



From the Director

## Beginnings and Endings

by Nancy Dail, BA, LMT, NCTMB

The 33rd class of the Downeast School of Massage graduated on Saturday July 26, 2003. We always include a press release about graduation in the newsletter, but somehow this year it bears more reflection. Some of the graduates were two-year students, but one was not a two-year student by choice. Two years ago we started school the day before the infamous 9/11. This graduate's military obligation took him away from his intended direction for a year. He returned to begin again, with renewed energy, and graduated ready to engage in his chosen career field. Each student has a story, a life—successes and failures—prior to entering our doors. It is our responsibility to recognize the individuality of each person who comes to train with us and honor each one for who he/she is.

Anyone who has spent time at DSM has found the bond that students create among each other. It is special to see and be a part of that binding process, the growth that carries the graduates into their practices. Graduation is a celebration, but it is bittersweet to see them leave our doors and spread their wings. We know from experience that some of the classmates will drop out of sight, while others will stay **IN TOUCH**.

Sue Cole spoke briefly but from the heart to the graduates. One of her classmates, Devon Waugh passed away this June. (See article on page 4 about Devon) Sue asked that the graduates respect the bond that they made with each other and to keep **In Touch** with each other. She said how very special it was to create that bond under the circumstances of massage school and to treasure each other while you have the chance. We will all miss Devon. We honored Devon Waugh's memory with a moment of silence during the graduation ceremony. She will always be in our hearts.

One would think we would get used to  
*continued on page 2*

## The iliopsoas: The Irresistible Center of Existence!

by David Lauterstein, RMT, Cert. ZB

There are structural theories and therapies. On the other hand, there are energy theories and therapies. So far, the two have been evolving in parallel without much conscious interconnection. Yet, since people are both structure and energy, it is common sense to say you are addressing people's health incompletely if you work only with structure or with energy! It is imperative for our clients' health and for our profession's growth that we learn how to work simultaneously with structure and energy. This is the essence of the work I teach.

So how does this relate to the iliopsoas, its neighbors, and how we will approach it?

First let's look at some fascinating facts that establish the structural centrality of this muscle and the area it lives in.

Did you know that the psoas has two layers: superficial and deep? Between these two layers is imbedded the lumbar plexus of the nervous system! It has been reported, Ida Rolf believed the most important reason to work the psoas is to enliven the lumbar plexus.

Did you know the iliopsoas is (with piriformis) the *only* muscle running from the upper body to the lower body?

The psoas is *the* muscle which initiates every step you take.

The psoas originates as high as T10—higher than the diaphragm! So working the psoas activates the experience that each step originates from a place higher than your diaphragm!

Forward flexion of the trunk is the single most devastating postural distortion. The rectus abdominis and, deep to it, the iliopsoas are the primary muscles that restore length to the body. Most therapists are reluctant to address the abdomen in any detail, yet it is the most structurally significant area of the entire body!!!

The iliopsoas attaches not only to the vertebral bodies but also to the intervertebral discs. So, by addressing the psoas you help prevent disc compression and make a healthier context for healing disc injuries.

*continued on page 6*

## Roadmap to Spa Success

by Steve Capellini

So, you want to be in the spa business? True, there are ropes to climb, dues to pay, sacrifices to be made, but none of these mean a thing if you have the will, the drive, and the dream to create a new vision for yourself in your practice and in your life. One obstacle exists, however, that can crush your hopes and thwart your best efforts as you begin putting together your own spa business or adding spa modalities to your massage or esthetics menu.

That obstacle is lack of knowledge.

If you set out on a journey without a roadmap or knowledge of the terrain ahead, you may eventually make it to your destination, but along the way you will run the risk of running out of gas or getting lost. You may not make it at all. Instead, you could end up somewhere else entirely, wondering how you got there.

If you're serious about exploring the potential rewards of the spa industry, I will suggest a few resources here that you can use as signposts along the way. The people you meet, the literature you read, the spas you visit, the vendors you work with will all guide you in the right direction. There are a lot of great people in this industry who can help you. I know this from twenty years of personal experience.

