw-Hill in January of 2010. Nancy is certified in orthopedic massage. She keeps her administrative duties as DSM director in balance by teaching Dimensional Massage, Kinesiology, Ethics, and other related subjects.

**Zachary Fields, B.F.A., L.M.T.**, graduated from the Chicago School of Massage Therapy in 1998 where he studied with internationally known pre-

sender and founder of CSMT, Bob King. In the last nine years he has studied a variety of modalities, including Myofascial Therapy, Thai Massage and CranioSacral. For the past seven years he has assisted Bob King's Myofascial workshops at DSM and the New England AMTA Conference. While working as a massage therapist, he completed a degree in Art Education from the University of Southern Maine in 2004 and now teaches at Mt. Ararat High School in Topsham, Maine. Zachary blends the healing arts and visual arts through teaching and practicing art and massage therapy. He teaches Deep Tissue at DSM.

**Jeanne Gaudette, L.M.T.**, Nationally Certified in Therapeutic Massage and Bodywork, has been a student of the Ayurvedic Sciences since 1971. She received certification in Polarity Therapy in 1985 from the Polarity Center of Boston and studied Neuromuscular Therapy with Paul St. John from 1987 to 1990. Jeanne is a certified instructor of Integral Hatha Yoga and is a member of the Yoga Alliance at the 500-hour level. Currently Jeanne is engaged in ongoing herbal studies from the Native American and Ayurvedic traditions. Her practice in Brooksville, Maine, incorporates East/ West Astrological consultations, Energy, and Yoga Therapies and the offering of herbal oils and creams specific to the individual. Jeanne teaches Polarity and Quantum Touch at DSM.

**Lucy Goulet, M.A., L.M.T.**, Nationally Certified in Therapeutic Massage and Bodywork, began practicing massage in 1973. Beginning at Ananda in Cambridge, Massachusetts, Lucy has studied shiatsu at the Ohashi Institute in New York and is a member of AOBTA and a past president of the Maine AMTA Chapter. Lucy started her practice in Camden, Maine, in 1982 and over the years has had extensive training in Bio-Energetic Therapy, Yoga, Polarity, and NMT. Her vast experience is incorporated in her Shiatsu classes at DSM.

*"DSM has been one of the best experiences of my life. They are unconditionally supportive and loving, helping and teaching any way possible."*

*Miranda Struk*

*Sept 2011*

**Crystal McLain, L.M.T.** is a 2009 graduate of the Downeast School of Massage with a focus in the Energetic modalities. She also has her own practice, Therapeutic Massage by Crystal McLain, located in Bristol. Crystal finds great joy as the instructor for Self-Care and Professional Development, and Business Design, combining her entrepreneurial skills and drive for creating balance.

**Eileen Molloy** is a Registered Dietitian specializing in nutrition education and counseling. She received her bachelor's degree in nutrition from the University of Maine, Orono, and her master's degree from Pennsylvania State University. She is a nutrition educator at Penobscot Bay Medical Center, where she counsels individuals on a wide variety of special diets, provides inservices to community-based programs, and teaches group classes. Eileen teaches Nutrition at DSM.

**Ray Moriyasu** holds a master's degree in counseling and is Nationally Certified in Therapeutic Massage and Bodywork. He has a private practice in Rhode Island. He has been an instructor in the Holistic Counseling Program at Salve Regine University in Newport since 1984 and at Brown University Learning Community since 1985. Ray has taught Chronic Pain at DSM since 1985.

**Aloisia Pollock, Reflexologist**, was Certified by the American Reflexology Certification Board (ARCB) in 1996. She has been practicing since 1988 and currently her practice covers the Jefferson and Damariscotta, Maine, areas. She also owns and operates Sunset Cabins, a vacation spot on Damariscotta Lake. Aloisia is a former president of the Maine Council of Reflexologists and attends international Reflexology conferences. She has a business and education background, studies and instructs Yoga, and has a national sweater business. Aloisia teaches Reflexology at DSM.

**Louis M. Pontillo, M.S., L.Ac.**, has been a student of East Asian philosophy and physical arts for nearly thirty years. He holds a B.S. in Professional Health Sciences, and an M.S. in Oriental Medicine. He is board certified in acupuncture, and licensed in the State of Maine to practice acupuncture and custom Chinese herbal formulas. Louis is an avid practitioner of the martial arts, and loves to share what he practices. He teaches Centering at DSM and lives in Montville with his family.

**Debra A. Tillou, D.C.**, has been in private chiropractic practice since 1985. She practices at Waldoboro Chiro-

practic Center. She and other practitioners at her office incorporate physiotherapy, nutrition, homeopathy, acupuncture, and massage therapy as part of their services. She is a 1973 graduate of New York State University with a B.A. in Psychology, Palmer West College of Chiropractic (1975), and San Francisco College of Acupuncture and Oriental Medicine (1988). Dr. Tillou teaches Integrating Business as part of the Business Panel at DSM.

**Dirk B. Vandersloot, M.D., Homeopath**, graduated from Harvard University and UCLA Medical School. He has served on the teaching staff at Maine Medical Center's Family Practice Residency Program. He has been utilizing homeopathy since 1983, initially as part of his family medicine practice, and now as a full-time consultant at the Center for Health and Healing in Rockland, Maine. Dirk practices meditation and is a Certified Reiki Practitioner. At DSM he teaches Introduction to Homeopathy.

**Emily Waltz, B.S., L.M.T.**, is a 2002 graduate of the University of Rhode Island with a B.S. in Marine Biology and a minor in Arts. Emily is DSM Director of Admissions, director of

Continuing Education, and DSM Store Manager. She graduated from DSM in 2004. Combining her love and knowledge of science, water, and the art of touch, Emily teaches Anatomy, Hydrotherapy, Deep Tissue, Maniken,<sup>®</sup> and supervises Clinic. In her practice, A Touch of Aquarius, she specializes in Swedish Massage, Shiatsu, and hydrotherapy treatments.

**Peter West, D.C.**, operates a chiropractic office in Wiscasset, Maine. He received his B.A. in Biology from the University of Maine, Farmington, and a B.S. and D.C. from the National College of Chiropractic. Dr. West teaches Pathology, Physiology, and Static & Motion Analysis at DSM. He lives with his family in Wiscasset and frequently runs in marathons. He co-teaches Integrating Chiropractic and Massage Therapy workshops with Nancy Dail.



*“The DSM experience is one that you truly can not duplicate anywhere else. All the people you meet, knowledge you learn and skills you eventually practice will lay a foundation for you that will continue to define you for the rest of your life. (This realization is a gratifying feeling. Helping others to help themselves - Thank you for helping me!)”*

*William Dail  
January 2011*



## Course Descriptions

### Science and Muscle Courses

#### **Anatomy and Physiology Curricula Objective**

*To teach a comprehensive understanding of the structure and function of the human body, using experiential and traditional teaching methods.*

#### **Anatomy (57 Hours)**

This course will present an introductory overview of the human body with an emphasis on the skeletal and muscular systems. All the major systems of the body will be described from a gross anatomy and a tissue level perspective. This course will include a lab component for experiential movement to bring anatomy “alive.” At the completion of this course, students will be able to visually identify, manually locate, and label the major components of each system. A 75% minimum grade average is required to pass Anatomy.

#### **Physiology (57 Hours)**

This course will present an overview of physiological processes in the human body. Special emphasis will be on the interrelationships between the musculoskeletal, nervous, and circulatory systems. Students will gain a basic understanding of the function of the human body pertinent to a massage therapy practice. A 75% grade average is needed to pass Physiology.

#### **Pathology Curriculum Objective**

*To teach basic concepts of disease and its relationship to Massage Therapy.*

#### **Pathology (40 Hours)**

Pathology is the study of disease. In this course the student will gain a basic understanding of the concepts of disease, inflammatory response, client assessment, therapeutic evaluation, and when to refer. Special emphasis will be on the integumentary, musculoskeletal, nervous, and circulatory systems. Students will be able to recognize and locate reference material on the pathological processes most likely encountered in a massage therapy practice. A basic introduction to HIV/AIDS, Hepatitis C, and other diseases involving public health will include definitions, precautions, contraindications, and disease awareness. A 75% grade average is needed to pass Pathology.

#### **Kinesiology and Maniken® Muscles Curricula Objectives**

*To facilitate learning the origins, insertions, and actions of muscles and lay a foundation for advanced technique.*

#### **Kinesiology (45 Hours)**

Approximately 100 muscles are taught by lecture, slides, and supervised practice to encourage the student to know where the muscles attach and their actions. Introduction to advanced techniques of Dimensional Massage enables the student to palpate muscles and their attachments, giving a kinesthetic approach to gaining the information. Dimensional Massage incorporates and complements understanding the structure to develop treatment goals with the Swedish techniques taught in the Massage Course. A 75% grade average is required to pass Kinesiology.

