



From the Director Reaccreditation Achieved

by Nancy Dail, BA, LMT

The Downeast School of Massage announces that our program has been reaccredited by the Commission on Massage Therapy Accreditation! Last year at this time, we were all scurrying around writing the self-study and preparing for our fall onsite visit by the onsite team. It took until April '02 when the commission met to reflect on our self-study, examine the onsite team's report, and decide our fate. What makes its decision so much sweeter at this time is that COMTA has recently passed inspection and approval by the Department of Education. The Commission on Massage Therapy Accreditation is the only accrediting agency in our industry that has been given this distinction.

What does this mean to us at DSM? It means that our accrediting commission, born from this industry, has just received the highest seal of approval in education. Because DSM has (always) chosen to follow the high standards set by COMTA, all of the DSM community can be proud of their education and what it represents. Other accrediting agencies exist that are Department of Education approved, but they are not founded by our industry, do not carry the same required standards, and do not have the same investment in our profession that COMTA does. COMTA is one of three accrediting commissions devoted to Complementary Medicine; the other two represent chiropractic and acupuncture.

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Advance Notice

We are in the process of planning another **Bob King workshop** for July 11, 12, & 13, 2003, on a subject to be announced. Watch for details!

The Kinesiology of the Shoulder

by Timothy Agnew

How does a pitcher throw a baseball ninety miles per hour? For anyone who has ever watched baseball, the pitcher makes it look easy. Yet the motion of throwing a baseball is a very complex movement, and, as we shall see, one that requires dynamic body cooperation. Is it beneficial for the massage therapist to understand the biomechanics of pitching? If you treat an athlete who does throwing or overhead movement, yes!

The motion of pitching a baseball is kinesiology in action. What looks like an extreme effort for the shoulders is really a skillful use of the entire body. A pitcher cannot rely on his shoulders to perform the pitch in the same way a ballerina cannot rely on her feet to dance. If he did, injuries could occur quite easily.

The pitcher's hips and center become his power source, using centrifugal force. This force involves Newton's First Law of Motion, which states that an object in motion will tend to remain in motion, unless some other force acts upon it. Centrifugal force produces radial acceleration, and the ball of a pitcher travels in a circle before being released. If done correctly, this force is generated from the pitcher's hips and center of gravity: he literally whips the ball with his entire body.

Let us examine some of the finer points of the motion of pitching a baseball. As the shoulder is cocked to prepare for the pitch, one leg remains firmly planted while the opposite hip is flexed about 100 degrees during the windup. This movement provides the power for the throw. As we have already discussed, in any motion, power is generated from our center, at the hips. As the leg drops, the pitcher begins his throw. The shoulder moves into abduction and lateral rotation by contraction of the deltoids and rotator cuff, raising the ball to the horizontal, cocked position before flexing the elbow with the biceps brachii. Just prior to maximum shoulder external rotation, elbow extension begins. The hip moves into abduction by contraction of the gluteus

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What it Means to Be a Spa Therapist Now

by Steve Capellini

People, times are changing. Whereas there used to be a stigma attached to spa therapies, as if they weren't really therapeutic, now I find a growing acknowledgment of their power. Did you know, for example, that the famed Mayo Clinic is now looking into creating a wellness center that will feature therapies similar to those found at spas across the country? It's true.

Yet still there abides in the minds of some people (even our own at times!) this lingering doubt as to the efficacy of spa therapies. During my spa therapy certification workshops, I forbid students to utter one word in particular. It starts with a "P." Can you guess what it is? That's right, "Pampering." The "P" word has been used way too often to connote something less than therapeutic, and it's no wonder. The word sounds more like a brand of diapers than a form of therapy. Is that the image we want to instill in people's minds as they head out to our spas—that they're going to get their bottoms cleaned and dried? Let's hope not!

Pampering has been associated with kings, queens, and nobility, and while it's all well and good to feel coddled occasionally, that's not what spas are all about. At least not any more.

What it means to be a spa therapist now is that you're dedicated to your clients' well being on a deep level, that you want to provide for them every available resource for a balanced, healthy lifestyle. This doesn't mean that you have to open a multi-million-dollar mega spa with attached health food restaurant, gymnasium, fitness classes, and Olympic sized pool, plus accommodations and a staff of M.D.s, physiologists, nutritionists, psychologists, and shamans. No. You can, in fact, start with just one room and an investment of a few hundred dollars. I've seen it happen before. Regular therapists making their spa dreams come true.