For information on the spa industry in general, there's no place better to start than the International Spa Association (ISPA). The Web site is [www.experiencespa.com](http://www.experiencespa.com). Phone number: (888)651-4772. If you would like to create a spa yourself one day, you would benefit greatly by attending at least one of the annual ISPA conferences.

If you want the latest spa news and gossip, check out Bernie Burt, who has a newsletter called The SpaGoer at [www.spagoer.com](http://www.spagoer.com). He's also written two great books, *100 Best Spas of the World*, and *Fodor's Healthy Escapes*. Highly recommended.

If you want to go on a virtual journey in

*continued on page 4*

having graduates coming and going. Just as the end of school rolls around, another class is rolling in. A lot of graduates will stay locally, and we see them again at DSM for continuing education, student clinics, or at the New England Conference, which has become an alumni stamping ground. But it is now my experience that graduates do not all stay nearby. As one graduate was getting ready to leave, I did become a little frantic—she lives in Missouri, and I confess, I made her promise to keep **IN TOUCH**. I don't think I ever get used to the ending; it is why Lorraine, and I are always sharing Kleenex at graduation. We have shared so much with the students over the year, that letting them go is not easy. In the same breath it must be said, we are all proud of their accomplishments and are eager to see the heights of their successes in the future. We all hope they will remain **IN TOUCH** with their classmates and with DSM.

When you do visit us again, be sure to notice a new piece of artwork on our wall. It is a leather hand-tooled "Targe" (a light shield), fashioned after the DSM logo, with artistic embellishments of Celtic, Cherokee, and native designs, made by Pedraich O'Tiobraide, Master Celtic Leather Carver from Scotland. The graduates signed messages on the back, and it proudly hangs in the main massage room. It is a unique and thoughtful gift that will help us stay **IN TOUCH** with this graduating class. It is not lost on me that it is a circle—not an ending or a beginning, but an ongoing entity. Perhaps we are not so much an ending and a beginning, but an ongoing process of learning like life itself. Have a great summer—hope to see you at our upcoming continuing education events. Stay **IN TOUCH**!

## Now Available

### 2003 – 2004 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.



## DSM Graduates Twenty-seven Massage Therapists

The Downeast School of Massage held commencement exercises for 27 new massage therapists from the 33rd graduation class and approximately 175 guests on Saturday, July 26, 2003, at the school in Waldoboro. Guest speaker Neal Cross, Ph.D., provided an inspirational speech to graduates and guests. Dr. Cross is an associate professor of anatomy at the University of New England at Biddeford, ME, the director of the Fresh Tissue Clinical Skills Program, the past chair of the National Certification Board for Therapeutic Massage and Bodywork, and he is a Licensed Massage Therapist. He talked about the meaning of touch, how it affects society, and how touch must be the focus of the each graduate's practice. Neal offered congratulations to the graduates and wished them much success in the years ahead.

Neil Austin, Aubree Murch, and Alison Milne represented their classes by speaking to the audience at graduation. Memories surfaced with laughter, gratitude, and tears representing the deep bonding shared by this class over the course of this year.

Nancy Waltz Dail, BA, nationally-certified massage therapist and director of the school, delivered a few final words before passing out diplomas with Director of Admissions Cindi Yawdik and AMTA President Cheryl Tardy.

Graduating were: Neil Austin, Waterville; Denise Barr, Gorham; Katie Blair, Brunswick; Rebecca Buck, Winthrop; Alexandra Chaplin, Belfast; Karen Colby, Boothbay Harbor; Martha Collins, Camden; Cheryl Davis, W. Farmington; Robin Farrin, Boothbay; Anna Fitzgerald, New Harbor; Katherine Getchell, Boothbay; Willow Hall, Hope; Charlene Jenness, Scarborough; Shelly Liberge, Phippsburg; Alison Milne, Dayton; Aubree Murch, Windsor; Lawrence Peabody, Augusta; Victoria Plumpton, Manchester, NH; Katherine Pressey, Portland; Heather Richard, Durham; Kate Robinson, Cape Elizabeth; Stephanie Robinson, Springfield, MO; Carol Samuels, Friendship; Ashley Savage, Knox; Amanda Snowman, Augusta; Kathleen Soper, Blue Hill; and Catherine Tondreau, Harpswell.