#### **Maniken® Muscles (12 Hours lab)**

Developed by Jon Zahourek Systems, Maniken class gives the student the opportunity to build muscles of the extremities using clay on a maniken model. This provides the student with a three dimensional, kinesthetic learning process for understanding muscles. Besides giving a review of the skeletal structure, Maniken Muscles helps the student to perceive the relationship of one muscle to another in terms of depth, superficiality, and attachments. No one needs

### Science and Muscle Courses

Science is the foundation of your art. The development of your palpation skills and the technique utilized is based on the structure. Pehr Hendrik Ling, (1776–1839) the founder of the Swedish system of medical gymnastics, believed that a thorough knowledge of the human body and nature’s laws was a minimum for an intelligent understanding of physical education. Ling studied Anatomy and Physiology at the University of Lund and developed a practice from a scientific position that attempted to explain the cause-and-effect relationships of the healing process. His school was soon attended by allopaths of the era, curious about his success and his techniques. Pathology and Kinesiology were also taught in Ling’s curriculum. The courses described here have been designed specifically to give the DSM student knowledge in the sciences of the human body. The curriculum allows the student to build on that information by reinforcing structure and function in the technique classes.



*Dr. Peter West*

*“DSM embodies what they teach, and provides cutting edge education.”*

*Ken Bureau  
Class of February 2010*

## Massage and Related Courses

Although DSM has a strong foundation in the sciences, the program goes well beyond science, and teaches the student a wide variety of practical experiences. Massage courses begin with a comprehensive presentation of Swedish theory and technique. Integration with other courses during the program enables the student to give a massage treatment designed for the individual, based on the structure, medical history, postural assessment, and problem at hand. Self-Care classes teach the student lessons in stretching, boundaries, communication skills, and self-awareness for physical and emotional needs during school and in practice. Hydrotherapy provides specific applications to the body to add comfort, relaxation, and preparation for massage. Video mechanics classes support the school's position on proper body mechanics to avoid injuries both before and after graduation. Deep Tissue and Static & Motion Analysis advance the student to a greater understanding of technique and structure. Geriatric Massage, Pregnancy Massage, and Children's Clinic show how massage is valuable to specific populations. Reflexology adds to the student's knowledge base to give special emphasis to hands and feet. The clinic ties everything up in a tidy bundle, providing extremely valuable learning experience working on members of the general public who have a variety of conditions, illnesses, and discomforts. DSM students soothe and relax the community. No wonder so many people sign up for clinic participation!

artistic talent, as this course is based on participation and completion of task. This is a Pass/Fail class.

### ☛ Nutrition Curriculum Objective

*To teach an introduction to basic nutritional concepts.*

### Nutrition (6 Hours)

Students will grasp basic nutritional concepts to better understand the philosophy of holistic health and its relationship to massage therapy. Although there is a lot of basic information to get through, time is allowed for special interests and questions. What you eat (or don't eat) and how it affects your health is discussed. Nutrition is Pass/Fail.

## Massage and Related Courses

### ☛ Swedish Massage Curriculum Objectives

*To nurture confidence and personal growth, inspiring more understanding and compassion in the individual. To teach a significant understanding of the value of touch and the psychological implications that accompany all massage work. To impart a holistic understanding of the benefits, effects, and limitations of massage therapy to appropriately refer clients to other health professionals when necessary. To teach a working competence in the practical use of Swedish Massage. To teach proper movement skills for each individual to prevent work-related injuries. To teach a significant introduction to pregnancy massage and to present an opportunity for students to massage children. To give students the opportunity to massage members of the elder population.*

### Swedish Massage (177 Hours)

This is the foundation of techniques taught at DSM. Holistically presented in theory and technique, Swedish is interwoven with other representations of manipulative, soft tissue therapies for the purpose of individualizing treatments. Students will become competent in techniques and learn theory, contraindications, therapeutic benefits, effects, and history of Swedish Massage in relationship to manipulative therapies. Advanced techniques are practiced and supported by Kinesiology. Special classes on headaches and blindfold massage are a part of the massage course curriculum. Video mechanics classes are a support arm of all table technique classes. Students are videotaped so they can actually see themselves practice massage. DSM invites pregnant women to participate in the biannual Pregnancy Massage Clinic. Students learn contraindications and physical support mechanisms by lecture and technique, as well as by demonstration and practice, before the Pregnancy Massage Clinic. The clinic gives the student the opportunity to practice, under supervision, with women in various stages of pregnancy. In another supervised setting, students have the opportunity to practice massage techniques on children at the annual community-supported Children's Massage Clinic. Students learn just how much children love massage! To serve the elder population, students will learn basic information, contraindications, and techniques for working with the elderly. Out-of-class work includes log hours, a massage project, case studies, homework, and four treatments from professional, working therapists. Students must have a 75% grade average to pass Swedish Massage and complete all course requirements.

### ☛ Centering Curriculum Objectives

*To introduce students to the Body/Mind perspective and its relationship to massage therapy. To teach and practice centering techniques that can be easily applied and integrated into the students personal and professional lives.*

### Centering Techniques for Body/Mind (6 Hours)

This course offers students a practical philosophy and set of techniques which help to bring the body/mind into balance, thus promoting physical and emotional healing, relaxation, and well-being. Students will learn concepts and tech-

niques that can be easily applied and integrated into their personal and professional lives. Content includes a variety of breathing and centering techniques, basic movement techniques, mindfulness, biofeedback, self-hypnosis, visualization and imagery, and Concept of 100 Percent Responsibility. Attendance and participation make this course Pass/Fail.

### ☛ Introduction to Self-Care and Professional Development Course

#### Objective

*To explore the emotional and physical challenges and responsibilities encountered while learning to become a professional massage therapist.*

#### Introduction to Self-Care and Professional Development (12 Hours)

Facilitated small-group discussions explore such topics as boundaries, emotional release, trauma issues, injury prevention, sexuality, burnout, dual relationships, money, transference, countertransference, supervision, and communication. The experiences of participants and working professionals are used to gain insights into the complexity of client/therapist relationships. As a formal commitment to good physical health, the student is required to perform and log appropriate forms of exercise during the school year. Attendance, participation, and a paper written and presented are all necessary for completion. This is a Pass/Fail course.

#### Clinic (57 Hours)

Valuable in-class hours offer the student the opportunity to work with the public in a supervised setting. Each year DSM advertises to the community that student massage is available for a reasonable charge, and the response has made the clinic a success. Clinic supervisors work directly with the students, helping with technique, checking medical histories and SOAP notes, developing treatment goals, and monitoring student body mechanics. Clinic participants give feedback to students through evaluation forms. Participation and attendance make this course Pass/Fail.

### ☛ Deep Tissue Therapy Course Objective

*To teach an introduction to deep tissue techniques.*

#### Deep Tissue Therapy (28 Hours)

This course includes an introduction to rehabilitative techniques used to treat chronic pain produced by Myofascial Pain Syndrome (MPS) and muscular dysfunction from injury. The foundation of this class is the research of Ida Rolf, Dr. Janet Travell, Thomas Myers, and Paul St. John, and the effective techniques they developed. Subsequent work done by other practitioners in the field of therapeutic bodywork is incorporated. The techniques used for Deep Tissue Therapy include energy work, exercises in tissue-listening, myofascial release, a variety of energizing movement techniques for personal centering, and client reeducation. Participation and attendance make Deep Tissue Therapy Pass/Fail.

### ☛ Static & Motion Analysis Course Objective

*To provide an introduction to gait analysis and postural assessment.*

#### Static & Motion Analysis (12 Hours)

This course will present a basic overview of the techniques and clinical reasoning behind the assessment of static and motion analysis. Students will learn how to use visual cues in assessing clients' postural holding patterns. Students will participate in gait analysis and learn to differentiate holding patterns through active and passive range of motion testing. This is a practical participation course that links Swedish, Kinesiology, and Deep Tissue courses. It is Pass/Fail.