If you'd like to explore your own poten-

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Ethics Corner

The world we live in gives us daily challenges, both huge and not so huge, which can become major dramas with heavy consequences all over the place. A case in point from my life (I'll leave it to you to decide whether it belongs in the huge category): I like to keep a tidy yard with trees pruned and thinned, lawn mowed, etc., etc. Our neighbors live in another state far away and only visit sporadically for vacation. So there is little tending of their property. During the winter, when they were absent for six months or more, a number of branches and even entire trees came down in the snow and ice. I had a decision to make. Should I respect the property line and live with a messy view, or should I stray across the line and pick up the damage? Wouldn't it be in everyone's best interests to get it picked up and looking good before summer? This took on all the trappings of a Right versus Right dilemma—much more difficult to deal with than a Right versus Wrong dilemma. In therapy, we are sometimes confronted with the same type of dilemma; should we cross the boundary to do something that obviously (to us) needs doing, or do we respect the boundary and miss a chance to “go the extra mile” or do the little bit extra which may not be in our area of responsibility or expertise. As helping professionals, it is easy to step over boundaries into the area of over functioning, where the client, by definition, has to under function—the opposite of what we theoretically want. The law can be very helpful to us in resolving some dilemmas, and a thorough knowledge of the rules governing our professions is critical, but our ethical code can serve as a beacon in the heavy gray fog of our daily dilemmas.

By the way, I did pick up my neighbors' damaged plant materials, in spite of my queasy, nervous stomach—signals I chose to override—and now the whole neighborhood is in a tizzy. So, now the consequences need to be dealt with.

Ethically Yours,
Rob Pfeiffer

DSM Clinic

DSM Clinic is still open for the season! Call DSM at 207-832-5531 for a list of dates. Have you had a massage lately? Come to the clinic and get a supervised massage at a reduced rate! We love to see graduates and peers in our clinic! Make a date and come back to DSM!

Student Advisory Program

Would any graduates like to serve in an advisory capacity to students at DSM? We are looking for volunteer graduates to act as advisors to 3 or 4 students for a 1-year commitment. The volunteer graduate must be an LMT, have at least a part-time practice, have practiced for at least 2 years, be an AMTA member, and be nationally certified. The grad and students would be “in touch” by phone, email, or in person. We are still brainstorming this whole idea and will want to meet with volunteer graduates before we push this program off the ground. These students would also have a faculty advisor. Please contact Suzanne or Nancy at the school, if you are interested. We have a committee in place handling development. Thanks!

What it Means fr. p. 1

tial in this quickly changing field, I encourage you to find out all you can. Start on the Internet at spas.about.com, or at spagoer.com. Read up about the International Spa Association at experienceispa.com. Get books about spa therapy like Erica Miller's *Day Spa Operations* from Milady Press. Then visit me online at royaltreatment.com. Maybe I'll even see you at the Spa Certification Workshop this October at DSM. If so, you'll become part of a growing family of therapists who enjoy making their clients feel nurtured, deeply relaxed, and perhaps even healed in the spa setting.

All right. If you want to call that pampering, go ahead. I won't tell!

Steve will be at DSM in October and his ad is on page 7.

Upcoming Conference in Southern Maine

Intangible Matters: Exploring the
Biology of Relationships
2002 Annual Conference
Oct 15-18, 2002

Colony Hotel, Kennebunkport, Maine
Featuring: Christine Northrup, MD, Jeffrey Bland, PhD, Gladys McGarey, MD, Patricia Norris, PhD, and David Reilly, MD, with an additional faculty for breakout sessions. For brochure and information, contact: True North, 202 US Route One, Suite 200, Falmouth, ME 04105 207-781-4488.

IN TOUCH

The Quarterly Newsletter of the
Downeast School of Massage



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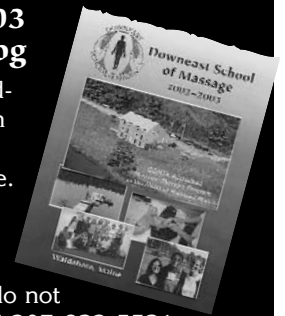
Advertising rates: full page: \$150, half page: \$75, quarter page: \$40, classified: \$25. Payment for ads must accompany request for placement and ad copy.

Ad Deadlines: November 15 for Winter issue, March 15 for Spring/Summer issue, July 15 for Fall issue. Each issue is mailed approximately one month after its ad deadline, i.e., the Winter issue is mailed in late December.