DSM wishes much success to all the graduates and hopes they will stay **IN TOUCH**!

## IN TOUCH

The Quarterly Newsletter of the  
Downeast School of Massage



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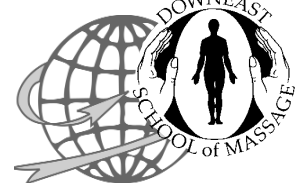
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Newsletter submissions, including editorial and advertising materials, may be sent to "DSM Newsletter" (address above). DSM reserves the right to accept, reject, edit, and/or place advertising and editorial matter at its discretion. Copyrighted material must be accompanied by written permission to print.

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.



## DSM Store on the World Wide Web

Downeast School of Massage Store now has its own Web site at [www.dsmstore.net](http://www.dsmstore.net)!! You can shop anytime, without calling the school or visiting the store. You can order through the Internet and e-mail Emily Dail, bookstore manager, directly at: [dsmstore@dsmstore.net](mailto:dsmstore@dsmstore.net).

# Treating Low Back Pain: Are you Treating the Symptom?

by Tim Agnew

A major complaint from clients in the field of bodywork is low back pain. Chronic lower back pain causes more disability in the workplace than any other condition and as a result, accounts for 33% of the cost of Worker's Compensation claims. It also has been very profitable for health care. "The picture that emerges is consistent...that 70% of hospitalizations and 80 % of hospital days were inappropriate...this would represent, for a single year, almost one billion dollars in unnecessary hospital expenses alone," said Dr. Daniel Cherkin in a new study. Hospitals are not the only ones wasting huge amounts of the patient's money. Since the majority of people afflicted with back problems never solve the pain—or if they do, it is temporary—they learn to live with it and usually fall into the "factory syndrome" of treatment after treatment. They see chiropractors and orthopedic surgeons to no avail.

The problem, too, is that like any sort of pain, living with it adds to a reduction in quality of life. With pain, you just can't do the things that make living so enjoyable. There are many reasons for this, but let us instead focus on treatment. While a massage therapist might have several modalities in his or her toolbox in which to treat a patient, using a modality that only treats the symptom (pain) is not in the patient's best long-term interest. This is not to say that these types of modalities are useless; they certainly have their benefits. But a better modality is one that educates the patient on her condition during treatment, and shows the patient how to continue her treatment once she has left the therapist's office. True healing does not take place unless the individual is motivated to comply.

Clinical Flexibility and Therapeutic Exercise (CFTE) is a protocol consisting of specific assisted flexibility and orthopedic assessment techniques designed for long-term treatment of pain. Patients are treated, educated, and usually discharged with a full understanding of what they are required to do to help their pain. Let's examine some aspects of this modality for treatment of low back pain.

Now, we know a chiropractor's approach is to adjust the structure, that is, to put things back into alignment by adjustments. This is all well and good, a herniated disk may need to be "helped" back into place by physical manipulation. But let's ask this question: How did

the bulging disc become dysfunctional? Muscles. Imbalance in the body leads itself to dysfunction. This means the muscles of the back—and here, because of referral pain, we may as well use this reciprocal equation for the phrase "low back":

HIP=LOW BACK

LOW BACK=HIP

The muscles of the hip/low back may be weak (atrophy) or limited (ROM). These two possibilities give us all kinds of solutions for treatment. One of the main culprits of low back dysfunction is the psoas muscle. It originates from the anterior surfaces and lower borders of the transverse processes of L1-L5 and the bodies and disks of T12-L5. The iliacus, which, of course, is part of the psoas, originates from the upper 2/3 of the iliac fossa (ilium). The psoas attaches to the lesser trochanter on the femur. The psoas present several problems associated with low back pain. Because of its attachment along the thoracic and lumbar spine, flexion of the hip causes a pull on the disks at this attachment. (This is also known as "the psoas paradox," where the lumbar spine is hyper-extended as the hip is flexed.) Also, the psoas will tilt the pelvis anteriorly when limited, and this puts another vector force upon the lumbar spine. This is one of the reasons why most herniated disks occur at L5-C-3,4.