### ☛ Reflexology Curriculum Objective

*To teach an introduction to Reflexology.*

#### Reflexology (6 Hours)

Students will be able to incorporate Reflexology into a massage treatment. Specific techniques, zone areas, and sequence are taught in order to understand



*Melanie Burns speaking at Graduation, July 2011.*

*"DSM was a challenge but they are geared for the success of every student as individuals academically and personally. I am proud to say I am a graduate of DSM!"*

*Susi McAtee*

*Class of February 2010*



*Jeanne Gaudette*



*"Nancy Dail is a soft tissue genius!" "DSM has given me a deep love and appreciation for massage."*

*Heather Goulette  
September 2011*

## Concentration Choices

To complement the core curriculum, DSM gives the student the opportunity to choose a direction. **Concentration 1** is Sports Massage, **Concentration 2** is Shiatsu, and **Concentration 3** is Energy Quest, which includes Polarity, Craio-Sacral, and Quantum Touch. The choice of Sports Massage, Shiatsu or courses in the Energy Quest concentration is like frosting on a cake. Although it is possible to take everything in all three concentrations all at once, it is generally considered not advisable. Graduates may return at a later date to take these courses separately as continuing education.

reflexology methods, history, and philosophy. Reflexology is Pass/Fail.

### ☛ Hydrotherapy Curriculum Objective

*To teach an introduction to Hydrotherapy.*

#### Hydrotherapy (12 Hours)

Hydrotherapy is the use of water in solid, liquid, or gaseous form. Students experience and learn functional applications of sauna, spa, steam, ice, paraffin, and hydrocollator as used in massage therapy. It includes principles of hydrotherapy and contraindications, as well as salt glows, fomentations, and cold packs. Hydrotherapy is a Pass/Fail course.

### ☛ The Lymph Zone Curriculum Objective

*To introduce students to the modality of Lymphatic Drainage*

#### The Lymph Zone (6 Hours)

The lymphatic system is beautifully complex, yet fluid with a rhythm all its own. Students will enhance their knowledge of lymphatic anatomy and physiology through lecture and hands-on experience. Discussion of edema and lymphedema will also be included. Each student will have the opportunity to feel the lymphatic rhythm and learn self-lymphatic drainage. Attendance and participation make this class Pass/Fail.

### ☛ Introduction to Shiatsu Curriculum Objective

*To teach an introduction to Shiatsu.*

#### Introduction to Shiatsu (6 Hours)

For philosophy and diversity, this mandatory course gives the student an introduction to an Eastern bodywork. Students will be introduced to the basic premise of Oriental Medicine, the 5 principles of Shiatsu, meridian lines, Yin/Yang Theory, Chi or Ki, the hara, and tsubos. Attendance and participation make this course Pass/Fail.

## Concentration Choices

### ☛ Sports Massage Curriculum Objective

*To teach a working competence in event sports massage and an introduction to the assessment and treatment of chronic injuries/conditions using sports massage techniques.*

#### Sports Massage (48 Hours)

The objective of **Concentration 1** is to introduce the student to basic information and techniques in many related areas which are included in the successful practice of Sports Massage. The first two weekends includes pre- and post-event massage, joint mobilization, thermal problems, proprioceptor neuromuscular facilitation, cryotherapy, and other techniques with supervised practical time. Upon completion of the two weekends of classroom instruction plus 12 hours of event time, the student will be able to demonstrate an understanding of the background and principles of event sports massage. The student will be able to display a high degree of familiarity and competency with the techniques of event sports massage. Students are expected to attend planned events as part of the course. It is suggested that students bring shorts, bathing suits, or warm-up clothes for this course. The third weekend will introduce students to specific skills used when assessing chronic injuries/conditions common to active people. A 75% grade average is required to pass Sports Massage.

### ☛ Shiatsu Curriculum Objective

*To teach a working competence in Shiatsu.*

#### Shiatsu (150 Hours)

**Concentration 2** is divided into two levels. The first class is preceded by 6 hours of Introduction to Shiatsu for all students. Shiatsu is the ancient Oriental technique meaning "finger pressure." Oriental philosophy teaches experience with

energy in a totally different format. Level I presents an introduction to the concepts and experience of Shiatsu and lays the foundation for the rest of the course. Students learn about the 14 meridians, Ki (the body's vital energy source), and the Tsubos (pressure points) that are pressed to stimulate Ki and generate healing. Level II provides advanced Oriental techniques with emphasis on practical skills and Chinese medicine, for the purpose of developing the students' abilities to demonstrate competence giving a shiatsu treatment. Students will explore the Element Theory and diagnostic knowledge. Out-of-class case studies, practical clinic experience, and regular homework will help develop student competency. Shiatsu treatments are effective for many symptoms, from physical pain to emotional stress and fatigue. Shiatsu enhances vitality. Students will need a mat, as shiatsu treatments are traditionally practiced on the floor. A 75% grade average is required to pass Shiatsu.

### **☛Energy Quest Curricula Objectives**

*To teach introductions to the modalities of Polarity, Quantum Touch, and CranioSacral Therapy.*

#### **Quantum Touch (6 Hours)**

Quantum Touch (QT) is a hands-on healing modality that is based on the flow of universal life force energy. It is simple to learn, and the effects of the work are profound. Completely non-invasive in nature, QT helps the body by accelerating its healing response, balancing energy, and relieving pain. In this 6-hour introduction to QT, students will learn its basic principles, philosophy, and history. Upon completion of the study, students will be able to employ body awareness meditations, breathing techniques, and hand positions to assist healing in themselves or others in a wide variety of situations. Students will learn that teaching QT to clients can empower them to take an active part in their journey toward optimum wellness. Attendance and participation make this a Pass/Fail course.

#### **CranioSacral Therapy (6 Hours)**

This 6-hour course will introduce the healing modality of CranioSacral Therapy through lecture and hands-on experience. In the early 1900s, the CranioSacral system was discovered by William G. Sutherland, D.O., who believed that there was movement in the cranial bones. Conventional anatomical knowledge and teaching believed that cranial bones were movable only in young infants, and that these bones were solidly fused in adulthood. In the early 1970s, the College of Osteopathic Medicine at Michigan State University began a series of studies to prove or disprove cranial bone movement. The MSU team proved and measured the frequency and amplitude of cranial bone movement in adult living primates. Dr. John Upledger, a member of the MSU cranial team, has since been developing techniques for evaluation and treating the dural membranes. CranioSacral Therapy is a very gentle hands-on technique to detect and correct imbalances or restrictions in the CranioSacral system, thereby encouraging one's own natural healing to be augmented. Attendance and participation make this a Pass/Fail course.

#### **Polarity (14 Hours)**

Polarity Therapy is a holistic, energy-based healing form which encompasses elements of India's ancient Ayurvedic Sciences and the lifelong work of Randolph Stone, D.O., D.C., N.D. The five element frequencies of Ether, Air, Fire, Water and Earth will be explored through meditation and hands-on techniques. Students will learn several methods of palpation, a working knowledge of the Chakra system, and begin to understand their personal body type in accordance with the principles of polarity therapy. Dynamic Polarity exercises and Yogic breathing will help students experience clarity and grounding. Upon course completion, students will be able to apply principles of Polarity Therapy to themselves, give a Polarity treatment, or integrate the techniques into a Swedish Massage session. Attendance and participation make this course Pass/Fail.



*Kate Anagnostis*



## Career Development

Ethics and business courses prepare students to maintain high standards and achieve success. DSM has a variety of courses to stimulate the business side of the career field. The reality is that after the student has combined art with science, he/she has to figure out how to market, promote, and run a business. The courses in career development are designed to walk the student through this process.

*"This has been a realization of a life-long dream. It was everything I hoped for. I have not only learned "how-to" practice massage, but have also learned what type of massage fills my need to care."*

*Tina Lee  
January 2011*



William Dail speaking at October 2011 graduation

## Career Development

### ☛ Career Development Curricula Objective

*To introduce information on business skills necessary either to be successfully self-employed or to work with a health facility or another health professional.*

### Business Design (14 Hours)

This course will present basic business management skills including marketing, bookkeeping, insurance billing, and creative ideas for a successful massage practice. Students will learn about target markets and how to advertise and design a basic office layout. A 75% grade average is required to pass Business Design.

### Business Panel and Integrating Business (3 Hours)

The business panel is composed of visiting massage therapists and guest speakers who represent their experiences to the students. A moderator keeps the discussion rolling and prepares a set of possible questions and scenarios for the group to discuss. This class gives the student the opportunity to listen to and question experienced massage therapists who have different target markets and a variety of practices in the field of massage therapy and bodywork. Discussion will include information on how massage therapy can be integrated with other health care modalities. Attendance and participation make this class Pass/Fail.

### The Art of Public Presentations (3 Hours)

This class centers on how to present information on massage therapy to a group. Students will receive a variety of marketing presentation outlines to help promote their massage therapy practices. All participants will be guided through a seated massage exchange. Public speaking and techniques utilized to help dispel the fear of presenting to a group will be explored. Attendance and participation make this class Pass/Fail.