Still Available

2002 – 2003
DSM Catalog

COMTA accredited program in the heart of Midcoast Maine. If you want some catalogs for your office, please do not hesitate to call! 207-832-5531. It's your official guide to DSM programs and policies.



medius and tensor fascia latae, and this creates a wide stance for the pitcher. The athlete now has a strong base and center from which to perform the pitch. With the arm bent at 90 degrees, the supraspinatus, subscapularis, and biceps brachii contract to bring the arm into internal rotation. At the same time, the torso begins to rotate anteriorly as the pitcher steps into the swing. The support (front) leg flexes, stabilized by the hamstring, quadriceps, adductors, gastrocnemius and triceps surae group. In theory, the pitcher lunges into the throw. The shoulder moves forward in the sagittal plane, and the torso flexes as the ball is released. At release, the elbow is almost fully extended and then is flexed about 20 to 30 degrees. The arm then moves into horizontal adduction (across the chest). The rectus abdominis and obliques are active, contracting concentrically to move and stabilize the torso. Torso flexion reaches 25-40 degrees as it moves with the acceleration of the shoulder.

The rotator cuff muscles—trapezius, serratus anterior, rhomboids, and levator scapula—all are active during the acceleration phase of a pitch. These muscles control the humeral head and stabilize the scapula. A professional pitcher has the trained ability to use these muscles in the correct ratio during a pitch, thus improving throwing efficiency and lessening the risk of injury. If you watch an amateur pitcher, you will see more shoulder action than total body movement, and, chances are, he will see more common injuries to the shoulder area.

We cannot exclude shoulder injuries in the discussion of athletic pitching. Most injuries in throwing involve soft tissues, including tendons, muscles, ligaments, and bursae. The small rotators of the shoulder—subscapularis, supraspinatus, and infraspinatus, teres minor and major—serve to stabilize the shoulder complex, especially the humeral head. The vector forces involved with pitching place enormous stress on the shoulder joint and on the soft tissues. The rotator cuff muscles, as well as posterior deltoid and latissimus dorsi, act to decelerate, or brake, the pitch, and without them the humeral head would be displaced from the glenoid cavity. You must remember that this action is performed repeatedly, perhaps several thousand pitches per year, so the beating on the shoulder is relentless.

One of the most common injuries in throwing is subacromion impingement. This occurs when the rotator cuff muscles and the long head of the biceps tendon become inflamed. The rotator cuff muscles develop sheer forces to depress, rotate, and center the humeral head within the glenoid cavity. When these muscles do not perform correctly due to fatigue, the humeral head is free to move around, literally fraying the upper portions of the rotator cuff muscle under the acromion. The biceps tendon is often impinged as well. It is typical for pitchers—especially amateur pitchers—to develop an imbalance in the shoulder. The internal rotators are greater in number and strength than the external rotators, and strength training programs commonly target the strengthening of the muscles that internally rotate the shoulder. The external rotators are usually left out of such a program. The result is an imbalance in the shoulder, tendinitis, and, many times, bursitis.

With ischemic tissue, the subacromion space becomes smaller. The subacromion bursa—designed to act as a cushion for the rotator cuff tendons—swells, and tendons no longer move correctly, because of the impingement. As long as the soft tissue is swollen and shortened, the bursa cannot heal. Massage therapy and stretching are necessary to open the tissue and increase circulation. The ideal solution for the athlete is a balanced strength-training program, designed to isolate the posterior shoulder.

The elbow, too, has its share of injuries. Medial compartment injuries are common, especially involving the muscles that originate at the medial epicondyle. These muscles include the pronator teres and all of the radial and ulnar flexors of the wrist and fingers (flexor-pronator mass). These muscles are greatly stressed during cocking and in the early acceleration phase of a throw. Since any trauma to bone tissue increases bone formation in that area, capsular and ligamentous tensile stress on the ulna and humerus may lead to osteophyte, or bony “spur,” formation. Unfortunately, this may lead to compression of the ulnar nerve. Furthermore, the continued receptive stress on the medial elbow can stretch the ulnar nerve, contributing to neuritis. When an athlete injures his elbow, he may try to compensate by

changing the biomechanics of the throw. The result? Shoulder, neck, or back problems! It is important, therefore, to catch injuries early and take the necessary steps to correct them. If the athlete’s soft tissue is balanced in an even strength and flexibility ratio, the grace of a baseball pitch is dynamic. Understanding the kinesiology of a baseball pitch will help the massage therapist treat an athlete for injuries and help prevent further injury.

Timothy Agnew will be at the Downeast School of Massage on September 7-8, 2002, for a shoulder comprehensive. Learn how to treat common shoulder dysfunction in this dynamic two-day course! See ad on page 5.

Curious about Facial Rejuvenation or BodyWise Therapeutics?

Come and hear **Linda Burnham** speak about and demonstrate these valuable therapies. Linda will be at DSM at 5pm on **Tues., September 17, 2002**, and 4pm on **Wed., September 18, 2002**, for two informal one-hour discussions. **These informative sessions are free!** See page 7 for ads for Facial Rejuvenation and BodyWise Therapeutics.