A patient with a tight psoas is automatically predisposed to low back problems, so opening this tissue is important. If your patient has any history of back issues, the psoas muscle should always be stretched. Truthfully, you can penetrate the rectus abdominis with your fingers and rub some of the fibers of the psoas all day, but you will not lengthen that tissue. With the CFTE modality, a therapist would first lengthen this muscle completely, using an assisted stretch. As with any psoas stretch, the patient must be instructed to keep the rectus abdominis muscles contracted to protect the lumbar spine. If a patient complains of pain in the back during a stretch, stop and help the patient locate the abdominal muscles (by palpation or with the patient's own hands). Remember: opening the psoas muscle will prevent disk herniations from developing and help a herniation re-set itself. The psoas should then be strengthened. As you have probably noticed so far, we have not mentioned the typical muscles massage therapists might "rub"

for back pain. These muscles include the semispinalis thoracis group and the deeper transversospinal muscles. Back pain is usually felt here, but the pain is really much deeper and almost always referred from the muscles we are discussing. This is not to say that massage for the superficial muscles will not be beneficial.

To really help low back dysfunction, we must get to the deeper muscles—including those of the hip. And this is one the powerful attributes of CFTE: a therapist can get to the deepest level of soft tissue. There are six deep external muscles of the hip, in this order: quadratus femoris, obturator externus, inferior gemellus, obturator internus, superior gemellus, and piriformis. They originate around the sacrum and attach on and around the greater trochanter. These muscles rotate the hip externally and allow us to walk without (hopefully) hindrance. These muscles, when limited and ischemic, freeze the hip much in the same way as frozen shoulder. The acetabular labrum is very similar in tissue density to the glenoid labrum. This tissue lines the acetabulum and helps provide stability in the hip. The ligaments that surround this tissue (iliofemoral, sacrotuberous, et al) will also become "stiff" along with the muscles. When the rotators of the hip don't move properly and are weak, the rest of the body suffers. Most of this limited movement or weakness is transferred to the back. (There is also a wide referral pattern from the hip to the back. Sciatic pain, for example, is often felt up into the back as well as down the posterior hip.) Again, these muscle should be tested for range of motion (ROM), and if limited, completely opened using the stretch protocols. Keep in mind that in some people, these are some of the tightest muscles in the body. They are so tight that they may have changed their gait, and the patient is probably not aware of the stress he or she is placing on other parts of the body.

The gluteus maximus is also an important muscle to consider for solving back pain. This large muscle, with its origin at the external surface of the ilium and its attachment at the great trochanter, has large, fan-shaped fibers. It's a powerful muscle that extends, laterally rotates, and abducts the hip. (The lower fibers adduct the hip.) This muscle must be opened using the gluteal stretch. Many times, simply engaging this muscle by

*continued on page 5*

## DSM Graduate Passes On

*The following eulogy has been reprinted from the Sun Journal in Lewiston, Maine.*

Peru – Devon Ezell Waugh [1997 graduate] died at her home in Peru on June 17, in the company of family and friends, after a long, courageous battle with cancer that touched and inspired all who shared or witnessed it.

Born Devon Cahill Ezell, Oct. 22, 1950, in Fort Lauderdale, Fla, she attended Fort Lauderdale public schools and Wheaton College and lived in Florida and Cambridge, MA, before moving to West Peru in 1972.

Over the years she worked at various jobs, carpenter, shipping manager and pastry chef among them, before discovering her true avocation: massage therapy. In 1997 she graduated from the Downeast School of Massage, became a licensed massage therapist and established a practice in the Rumford/Mexico area.

She was diagnosed with malignant melanoma shortly thereafter, but despite a treatment regimen that demanded much travel and hospital time, her strong hands and healing nature attracted and sustained a devoted clientele.

Along the way, her various activities endeared her to a wide circle of friends and admirers. She was the first female firefighter in the Peru Fire Department, she was a volunteer coordinator at Peru Elementary for many years, she was a superb cook and gardener, who shared her knowledge with all who sought it, and she was much beloved by children, many of whom looked upon her as a second mother.

Though she was endlessly productive in all facets of her life, one can no more measure her life by its deeds than measure a river on its run to the sea. But, if there is a single act which best exemplifies her profoundly generous nature, that must surely be her service as a surrogate mother for her husband's brother and his wife. This act of selflessness—in which she carried to term an embryo fertilized in vitro and implanted in her womb—produced a healthy nephew, now approaching his ninth birthday, who still refers to Aunt Devon as his “Special Angel,” and brought Devon a joy nearly equal to that of the new parents.