### ☛ Ethics Curriculum Objective

*To instill ethics as an integrated philosophy with massage therapy to properly prepare the individual for the professional aspects of the career.*

### Ethics (6 Hours)

*"Ethics is the process by which we sort out what best creates inner and outer harmony in our lives."* Kylea Taylor, **The Ethics of Caring**. Classes include lecture on the philosophy and science of ethics and its relationship to massage therapy, clients, and other health professionals. Group participation includes solving ethical dilemmas and presenting "answers" to the entire class for further discussion. Students will be able to define ethics and will explore a variety of codes of ethics from the field of Massage Therapy. Attendance and participation make Ethics Pass/Fail.

## Miscellaneous Courses

### ☛ Introduction to Chronic Pain Curriculum Objective

*To provide an introductory class in the broad topic of Chronic Pain*

### Introduction to Chronic Pain (3 Hours)

Lecture teaches a basic understanding of the definition of chronic pain and how to support clients who deal with it daily. Chronic pain is the category where we as massage therapists are the most successful, but have the most failure. Understanding chronic pain will be a life-long goal in your practice. Attendance and participation are required for a Pass/Fail grade.

### ☛ Introduction to Homeopathy Curriculum Objective

*To provide an introductory class to review the principles, philosophy and applications of homeopathy.*

### Introduction to Homeopathy (3 Hours)

This introductory class will review the principles, philosophy, and application of homeopathy. Case examples will be given, which will clarify the relationship of homeopathy to massage therapy. Attendance and participation are required for a Pass/Fail.

## Continuing Education and Electives

DSM offers electives and continuing education in order to present a holistic approach to learning. Any of the three programs can be taken as an elective or for continuing education and are individually priced according to length, design, and purpose. Shiatsu may be taken in its entirety or in two sections.

Special guest workshops, certification programs, and other continuing education options are also open to graduates and professional massage therapists. Guest speakers from all over the world have presented on a wide variety of subjects at DSM. Curriculum, special electives, continuing education, programs, and dates are subject to change. In the event that school is closed due to inclement weather conditions, students and continuing education participants will be informed. **DSM is approved by the National Certification Board for Therapeutic Massage and Bodywork (NCBTMB) as a continuing education provider.** Check out our Web site at [www.downtownschoolofmassage.net](http://www.downtownschoolofmassage.net) and click on the continuing education button for a full calendar and descriptions of workshops.

### ☛ Reflexology Curriculum Objectives

*To train the student to give a competent Reflexology treatment of the feet, hands, and ears.*

### Reflexology Certification (50 Hours)

Upon completion of this course the student will receive a certificate documenting 300 hours of Reflexology instruction and practice. Coupled with the DSM curriculum, the Reflexology program will exceed and fulfill standards as set by a national Reflexology commission. Of the 300 hours, 170 are met by the DSM curriculum for massage therapy. These hours include Reflexology, Anatomy, Physiology, Postural Assessment, Pathology, Ethics, and related subjects in the core curriculum. Additional hours represent more instruction on the history, theory and practice of Reflexology of the feet, hands, and ears, clinical practice, one-on-one practice with the instructor and independent practice with documentation. A 75% grade average is required to pass this Reflexology Certification.



## Miscellaneous Courses

Rounding out the curriculum are courses that enhance all the programs. Introduction (6 hours) is mandatory for all students. Orientation is an important time to introduce the program to students and discuss the curriculum, schedules, and policies of the school. Books are distributed, and it is a time to get to know your new classmates, as well as teachers and administration. The program reflects the growing interest in holistic health, as evidenced by inclusion of coursework in homeopathy and the emotional and physical components of chronic pain and trauma.



*"I hope to keep Nancy Dail's enthusiasm and passion with me always. How lucky I am to have found my way to this school! I've been inspired, nurtured, been instructed and have been made to feel like part of a family."*

*Nancy Toperzer*

*January 2011*



# Schedules for Core Curriculum



There are two class-start dates at DSM each year:

1. **September.** Students starting in September can choose between a 1-year (full-time) or a 2-year (part-time) schedule.
2. **January.** Students in the January class participate in a 1-year (full-time) schedule only.

## 1. SEPTEMBER 2012

### A. 1-Year (Full-Time) Schedule over 10 Months

Classes begin September 10, 2012, and end July 20, 2013.

Full-time September option:

Mon.	6:30 - 9:30 pm	3 hrs
Tues.	6:30 - 9:30 pm	3 hrs
Wed.	9 am - 12 pm	3 hrs
	1 - 4 pm	3 hrs

**12 hrs total**

### B. 2-Year (Part-Time) Schedule over Two 10-Month Periods

#### **1st-Year Schedule**

The first-year schedule begins with the 1-year students on September 10, 2012, and ends in June 2013.

Mon.	6:30 - 9:30 pm	3 hrs
Tues.	6:30 - 9:30 pm	3 hrs

**6 hrs total**

#### **2nd-Year Schedule**

The second-year schedule begins in September 2013 with the full-time students of the September 2013 class and ends in July 2014.

Wed.	9 am - 12 pm	3 hrs
	1 - 4 pm	3 hrs

**6 hrs total**

## 2. JANUARY 2013

### Schedule over 10 months for January 2013

The January classes begin January 28, 2013, and end October 26, 2013.

*Mon.	10 am - 1 pm	3 hrs
	2 - 5 pm	3 hrs

\* Some Mondays also 6 - 9 pm

Tues.	10 am - 1 pm	3 hrs
	2 - 5 pm	3 hrs

**12 hrs total**

The schedules described above are the basic schedules for each class. Please note that additional in-class hours are scheduled at other times. This includes a number of Monday evenings (6–9 pm) for the January class schedule.

1. These include over 100 hours of core curriculum hours. For example, clinic which takes place in spring and summer on many Wednesdays, Thursdays, Fridays, and Saturdays from 9 am–5 pm. (Each student signs up for 57 hours of available clinic time that suits his/her schedule.) Other miscellaneous courses take place on weekends and (additional) evenings. These are included on the schedule that each student receives prior to the start of school.
2. Areas of Concentration. Each student selects a concentration. Classes for areas of concentration are held at times other than those described above. Each student attends only those classes that apply to his/her particular program (unless he/she chooses to take another concentration as an elective).

**Concentration 1 (Sports):** Students attend three weekends in spring (36 hours) and must participate in 12 hours of supervised event sports massage.

**Concentration 2 (Shiatsu):** Classes are held on Thursdays and four Fridays, from January through July from 9 am–4 pm (with a one-hour break for lunch) for a total of 25 weeks (150 hours).

**Concentration 3 (Energy Quest):** Polarity classes (14 hours) are held on two Saturdays in late spring, CranioSacral (6 hours) is held in March, and Quantum Touch (6 hours) is held in April.

## School Calendar

The flexibility in schedules helps students to address traveling distances and integrate work commitments with their education. The Director of Admissions discusses each student's schedule in detail with him or her during an interview prior to acceptance at DSM. The calendar, requirements for graduation, and DSM policies are also discussed on the first day of school.

### Vacation and Holiday Schedule for September 2012 and January 2013 Classes

#### September 2012-2013 Calendar

September 10, 2012	Classes Begin
November 21–25, 2012	Thanksgiving Vacation
Dec. 17, 2012–Jan. 1, 2013	Holiday Vacation
February 18–24, 2013	Winter Vacation
May 27, 2013	Memorial Day
June 3–9, 2013	June Vacation
July 4, 2013	Independence Day
July 9–10, 2013	Finals
July 20, 2013	Graduation

#### January 2013 Calendar

January 28, 2013	Classes Begin
February 18–24, 2013	Winter Vacation
May 27, 2013	Memorial Day
June 3–9, 2013	June Vacation
July 4, 2013	Independence Day
July 22–August 4, 2013	Summer Vacation
September 2–3, 2013	Labor Day Break
October 14–15, 2013	Finals
October 26, 2013	Graduation

*DSM reserves the right to change policies, requirements, hours, and schedules at any time during the school term. Students will be notified in writing of any changes.*

## Programs at a Glance

Required Courses	Hrs	Lecture	Practical	Concentrations		
				1 Sports	2 Shiatsu	3 Energy Quest
<b>Science &amp; Muscle Courses</b>						
Anatomy	57	43	14	* Sports	* Shiatsu	* Polarity
Physiology	57	57		Massage	150 hrs.	14 hrs.
Pathology	40	40		48 hrs.		
Kinesiology	45	30	15			Cranio-Sacral
Maniken® Muscles	12		12			6 hrs.
* Nutrition	6	6				
<b>Massage &amp; Related Courses</b>						
* Swedish Massage (Includes 177 Pregnancy Massage, Children's Massage, and Geriatric Massage)		24	153			Quantum Touch 6 hrs.
* Centering	6		6			
* Self-Care	12	8	4			
* Clinic (total of 8 days)	57	1	56			
* Deep Tissue	28	10	18			
* Static & Motion Analysis	12	6	6			
* Introduction to Shiatsu	6	1	5			
* Introduction to Reflexology	6	2	4			
Hydrotherapy	12	2	10			
* The Lymph Zone	6	3	3			
<b>Career Development</b>						
* Business Design	14	14				
* Business Panel and Integrating Business	3	3				
The Art of Public Presentations	3	3				
* Ethics	6	3	3			
<b>Miscellaneous Courses</b>						
* Chronic Pain	3	3				
* Intro. to Homeopathy	3	3				
Introduction	6	6				
<b>HOURS</b>	<b>577</b>	<b>268</b>	<b>309</b>	<b>48</b>	<b>150</b>	<b>26</b>
<b>TOTAL PROGRAM HOURS</b>				<b>625</b>	<b>727</b>	<b>603</b>

There are some scheduling differences between the September and January options.