New In Touch Publication Dates

Due to the increase of our mailing list and rising costs, the **IN TOUCH** newsletter is going to be published three times this year instead of the quarterly publication we have done in the past. We know that many of you appreciate the newsletter, and for that we are grateful. We will continue to have articles from our continuing education presenters, and we are investigating an electronic newsletter format to attach to our Web site. We would need to build an email database to let you know when the newsletter is ready to download. We will keep you posted! If you would like to be removed from our swelling mailing list, please contact Cindi at DSM, PO Box 24, Waldoboro, ME 04572, 207-832-5531, or email her at admissionsdsm@midcoast.com.

DSM Students Graduate!

It is no secret that other massage programs are opening up in the state of Maine. Some are a part of existing beauty schools. These are not an isolated events. Cosmetology schools and community colleges are opening up adjunct massage programs all over the country. This has been expected. As the profession has expanded, more schools have opened their doors to the influx of students.

Recently I had a conversation with Bob King about the national spread of massage schools. He acknowledged that in Illinois there is an expansion underway similar to what we've seen happening in Maine. He said, "Your school and mine were founded and are run by massage therapists. We make it a point now in open houses to let people know that other schools may not even be owned or operated by massage therapists. This is an important distinction. Who knows the industry better?" He certainly has a point!

The DSM is the oldest massage school in Maine, and our first class became the charter members of the Maine Chapter of the AMTA. We have invested in the profession, both here in Maine and elsewhere. Cheryl Tardy, ME AMTA chapter president, spoke recently at graduation. She told us that this is the 20th anniversary of the Maine Chapter! Twenty years ago, our first class had to take a test in Massachusetts in order to become members of the AMTA. Now we have over 600 members in the Maine Chapter. Cheryl had all the licensed massage therapists, as well as the graduates, stand and pledge to the profession. I was very moved by the significance of the oath. This fall there will be an anniversary celebration at the annual ME AMTA Chapter Retreat. I hope to see you all there! What a wonderful way to keep us all **IN TOUCH!**

So the next time someone asks you the differences between massage schools in the state of Maine, you don't necessarily have to rely just on your experience to answer questions. DSM is the oldest massage therapist owned and operated, COMTA-accredited massage program in the state. We have regular open houses and will be happy to send our catalogs to inquiring individuals. By the way, our catalog meets COMTA standards and requirements, so the prospective student gets as much information as possible from this publication. COMTA standards protect the consumer in ways one cannot even imagine!

The Downeast School of Massage held commencement exercises for 22 new massage therapists from the 31st graduation class, with approximately 200 guests in attendance on Saturday, July 27, 2002, at the school in Waldoboro. Don Osier, guest speaker, provided an inspirational speech to graduates and guests. Don Osier graduated from Bates College with a BS in Biology and Psychology and has a Master's in Education, with a major in counseling from Michigan State University. Don currently works for the University of Maine as a Learning Support Specialist. He is a graduate of the Downeast School of Massage and is serving on the Program Advisory Committee for DSM. He talked about the meaning of graduation, how it relates to the graduates' careers in the field of massage therapy, and the many challenges ahead. Don also offered congratulations to the graduates.

Sherry Thibodeau, Angel Taylor, Laura Whatley, and Leah Brewer represented their class by speaking to the audience at graduation. Memories surfaced with laughter, gratitude, and tears representing the deep bonding shared by the class over the course of the year. Leah Brewer

led the class with the song, "We are a Circle." Helen Bonzi announced that the class gift was an Alumni Tutoring Fund to "encourage the success of all DSM students." This very thoughtful gift will be administered by two graduate trustees, Helen Bonzi and Mary Jane Favreau.

Nancy Waltz Dail, BA, nationally certified massage therapist and director of the school, delivered a few final words before awarding diplomas with the assistance of Admissions Director Cindi Yawdik and faculty member Cheryl Tardy.

Graduating were: Marion Anderson, Falmouth; Helen Bonzi, Rockport; Leah Brewer, Lincolnville Ctr; Sean Colby, Boothbay Hbr; Anne Marie Collins, Nobleboro; Mary Jane Favreau, Brunswick; Sherry Jenckes, Farmington; Mary Lambert, Waldoboro; Dorene Libby, New Gloucester; Darcie Lincoln, Georgetown; Sheena Linscott, Camden; Carrie Morgan, Edgecomb; Tarnya Pelletier, Turner; Lucinda Russ, Belfast; Allison Salvin, Topsham; Megan Sweet, Northeast Hbr; Dana Tavares, Newcastle; Angelina Taylor, Wells; Sherry Thibodeau, Waldoboro; Sara Wagner, Hallowell; Laura Whatley, Topsham; and Christine York, Freeport.

Attention: All DSM Graduates

I have recently been going through our records to make sure that everyone who graduated from the Downeast School of Massage is on our mailing list. I have a long list of people who have slipped between the cracks. If you know the address of anyone listed below, I would greatly appreciate it if you would contact me at the school. Would you believe that DSM has graduated almost 600 students since that first class of four students graduated in June of 1982? I can keep track of those still working in the state of Maine with the list I receive from the Maine State Licensing Bureau every year, but if you now live out of state and are practicing massage, I would love to have that information for the statistics I keep on graduates who have stayed in the profession. You can call me at 207-832-5531 or e-mail me at admissionsdsm@midcoast.com.

Thanks, Cindi Yawdik, Director of Admissions & Placement

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|------------------|-------------------|---------------------|------------------|
| Cecilia Adams | Jo Ewing | Carol McLeod | Katherine Russin |
| Bill Alfano | Heidi Frair | Lindsay Meserve | Carrie Sachse |
| Richard Alley | James Gioia | Carolyn Mills | Sarah Scott |
| Nancy Anderson | Bob Brobe | Dorothy Monnin | Juanita Scovil |
| Trudy Breau | Nancy Hamilton | John Moulton | Thomas Sholl |
| Kimberly Chase | Unice Harvey | Pamela Oberle | Holly Simmons |
| Marie Choiniere | Jean Herlihy | Bonnie Oliver | Peter Spears |
| Poe Cilley | Laura Hoster | Margaret Orlandella | Tammy Spears |
| Marshall Clinton | Vasudevan Johnson | Rozlyn Page | Camille Stecher |
| Kathy Clough | Jill Kalata | Carol Ann Parker | Wendy Stokes |
| Jill Coffin | Deborah Kirsten | Linda Pendleton | Suzanne Stratton |
| Andy Cook | Martha Lay | Rebecca Phillips | Margo Strong |
| Erin Coyne | Hilda Lokocz | Stu Phillips | Beverly Trask |
| Hilary Dawson | Christian Love | Sharon Pratt | Joan Wallace |
| Louise Denney | Margaret Lowell | Susan Pulsifer | Kelly Walsh |
| Heather Dennis | Steve Luhrs | Dory Ann Richards | Dennis Warner |
| Tracey D'Errico | April Lumpkin | Suzanne Robinson | Daniel Wendel |
| Janna Dethmers | Michele Mation | Kathy Root | Janet Williams |
| Adele Eisenbery | Michael McConnell | Richard Rudolph | |



Transcend your treatments

This Fall at the Downeast School of Massage...

Clinical Flexibility And Therapeutic Exercise:

Treatment of the Shoulder

With Tim Agnew, BS, NCBTMB

Saturday and Sunday, September 7-8, 9am-6pm

8 CEU hours each day · NCBTMB Category A Approved · Total CEUs 16 hours

The Technique

This dynamic course offers new shoulder treatment options for the massage therapist or health care provider. Clinical Flexibility and Therapeutic Exercise (CFTE) combines traditional kinesiology and biomechanics for a commonsense approach to solving your patient's pain. A large component of the CFTE work is the method of Active Isolated Stretching (AIS), an effective, safe protocol for opening deep tissue without touching the muscles. This course also focuses on educating the patient during treatment. Solving the patient's pain will only be achieved by the patient's full understanding of why he/she has the dysfunction and what he/she can do about it. This course is backed by over forty years of research in kinesiology and sports medicine, and has an extremely high success rate when

applied properly. Learn how to stretch, strengthen, and solve your patient's cervical and shoulder dysfunction for good.

Specialize your practice!

- ✓ How to isolate and lengthen the upper extremities.
- ✓ Shoulder biomechanics and anatomy as it relates to human movement.
- ✓ Shoulder/neck injury: cause and effect.
- ✓ Specific, basic strengthening techniques guaranteed to help your patient and you.
- ✓ Eliminate therapist burn-out and injuries.
- ✓ Get athletes back to their sports quickly.
- ✓ Wrist, elbow, and finger techniques to prevent tendonitis.
- ✓ Solve cervical herniated discs when chiropractors and physical therapists have failed.
- ✓ Solve shoulder bursitis in two treatments.

The Instructor

Timothy Agnew graduated from the University of South Florida, where he studied kinesiology and exercise science. He has over 6,000 hours of instruction in rehabilitative and manual therapies. Tim is a member of the National Strength Conditioning Association (NSCA), and is a continuing education provider for the National Certification Board for Massage and Bodywork (NCBTMB). His articles have appeared in *Massage and Bodywork* magazine and other publications.