\* Some of these classes may be held on weekends or at times other than the regular schedule.

\*\* See Graduation Requirements, transfer credit only.

**Please note that required practical hours outside classes include log hours, case studies, and professional massages. Specific concentrations may require additional outside hours.**





# Admissions



Emily Waltz, Director of Admissions

## Prerequisites

Students must be a minimum of 18 years of age with a high school degree or equivalent; no other age limits or age discrimination. Students must receive a professional massage before acceptance to the program. Students should be in good physical and mental health and be of high moral character. Students are accepted according to available space, without regard to gender, color, creed, race, religion, national origin, marital status, sexual orientation, or disability.

## School Visitation and Admissions Procedure

We welcome prospective students to make an appointment to visit the school. It is strongly suggested that each individual interested in the school attend one of DSM's frequent open houses. During that time, students will meet some of the staff, tour the facility, perhaps view classes in session, and discuss entrance into the program. For upcoming open house dates and times, or to sign up for an open house, please call the school Monday - Friday, 9 am - 5 pm. Recorded messages received after hours will be answered in a timely manner. To apply, fill out the application on page 27 and mail to DSM with:

Non-refundable application fee	\$ 50.00
Registration	100.00
Deposit	200.00
<b>Total</b>	<b>\$350.00</b>

After receiving the completed application and fees, the Director of Admissions will contact the applicant for an interview. The interview/visit is an important time for the Director of Admissions and the applicant to question each other for pertinent information. Upon acceptance, students will receive notification and an enrollment contract for the desired program. The remaining balance, depending on the desired program, is due according to the terms of the student's financial contract. There is a \$10-per-month interest charge and a one-time, non-refundable \$20 Credit Application Fee for monthly payment plans. Interest fees will be prorated for monthly plans, should the student pay off early.

## Tuition and Costs

### Swedish Massage and Sports

Tuition	\$9402.00
Registration	100.00
Deposit	200.00
Application Fee	50.00
<b>Total</b>	<b>\$9752.00</b>

### Swedish Massage and Shiatsu

Tuition	\$10,692.00
Registration	100.00
Deposit	200.00
Application Fee	50.00
<b>Total</b>	<b>\$11,042.00</b>

### Swedish Massage and Energy Quest

Tuition	\$8,937.00
Registration	100.00
Deposit	200.00
Application Fee	50.00
<b>Total</b>	<b>\$9,287.00</b>

## Miscellaneous Fees

### General

- **Returned Check Fee.** There is a \$30 fee for any returned check.

### Tuition Related

- **Payment Plan Application Fee.** In addition to interest, there is a \$25 additional fee for initiating a payment plan.
- **Payment-Plan Interest.** There is a payment-plan interest fee of \$100 for one-year students (10 equal payments) and \$200 for two-year students (20 equal payments). Interest fees are included in monthly payment-plan installments for those students for whom that option has been approved.

### Program Related

- **Full tuition must be paid for any course or portion of a course that is retaken.**

- **Transfer of Credit Fee.** The minimum fee for transfer of course credit is \$50.00. A portfolio review incurs a fee of \$30 an hour. There is a non-refundable fee for each exam(s) necessary to determine whether or not credit will be granted for all or part of any request. This fee is \$25 for a written exam and \$50 for a practical exam/evaluation. A fee of \$30 per hour may also be necessary for the time it takes the instructor to create a comprehensive exam or modify an existing exam. A charge of \$1 is also incurred for each hour of credit awarded.
- **Transfer Schedule Fee.** Students are charged a \$100 fee for changing schedules. If the transfer results in a change of graduation date, a Delayed Graduation Fee also applies.

## Miscellaneous Fees, continued

- **Transfer Program Fee.** Students are charged a \$100 fee for changing programs.
- **Delayed Graduation Fee.** Students are charged a minimum fee of \$100 for a delayed graduation, if all graduation requirements are not met by the scheduled graduation date. If any coursework remains incomplete one month after graduation, a fee of \$100 per month is charged for each additional month that graduation is delayed. (This situation does not apply if graduation is delayed because a course is being retaken.) NOTE: All coursework for any course-except short courses-must be complete within 150% of the original time frame of that course in order to pass the course.
- **Leave of Absence Fee.** A fee of \$100 is charged for an approved leave of absence. Please note that a leave of absence may not extend past 6 months. An additional \$50 fee for a practical evaluation may be required upon reenrollment.

### Course Related

- **Make-Up/Retake Fee.** There is a \$15 fee for making up or retaking a missed test or quiz - a \$25 fee for a written final exam or practical test. A minimum \$30 per hour fee is charged for making up any hands-on class-work. Final practical exams and/or evaluations incur a \$50 fee. Fees must be paid at time of the retake or make-up.
- **Course Retake Fee.** There is an administrative fee of \$25 for each course that a student must retake. Full tuition must be paid for any course that is retaken.
- **Missed Clinic Fee.** Should a student miss a scheduled clinic time without finding a replacement, he/she will be charged the cost of each scheduled time missed and be required to make up the session.
- **Overdue Book Fee.** There is a 25-cent fine for each day a book is overdue.

### Graduation & After

- **Graduation Fee.** There is a \$50 fee for graduation.
- **Duplicate Diploma Fee.** Each graduate is provided with one completed diploma upon graduation. \$15 will be charged for each additional diploma requested thereafter.
- **Duplicate Transcript Fee.** Each graduate is provided with a transcript upon graduation. A \$15 fee will be charged for each additional transcript requested.

*A complete list of miscellaneous fees that could be incurred is located in the DSM Student Handbook.*

## Additional Costs

The following items are estimated costs incurred during the school year (unless otherwise noted). These costs are in addition to tuition and are not included in the DSM Refund Policy. Students are required to buy their own books, tables, supplies, blood pressure cuffs, stethoscopes, linens, and office supplies. Most required books are available through the school, as are lotions and oils. There are many innovative tables on the market today; DSM distributes information and arranges sales through leading table companies.

* Books and Manuals (purchased before 1st class)	\$750.00
Four Professional Massages (outside class hrs)	\$180.00
Massage Table & Accessories (approx.)	\$600.00-1000.00
Lotion & Oil, 2 gallons each (for entire program)	\$150.00
Linen	\$120.00
Thermophore (optional)	\$ 70.00
BP Cuff	\$ 30.00
Stethoscope	\$ 15.00
** AMTA Student Membership (payable to AMTA, due two weeks after start of school)	\$45.00
*** Graduation Fee	\$ 50.00
Shiatsu Mat (Program II only)	\$140.00
FA/CPR	\$ 50.00
* Due first day of school	
** Payable to AMTA and due two weeks after start of school	
*** See Miscellaneous Fees, beginning on page 18.	





## Refund/Withdrawal Policy

- **Termination Date.** The termination date for refund computation purposes is the last date of actual attendance by the student.
- **Rejection.** An applicant rejected by the school shall be entitled to a refund of moneys paid with the exception of the application fee.
- **Three-day Cancellation.** All moneys paid by the applicant will be refunded if requested within three business days after signing an enrollment contract and making initial payment.
- **Other Cancellation.** Any applicant withdrawing before acceptance and before start of program shall be entitled to a refund of all moneys paid minus the application fee.
- **Right to Cancel.** The applicant or student has the right to cancel and withdraw from the program at any time, following the guidelines of the refund policy and enrollment contract.
- **Student Withdrawal.** The DSM withdrawal policy applies based on the number of weeks of the program completed by the student.
  - ✓ Any applicant requesting cancellation before entering school and starting the program, after sign-

ing the enrollment contract and after three-day cancellation, shall be entitled to a refund of all moneys paid, less the registration and application fees.