Cost: \$245 if registered by August 15, 2002. \$280 after cut-off date. Register Early! Call the Downeast School of Massage at 207-832-5531 to register. Visa/MasterCard Intent Workshops and publication: www.stretchme.com

Positions Available for Massage Therapists

- **Chair Massage Therapists Needed!** Are you just starting out? Do you want to build a practice? This is the perfect opportunity! Come work out of a great space on India St. in Portland. Call Diane at 775-1416.
- **Effective August 1, 2002:** We are looking for massage therapists/body workers to share our pleasant and conveniently located Portland office suite. We have room for both full-time and/or part-time practitioners. Call Pat Bennett for more details. Some client referrals may also be available. Professional Massage Associates, 222 St. John St. Suite 320, Portland, ME 04102. 774-6876 or 743-9226.
- **Massage Booth Available.** Immediate opening for a friendly and enthusiastic massage therapist in a small environment in a full-service hair salon. There is already a customer base and lots of potential, if willing to invest some energy. Contact Joline at: Hair From the Heart, 1027 Sabattus St., Lewiston, ME 04240, 207-786-0043. If not in, please leave name & number, and I'll call you within a day.
- **Wanted: Licensed Massage Therapist.** We are looking for a dynamic, highly motivated individual who enjoys working with people of all ages in a professional setting. First Step Health & Fitness Consultants, Inc., is a fitness/wellness center located on busy Route 196 in Lisbon. Flexible hours, great potential, highly visible facility. Must be willing to promote massage therapy in the community. A private, newly renovated space (about 600 square feet) with a separate office, large open room, air conditioner, full bathroom, and its own separate entrance and exit is available. Please send resume and cover letter to: Roland L. Trotter, First-Step Health & Fitness Consultants, Inc., PO Box 57, Lisbon, ME 04250. For more information or to schedule an interview, call 207-353-5405.

An Evening of Ethics with Robert Pfeiffer

Friday, September 13

6PM-9PM (3 CEUs) • Fee: \$35.00

Please register by
September 1, 2002

Fulfill your NCTMB requirements close to home and join us for an evening of information and highly interactive discussion with Robert Pfeiffer. Robert is a counselor who has a double masters degree and is completing a doctorate degree in counseling. He has received specialized training in ethics from Global Ethics and has presented several ethics seminars. Robert teaches Ethics at DSM as part of the core curriculum. An accomplished speaker and storyteller, Robert will change your mind about the "necessity" of your requirement. The "necessity" of taking an ethics course will become thought provoking and interesting. Help us welcome Robert back to teach ethics as a continuing education event at DSM.



Continuing Education Opportunities



Downeast School of Massage is delighted to welcome back...

About the class:

Skilled hands-on sculpting of the face, combined with the ageless healing arts of head reflexology and nerve rejuvenation, awaken your beauty and renew your inner self. This work's most important concepts—presence, loving intentionality, cellular communication, and trust—allow your understanding of energy to deepen and to create a new level of expertise. This process not only changes people's faces, it changes people's lives, including the lives of those who do the work. Phase 1 and Phase 2 are the prerequisites for the 3 Phase professional certification program and will be taught by Dr. Linda Burnham, N.D., founder of The Institute for Burnham Systems Studies and the creator of this process.

The Institute for Burnham Systems Studies is approved by the National Certification Board for Therapeutic Massage and Bodywork (NCBTMB) as a continuing education provider under Category A.



Phase I

Training in the Basics is a hands-on introduction to the fundamentals of this unique process. Basic strokes, location, and uses of the twelve major facial nerve centers, and a grounding in energetic healing principles are taught as a complete rejuvenation process. This class is open to all: professional body and energy workers, practitioners of body/mind medicine, estheticians, novice healers, or caring friends.

Phase II

Training in Minor Miracles deepens the trust you have in yourself and in the process. New strokes and sequences are added to specific areas of the face, neck, and shoulders. Energetic healing configurations that create rejuvenating energy flows throughout the entire body are explored. Phase 1 is a prerequisite.

About the instructor:

Dr. Linda Burnham has professionally trained and certified Burnham Systems Facial RejuvenationSM, practitioners nationwide for over 25 years. Linda has combined her extensive knowledge of the body and heart with her massage training and years of hands-on healing and clinical experience in the creation of Burnham Systems Facial RejuvenationSM, as well as the other systems offered through The Institute for Burnham Systems Studies - BodyWise ReflexologySM, BodyWorks TherapeuticsSM and A BodyWisdom CourseTM.



Phase 1: September 19–20, 9:30 am–6:30 pm, 16 CEUs \$295

Phase 2: September 21–22, 9:30 am–6:30 pm, 16 CEUs \$350

Take Phase 1 and 2 as a 4-day Intensive, 32 CEUs \$590

To register or for more information, call Downeast School of Massage at 207-832-5531.



Burnham Systems BodyWise Therapeutics 4-Day Intensive - The Respiratory System • Linda Burnham, ND, LMT September 26-29, 2002 at Downeast School of Massage

BodyWise Therapeutics is a powerful tool for health-care professionals and novice healers. This Burnham System teaches simple, effective touch sequences and health protocols that bring individual organ systems into balance (physically and energetically) assisting the whole body/ whole being into greater health and vitality. Each course blends a vast amount of scientific information (physiology and anatomy, herbs, and nutrition) with a holistic (physical, emotional, mental, and spiritual) understanding of the functions of each organ system and its integrated inter-dependent functions within the whole body. The gentle and powerful BodyWise touch sequences can release specific discomfort and/or body-wide distress. The BodyWise health protocols combine commonsense alternative herbal and nutritional information with original formulas to address chronic and acute conditions and to maintain general well-being.

This 4-day intensive focuses on the whole respiratory system: the breathing mechanisms from nose to lungs and the process of oxygenation. Although each class can be taken independently, the intensive provides a broad range of tools and a breadth of understanding to deal with the intimate connection of head, sinus, and lung distress.

You can use the SinusWiseSM and Lung-

WiseSM therapeutic protocols and touch sequences to rebalance and heal acute and chronic conditions, to break up congestion, to aid drainage, and to encourage healing through the whole body during incidents of colds, flus, allergies, asthma, headaches, sinusitis, bronchitis, and environmental illnesses.

SinusWiseSM teaches a hands-on reflexology protocol of key points on the face and head. Successful drainage from the head can move toxins out of the body, allowing the healing energies to flow to the causes of the congestion, that can actually be body-wise.

LungWiseSM continues where SinusWiseSM leaves off, using key reflex points on the chest, back, shoulders, and feet. These sequences dilate capillaries (body-wise), easing stress on all the organs of elimination, freeing the lungs of congestion, and aiding the free flow of breath (thus oxygen) to the cellular level. LungWiseSM touch sequences have a dramatically positive affect on the heart and its ease of function as well.

Linda Burnham, ND, LMT, is a highly respected authority in the holistic health field, with over 25 years of expertise in vibrational medicine, herbistry, nutrition, specialty massage, and reflexology systems. She is on the faculties of Omega Institute and University of Natural Medicine in the USA and in Brazil at the Gaia Iniciativa and the University of Peace.

As a naturopath and a skilled, sensitive teacher, Dr. Burnham has combined her extensive knowledge of the body and heart, her massage training, and her hands-on healing experience in the creation of a unique body of work - Burnham Systems Facial RejuvenationSM, BodyWise Therapeutics and A BodyWisdom CourseSM. Each program offers students training in different aspects of physical-spiritual medicine, an enlightening journey into self-awareness, with comprehensive information on health and healing and its practical application.

**4-Day BodyWise Therapeutics - The Respiratory System Intensive
Thurs.–Sun., September 26–29, 2002
\$595 (\$550 if paid in full before Aug. 30, 2002) includes a \$100 non-refundable deposit**

SinusWiseSM (only) Thurs. & Fri., Sept. 26, 27, 2002, 9:30 am–6:30 pm. \$325 (\$310 if paid in full before Aug. 30, 2002) includes a \$100 non-refundable deposit 16 CEUs

LungWiseSM (only) Sat. & Sun., Sept. 28, 29, 2002, 9:30 am–6:30pm. \$325 (\$310 if paid in full before Aug. 30) includes a \$100 non-refundable deposit. 16 CEUs



The Royal Treatment Spa Certification with Steve Capellini

October 11, 12, 13, 2002

Friday 7-9 pm, Saturday and Sunday 9 am-5 pm

Coming
to
Waldoboro
in October

NCBTMB
Cat A Approved
16 CEUs

Extensive hands-on practice during the seminar gives students confidence in their new abilities. They will leave the workshop knowing how to set up and perform basic spa **Ayurvedic** treatments, complete **body scrubs** in a dry-room situation, **seaweed masques**, **clay/fango/mud applications**, and **herbal wraps**. Contraindications, theory, and several alternative, related treatments are also covered. In addition, they will be familiarized with spa concepts, terminology, equipment, and products.

Steve Capellini has been working in the spa industry since 1983, first as a massage therapist, then as a trainer, supervisor, and writer. He teaches spa workshops across the country and has published 3 books: **The Royal Treatment, Massage Therapy Career Guide**, and **Massage For Dummies**.