- ✓ **Initial Participation** For a student terminating training after entering school and completing less than 10% of the program, charges made by the school shall not exceed 10% of the tuition and deposit for the program, plus the registration and application fees.
- ✓ **After 10% of the Program** For a student terminating training after completing 10% of the program but within the first 25% of the program, the charges made by the school shall not exceed 25% of the tuition and deposit for the program, plus the registration and application fees.
- ✓ **After 25% of the Program** For a student terminating training after completing 25% of the program but within the first 50% of the program, the charges made by the school shall not exceed 50% of the tuition and deposit for program, plus the registration and application fees.
- ✓ **After 50% of the Program** For a student terminating training after completing 50% of the program,



Suzanne Ash and Patti Corscaden

the school may retain 100% of the stated tuition and deposit, plus the registration and application fees.

**NOTE:** Student Payment Programs. For a student terminating training after completing 50% of the program, all unpaid payments will be paid to the school on pre-planned dates as contracted with the student.

- **Student Dismissal.** For a dismissed student, refunded tuition will follow the same guidelines as those for students who withdraw.
- **Cancellation of Course.** In the event of cancellation of a course, tuition will be refunded unless the classes are replaced by comparable hours.
- **Finance charges, textbooks, manuals, lab fees, massage table, and supplies consumed are in addition to tuition.**



*"DSM has helped to inspire me and encouraged me to work in the field."*

*Ivan Gordon  
September 2011*



## General Information

### Class Size

Class size depends on whether it is a practical or lecture class. Practical classes have a maximum size of 30 students, while lecture classes may combine students to more than 40. Larger practical classes have more instructors and assistants, resulting in a ratio of working students to instructors of no more than 10:1.

### Transfer of Credit Policy

Credit for prior learning is granted only when it can be determined that the course work taken at another institution is substantially equivalent to the course(s) in our program for which the applicant or student seeks credit, and when the prior learning was achieved at a recognized school, as defined below. Each request for credit for prior learning is considered on an individual basis. The Director is responsible for determining the amount of credit that will be granted, according to the following guidelines:

If a student has attended a vocational school accredited by COMTA, ACCSCT, ACCET, or NACCAS, a state-approved massage therapy school; an accredited community college, or a 4-year college or university within 3 years previous to the acceptance into the DSM program, he/she may apply for credit for prior learning. The number of contact hours of the transfer course must meet or exceed the number of hours of the course offered by DSM. The student must arrange for DSM to receive an official transcript from the institution where the course was taken, and in some cases the institution will also be asked for a detailed description of the course content. Depending on the topics and the courses included in the student's request for credit, he/she will be required to take a practical and/or written exam for each course. The instructor of a course under consideration will design the exam. Based on the results of the exam(s), the

Director will determine whether credit will be granted for all or part of the request. All other courses must be taken in their entirety.

Any transfer of credit must be completed prior to the start of the course. No one is allowed to test out once the course has started. No refunds are given for transfer credit. See the *DSM Student Handbook* for further details.

### Substance Abuse Policy

Students are prohibited from using, abusing, possessing, exchanging, selling and/or distributing controlled substances (illicit drugs), and/or unlawful use of alcohol, while on school premises or while engaged in any school-sponsored activity. Students are also prohibited from attending classes or class-related activities while under the influence of alcohol or illegal drugs. DSM requires students using any medication to inform the school of the medication and its reasons and notify the school at termination of such usage.

### State Licensure for Massage Therapy

Graduates need only submit a completed application to the State of Maine in order to obtain a Maine license to practice massage therapy as an LMT. Requirements may vary in other states. Specific information is in the *DSM Student Handbook*.



*Patti Corscaden, Bruce Hopkins, and Tracy Walton*



*David Lauterstein workshop*



## Attendance Policy

It is in a student's best interests to attend all classes on time. Attendance and punctuality are part of responsible and professional behavior. All grade criteria for individual courses require a component of attendance. DSM chooses to support perfect attendance (no absences, no tardies, no early dismissals) by incorporating policies on attendance in course syllabi. Actual hours present in class are recorded. Three tardies of up to one hour late constitute one absence. Make-up work may be necessary for any tardy, depending on the material missed. Three late arrivals constitute one absence. Leaving class early may constitute an absence. DSM acknowledges that absences may be unavoidable due to personal or family health reasons or to a number of other valid circumstances. In order to promote better communication, we do ask that students call the school about an absence. Students must attend at least 85 percent of each course and must follow DSM make-up policies.

For shorter courses of 16 hours or less, students must attend the entire course. Please note that it may not be possible to make up hours without

retaking the missed hours at the next scheduled opportunity. Individual circumstances will be reviewed by the instructor and/or the Director of Education.

For longer courses with a significant experiential component, attendance with non-participation is also limited, due to the significance of participation in these classes. Make-up may be mandatory for any absenteeism or non-participation, depending on the material covered in the classes involved.

## Leave of Absence Policy

A leave of absence may be granted only at the discretion of the Director. It may not extend past six months.

## Make-Up Work Policy

Make-up work is the responsibility of the student, and is allowed for approved situations. If a student is not present for a class, an absence is entered into the attendance record. The student is expected to contact DSM as soon as possible regarding an absence. Make-up work must be completed within 14 calendar days, keeping in mind the DSM attendance policy.

To make up missed work, a student must:

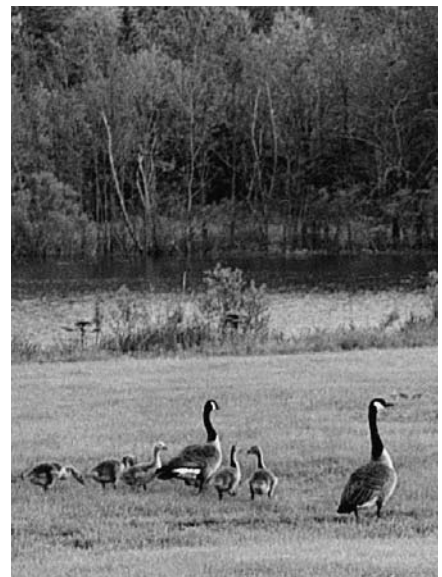
1. Obtain the form DSM Make-Up Work Contract from instructor or administration.
2. Contact instructor to receive instructions if form is received from administration.
3. Complete work according to directions given by instructor and the form.
4. On return to school, present form, with made-up work on each class missed, to appropriate instructor.

Please see *DSM Student Handbook* for policies regarding make-up/retake of quizzes and tests. No diploma will be granted until all course requirements are met. Additional costs may be incurred during this make-up process.



Moose Meadow Pond

photo courtesy [www.leighkelly.com](http://www.leighkelly.com)





## Satisfactory Progress

In order to maintain satisfactory progress toward a DSM diploma, students are required to:

1. Maintain a minimum grade average of 75% in a 100-point system.

93-100	A
84-92	B
75-83	C
Below 75	Fail
2. Pass all Pass/Fail courses.
3. Complete the program in the time frame for which they have enrolled.
4. Compile the minimum of clock hours required in each program. The COMTA definition of a clock hour states that “a clock hour is defined as a 60-minute block of time consisting of a minimum of 50 minutes of instruction with appropriate breaks.”

All grades have an attendance and participation component. Evaluation methods and performance standards for each course are specified on its syllabus.

According to DSM policy, make-up work for a missed class must be completed within 14 days to receive credit (see Make-Up Work Policy on page 22), unless other arrangements have been made with the instructor and/or Director of Education. If additional time is needed to complete an assignment or other course requirement, a student must make arrangements for an extension with the instructor and/or Director of Education. All coursework for any course (except short courses) **must** be completed within 150% of the original time frame of that course in order for the student to pass the course (unless a leave of absence has been arranged).

### Prerequisites

**Kinesiology.** A student must have a passing grade in Anatomy to commence Kinesiology and must pass the course in order to continue in Kinesiology.

**Pathology.** A student may not participate in Pathology if he/she fails both Anatomy and Physiology.

**Swedish Massage II.** A student must also have passed Anatomy to proceed to Swedish Massage II. Satisfactory completion of Swedish Massage I is also a pre-

requisite for Swedish Massage II. If a student has received permission for an extension but is unable to complete course requirements for Swedish Massage I before Swedish Massage II commences, he/she may appeal to a review panel. This process incurs a fee of \$100. These exceptions are granted on a case-by-case basis. This process must be addressed before Swedish Massage II begins. An appeal form may be obtained from the instructor or the Director of Education.