SOME OF THE TOPICS COVERED:

- Networking information for therapists looking for jobs in spas
- Extensive spa product information with resources to buy at discount
- Marketing and development resources for people opening a day spa of their own
- Creating a spa space in a "dry room" without plumbing

Workshop location: Downeast School of Massage, Waldoboro, Maine. Cost: \$395 (includes all spa products) if paid in one lump sum by September 15, 2002, or \$200 deposit, and balance of \$235 by Oct. 1, 2002 (\$435 General Tuition). To register, call DSM at 207-832-5531

Downeast School of Massage is approved by the National Certification Board for Therapeutic Massage and Bodywork (NCBTMB) as a continuing education provider in Category A and meets AMTA CEU standards for membership.

How to Register for Continuing Education Programs

In order to register for a workshop, please fill out the registration form below and mail it with your payment to DSM. Please PRINT all of the information clearly. Once we have received your registration form, the Workshop Coordinator will mail you a confirmation letter with a list of items you will need to bring to the workshop. If you need directions or lodging information, please mark the appropriate box on the registration form. In order to receive an early registration discount, you must send in the full amount of the tuition fee by the early date listed for the workshop. Partial payments do not receive a discount. Late payments do not receive a discount.



Downeast School of Massage Workshop Registration Form

Please return to Workshop Coordinator, PO Box 24, Waldoboro, ME 04572

Complete and return this form with a non-refundable deposit to guarantee your place in the class.

Name: _____ Phone: day: _____ eve: _____

Address: _____ City: _____ State/Zip: _____

Name/Date of Workshop(s): _____

A. I am enclosing payment in full, which includes a \$50 non-refundable deposit for any class under \$300 or a \$150 non-refundable deposit for any class over \$300.

B. I am enclosing a non-refundable deposit of \$50 for each class under \$300**

C. I am enclosing a non-refundable deposit of \$150 for each class over \$300**

**The balance will be paid no later than one week prior to the date of the workshop.

Please remember that options B and C do not entitle one to early registration discounts.

D. I wish to pay with (check one): MasterCard Visa American Express Discover

All credit card charges for workshops will be held and charged two weeks prior to workshop.

card# _____ - _____ - _____ - _____ exp. date: ___/___ Signature: _____

Lodging information

Directions

REFUND POLICY: Tuition refunds will be given only with written notice received at DSM at least one week prior to the first day of the workshop. Absences do not entitle a participant to a refund.

New Merchandise in DSM Bookstore

We offer a wide variety of therapeutic supplies and products. Everything a massage therapist needs and wants with one-stop shopping! You'll find an assortment of books, music, charts, linens, lotions, oils, cremes, essential oils, self-care items, videos, spa and table equipment, exercise balls, jewelry, cards, clothing, and more.

Please visit us or give us a call. We'll even ship if necessary!

Here are some of our new products. Check us often—new items coming in all the time.

Lotions, Cremes, etc

- Khepra Massage Therapy Lotion, 8 oz \$5.95
- Khepra Skin Therapy Crème, 8oz. \$13.95
- Massage Effects, FX Massage Cream, 4.5 oz \$7.00
- Massage Effects, FX Massage Cream, 32 oz \$24.00
- Lotus Touch, Sesame Oil, 500ml \$11.95
- Nature's Kiss Anti-Flamme Herbal Relief Crème \$12.99
- Nature's Kiss Recovery Action Sports Rub \$12.99
- Nature's Kiss Relax Herbal Massage Crème \$12.99

Music

- Legends In Stone*, Antony De Gennaro – CD \$15.00

Clothing

- DSM Izod Embroidered Polos \$40.00
- DSM/MT Embroidered Air Shirts \$25.00

Books

- Knee Pain, The Self-Help Guide \$15.95
- Taking Control of TMJ \$14.95
- The Joy Of Reflexology \$13.95
- The Harper Collins Illustrated Medical Dictionary \$35.00
- The Merck Manual, Seventeenth Edition \$35.00
- Orthopedic Physical Assessment, Fourth Edition \$69.95
- Hands Heal, Second Edition \$34.95
- Review for Therapeutic Massage and Bodywork Certification \$29.95
- The Complete Book Of Essential Oils & Aromatherapy ... \$19.95
- Essential Aromatherapy \$12.95
- The Fragrant Mind \$19.95

Other Great Stuff

- Oakworks Fitted Face Rest Fleece Cozie Cover \$14.00
- Canine, Equine, Feline anatomy/acupressure charts \$16.00
- Little Lad's popcorn, granola, cookies..... \$1.50-3.50



Downeast School of Massage Bookstore

99 Moose Meadow Lane, PO Box 24, Waldoboro, Maine 04572

(207) 832-5531/Fax (207) 832-0504 <dsm@midcoast.com> Web: www.downeastschoolofmassage.net

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