### Incomplete Policy

If a student does not complete all required course material or attend a sufficient number of classes by the end of the course, he/she will receive an incomplete. The time the student has to complete said coursework will be up to the instructor and Director of Education. That work must be completed before the end of the enrolled program. If the student does not complete all work required by the date established he/she will receive a failing grade for the course. No academic credit is given for a course from which a student withdraws. Full tuition must be paid for any course that is retaken.

### Probation and Dismissal Policy

**Probation** indicates that a student may continue under certain conditions for a specific period of time. A student may be placed on probation for:

1. Failure to follow Student Code of Ethics.
2. Failure to make satisfactory academic progress.
3. Failure to make up-to-date tuition payments.
4. Failure to have a complete student file.
5. Failure to comply with DSM Attendance Policy.

The Director has the responsibility of probationary action.

**Dismissal** indicates that a student must withdraw from the school program, and may not reapply for at least one year or more, as determined by the Director and appointed disciplinary committee. A

student may be dismissed for:

1. Failure to follow Student Code of Ethics.
2. Failure to complete probationary requirements.
3. Failure to make tuition payments up to date.
4. Failure to keep grades at a 75% minimum in all courses.
5. Failure to comply with DSM Attendance Policy.

### Graduation Requirements

Graduation diplomas are awarded after all of the following criteria are met:

1. Completion of all required coursework as specified in each course syllabus. (Note: The minimum passing course grade is 75%.)
2. Pass all Pass/Fail courses
3. Timely payment-in-full of all tuition and fees. All fees must be paid prior to taking final practical exams.
4. Compliance with all rules and regulations of the school, including maintaining professional standards of conduct at all times.
5. Library materials, books, etc., must be returned to the school before graduation.
6. Any student who has not completed his/her graduation requirements, other than the regularly scheduled final massage practical, two weeks prior to the graduation date will not be allowed to participate in the official graduation ceremony. Students may participate in the graduation ceremony of the class in which they complete their work.

### Grievance Procedure

In the event of any grievance or complaint, it is appropriate for the parties involved to resolve the problem in a manner that is professional and respectful of each individual. Toward that end, they should meet together first. Should the matter need further intervention, the Director of Education will work with both parties for a mutually satisfactory solution. The final course of action is to bring the situation before a disciplinary committee. In the unlikely event of an unresolvable complaint, it is possible for the matter to be carried as far as COMTA, but only after every effort has been made to resolve the problem at DSM. See the *DSM Student Handbook* for outlined details.



## Student Code of Ethics

Positive ethical behavior is expected of all students enrolled in any DSM program or continuing education course. Students must follow all school policies, which include:

1. Students must dress modestly and appropriately while attending classes, following DSM's Student Attire Policy.
2. Students must follow DSM's Attendance Policy.
3. Students may not engage in any sexual activity on the campus.
4. Sexual harassment or innuendoes are not allowed at any time at DSM.
5. Students must maintain acceptable personal hygiene.
6. Smoking is not allowed inside the school building or on school grounds.
7. Students may not violate the DSM Substance Abuse Policy.
8. Students must use professional draping procedures in all massage classes and clinics.
9. Students must follow DSM's policy on draping.
10. Students may not cheat on exams or homework, or plagiarize papers.
11. Students may not be disruptive in classrooms or on school grounds



*Tom Myers workshop.*

and must treat fellow students and teachers with respect.

12. Student use of DSM credentials and/or name before all graduation requirements are met is prohibited unless approved by appropriate administrative staff.
13. Students must respect the property of DSM and obtain permission before using or taking any property owned by DSM or by school personnel.
14. Students must follow DSM's policies on confidentiality.
15. Students must work with clinic clients in a professional and ethical manner and comply with all policies concerning the clinic experience.
16. Violent behavior and abusive language are prohibited at DSM.
17. Students must follow the Infections, Diseases, and Conditions Policy.
18. Students must understand and follow the policy on receiving compensation for massage.
19. Students must understand and comply with Student Responsibilities.



20. Students must refrain from any ethnic remarks or prejudicial remarks or actions.
21. Behavior that could cause public comment that is detrimental to the school or profession is prohibited.
22. Students must use the title "Student of Massage" prior to graduation. According to L.D. 1525, Chapter 681, subsection 14306-C, "A person may not, unless specifically exempted by this chapter, claim to be a massage therapist or a massage practitioner unless licensed in accordance with this chapter." Students may apply for licensure after graduation.
23. Solicitation is not allowed at DSM, either on school property or at any school-sponsored events. Solicitation is not allowed at any events requiring student participation away from school property. Such behavior reflects on the school as well as the profession.



*David Lauterstein workshop.*



## Student Services

### Student Files

Student files are secured by the Director of Admissions or Director of Education. A student may request to access his/her file through the Director of Admissions or the Director of Education. All student files are considered confidential, and are accessible only to the individual student and authorized personnel of DSM unless the student has signed a release of information form.

### Tutoring Policy

Tutoring for students in need of additional help is available from appropriate instructors and assistants at a charge of \$20 per hour for lecture, to a minimum of \$30 per hour for hands-on classwork, and \$5 per hour for each student participating in group tutoring. The student pays all tutoring fees directly to the instructor.

Student tutorial needs are based on notification by student to instructor, recommendation from the Director of Education, or by substandard performance. Tutorial services can be

used for make-up in special circumstances, as determined appropriate by the instructors and the Director of Education.

### Placement

DSM supports graduates by passing along referrals on any job opportunities that become known to the school. These announcements are placed on the school bulletin board and are published in *IN TOUCH*, the school newsletter. Most graduates set up a self-employed business; however, DSM encourages a variety of experiences and is aware that there are no guarantees of profitable employment, self or otherwise. Therefore, DSM is willing to do as much as possible to help graduates find employment, and every inquiry that comes to the Director of Placement is followed through as thoroughly as possible.

In addition, all DSM students graduate with business skills to help them develop their own practices or find work, i.e., resume-writing, knowledge of massage, professional organization, etc. DSM has a record of past,

present, and potential employers to which students and graduates may have access.

The alumni are helping the school by notifying us when they change or obtain new jobs. DSM also periodically checks with employers on graduates' work. Since there is no saturation of Massage Therapists, the vast majority of our graduates are able to find work within the field. Jobs vary widely from health spas, Olympic Team Massage, Infant and Pregnancy Massage, to cruise ship opportunities, Corporate Massage and Equine Massage. Many health professionals are incorporating their medical backgrounds with Massage. A high percentage of DSM graduates are in full-time, private practice; others have chosen a part-time career.

DSM helps guide the student with course choices in order to provide the background for career expectations. Students need a firm educational foundation in order to support a successful practice. That process begins at the Downeast School of Massage.

### DSM Store

We are dedicated to providing quality therapeutic supplies and alternative products for the enhancement of professional growth and personal holistic health.

The DSM Store carries a wide variety of essential products including music, cards, lotions, oils, creams, aromatherapy supplies, massage tables and chairs, and much more.

E-mail, call, or write for more information. Store hours: Monday 10 am - 5 pm, Tuesday through Friday 9 am - 5 pm. The store may be opened at other times by appointment. Visit the DSM Store on the Web 24/7 at [www.dsmstore.net](http://www.dsmstore.net). E-mail: [dsmstore@dsmstore.net](mailto:dsmstore@dsmstore.net)

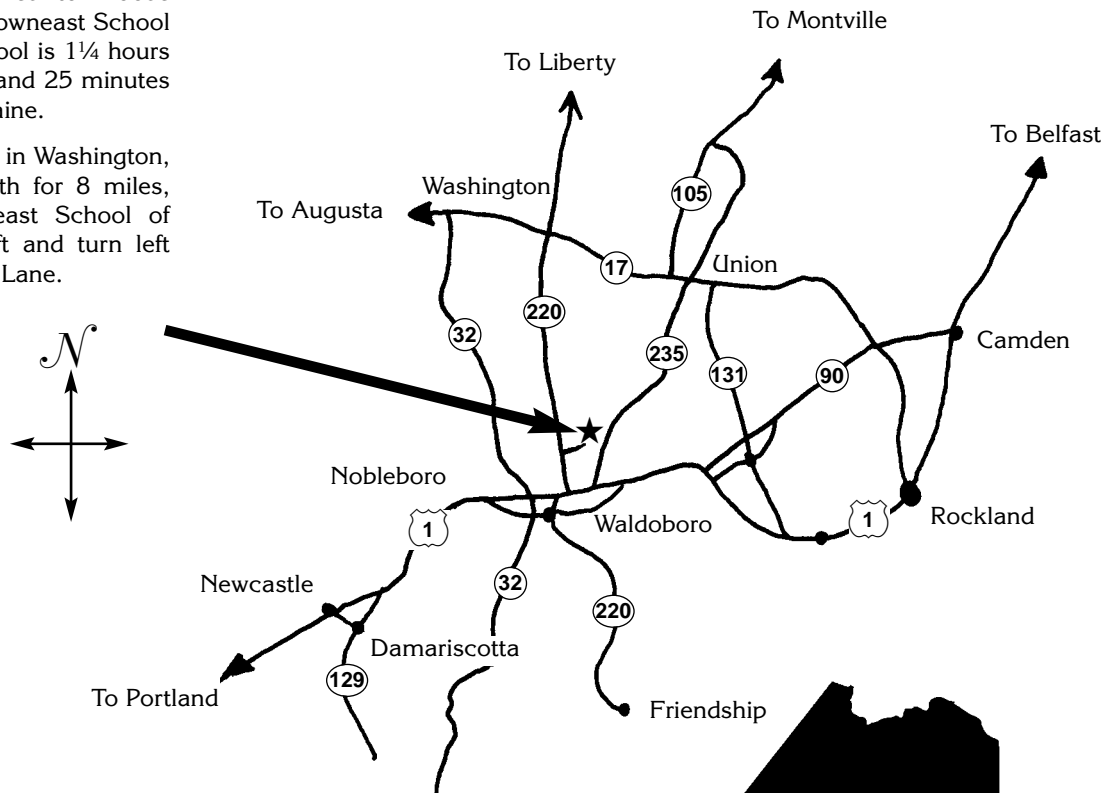


*Emily Waltz, DSM Store manager.*

## Getting Here

From U.S. Route 1 in Waldoboro, follow the signs north on Route 220 approximately 2 miles to Moose Meadow Lane and Downeast School of Massage. The school is 1¼ hours north from Portland and 25 minutes south of Camden, Maine.

From State Route 17 in Washington, take Route 220 south for 8 miles, look for the Downeast School of Massage sign on left and turn left onto Moose Meadow Lane.



## Catalog Statement

This catalog is not a contract. The contractual agreement DSM makes with students is in the form of an Enrollment Contract. Catalogs are published at least once a year for the September and January programs. Contents of this catalog are written solely for the Downeast School of Massage for admission and continuing education purposes and as such may not be reprinted or copied without the express permission from owners of the Downeast School of Massage.



# Downeast School of Massage

## Application for Enrollment

Date \_\_\_\_\_

Name \_\_\_\_\_ Social Security Number \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Cell phone \_\_\_\_\_

Phone (h) (\_\_\_\_) \_\_\_\_\_ Phone (w) (\_\_\_\_) \_\_\_\_\_ E-mail \_\_\_\_\_

Date of Birth \_\_\_\_\_ Age \_\_\_\_\_ Marital Status \_\_\_\_\_

### Applying for:

- Completion of January program.
- Completion of September program in one year.
- Completion of September program in two years.

Area of Concentration:  Sports Massage  Shiatsu  Energy Quest

**Education** (include high school, university, location, date, degree)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### Employment

Current occupation: \_\_\_\_\_

Place of employment: \_\_\_\_\_ Date hired: \_\_\_\_\_

### Personal

Have you ever been convicted of a felony or misdemeanor?  Yes  No

If yes, explain: \_\_\_\_\_

Do you have any physical or health problems? \_\_\_\_\_

Do you have previous experience in the field of Massage?  Yes  No

If so, where? \_\_\_\_\_

Have you had training in any other health field (nursing, EMT, etc.)?

\_\_\_\_\_

Have you received Massage Therapy before?  Yes  No





The Downeast School of Massage is proud to present  
the instructional DVD

# A Gift of Touch

Dimensional Massage Therapy

with Nancy Dail

*"...a must-have for professionals  
and for anyone who wants to  
learn how to give a massage to a  
spouse or family member.*

—Tim Agnew

*"...a comprehensive step-by-step  
approach..."*

—Margaret Avery Moon

*"...thorough, user friendly, and easy to follow..."*

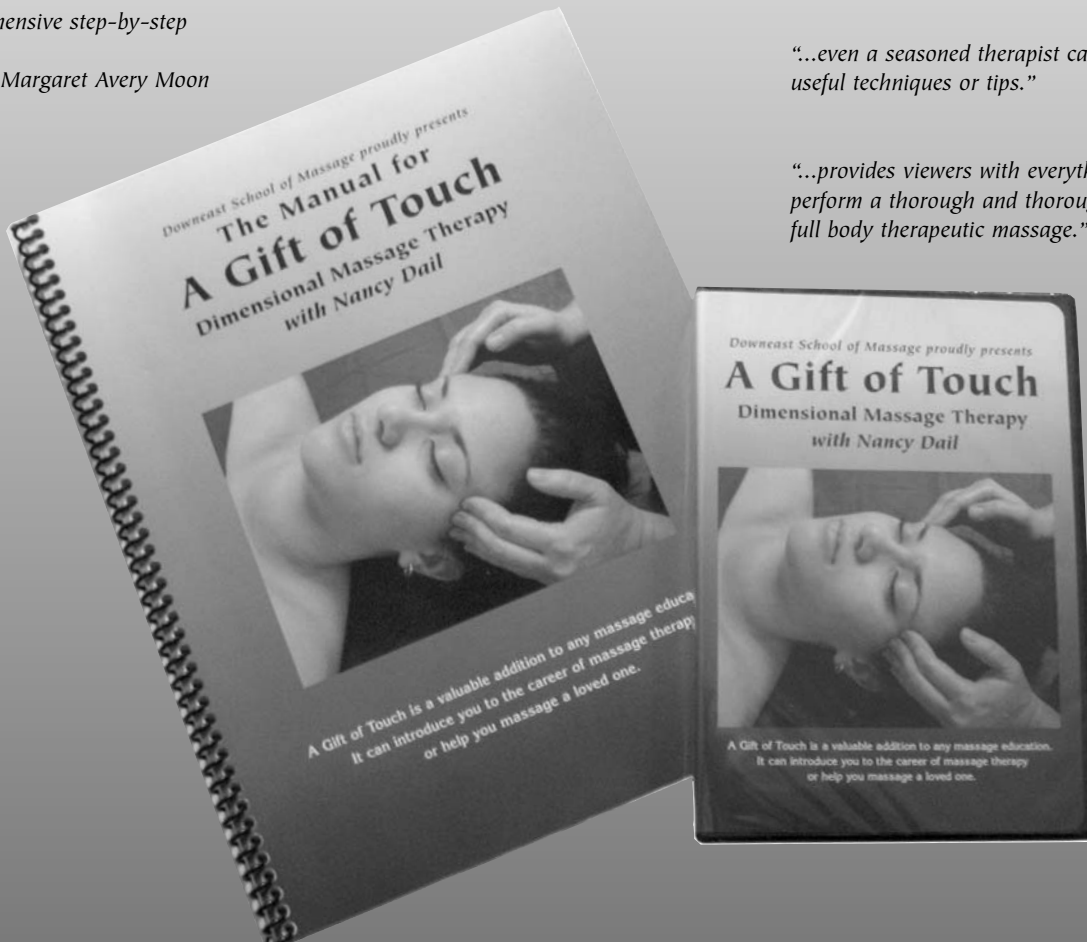
—Bob King

*"...even a seasoned therapist can learn some  
useful techniques or tips."*

—Elliot Greene

*"...provides viewers with everything they need to  
perform a thorough and thoroughly delightful  
full body therapeutic massage."*

—Steve Capellini



Join licensed massage therapist and well-known instructor Nancy Dail and learn how to give a basic full-body massage in a therapeutic environment, with skill, focus, and good body mechanics. Included with the menu options on **A Gift of Touch** is a sample of music from the new CD, *Roots and Branches: Live Music for Deep Relaxation and Massage* performed by massage therapist and musician David Lauterstein.

The **Manual for A Gift of Touch** provides a written description of the techniques demonstrated in the DVD, plus bonus techniques not on the DVD. Also included are chapters on body mechanics and contraindications for massage, as well as general information to complete the DVD-and-Manual package.

The Complete Package: DVD, Manual & CD	.....	\$99.99
DVD and Manual	.....	\$82.99
DVD	.....	\$69.99
Manual	.....	\$19.99
Roots & Branches Music CD	.....	\$17.99

To order, call Downeast School of Massage at 207-832-5531 or visit the DSM store on-line at [www.dsmstore.net](http://www.dsmstore.net) and follow the links.

# Downeast School of Massage

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Waldoboro, ME 04572-0024

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downeastmassage@gmail.com  
www.downeastschoolofmassage.net



DOWNEAST SCHOOL OF MASSAGE  
WALDOBORO, MAINE