Survivors include her husband, Nick Waugh of Peru; two daughters, Kaiya Lorb of Waitsfield, VT, and Caitlin Waugh of Peru; parents, Howard and Marilyn Ezell of Amelia Island, Fla; sister Lynn Beshany of Denver, CO; brother Michael Ezell of Atlanta, GA; and numerous cousins, nieces, nephews, brothers and sister-in-law.

*In addition to those mentioned in the above article, she will be sadly missed by her classmates and clients. When first told about Devon passing on, I went to the graduate pictures on the East DSM wall in the main massage room. There she was standing beside her classmates with the biggest smile on her face laughing full throttle. I will always remember her smile, her caring manner, and her love of life. N.D.*

### Roadmap to Spa Success . . . fr. p. 1

which you imagine yourself creating or working in one of those fantastic spa facilities, visit Spa-Finder at [www.spafinders.com](http://www.spafinders.com) or call (800) 255-7727. They're a specialized travel agency that deals only in spas.

*Spa Management Journal* ([www.spa-management.com](http://www.spa-management.com)) is a professional magazine covering the spa industry worldwide.

Virtual Spa is a resource for enhancing your business and career in the spa industry. Lots of info on consulting and setup. Contact: [www.virtualspa.com](http://www.virtualspa.com), (978) 463-7911.

And, of course, my personal favorite—me. I am a great resource for you, especially if you are just starting out. I'm teaching a Spa Certification Workshop at Downeast in October, and if you come you will learn more than you can quite imagine right now regarding spa setup, marketing, treatments, room layout, and more. The weekend is very hands-on, so you'll leave with muscle-memories of how to recreate spa experiences for your guests and with the knowledge to make your new business work. The workshop is also great for people looking to work in some capacity in the spa industry but who don't know quite how they'll fit in yet. Find out more at [www.royaltreatment.com](http://www.royaltreatment.com).

Taking the Royal Treatment Spa Certification Workshop is like being handed a map at the beginning of a very long journey. You'll be glad you have it. See you there!

### Bob King Returns to DSM

Bob King will be returning to DSM next **July 16, 17, and 18, 2004**, for his annual visit and hands-on Myofascial workshop presentation.

Details to be announced in another **IN TOUCH** newsletter.

### Advance Notice

Certification Course in:  
**Bodywork for the  
Childbearing Year  
With Kate Jordan,  
NCTMB**

Kate will be presenting at DSM on August 19-22, 2004. Look for more information in future **IN TOUCH** newsletters.

### IN TOUCH on DSM Web site!

You can now download the **IN TOUCH** newsletter from the school Web site at [www.downeast-schoolofmassage.net](http://www.downeast-schoolofmassage.net). We expect this will be more convenient for some of our readers. Let us know if you become one of our “electronic subscribers” (downloading the newsletter at your convenience), so we can so we can take your name off our printed newsletter mailing list. Contact Cindi at [admissionsdsm@midcoast.com](mailto:admissionsdsm@midcoast.com)  
*Thank you!*

manual resistance is enough to shift (or “absorb”) the pain. This muscle is also very weak in most people, thus providing no support for the low back and pelvis.

The biceps femoris, which is part of the hamstring group, is also a major back muscle. Its attachment, at the ischial tuberosity, means it has a direct effect on the pelvis. If the hamstrings are tight, they will pull the pelvis posteriorly, thus applying pressure on the low back. The biceps femoris’ action is extension of the hip and flexion of the knee. The fibers run vertically, so the line of pull is always “against” the pelvis.

The sacrotuberous ligament is an important ligament to remember, because it relates to the biceps femoris biomechanically. This broad, solid ligament expands between the ischial tuberosity and the edge of the sacrum. But look closer: The fibers of the biceps femoris run directly into this ligament! Will the sacrotuberous ligament be involved in loss of movement and low back pain? Absolutely. The sacrotuberous ligament must be opened along with the biceps femoris. All of this tissue can be lengthened using the assisted protocols in CFTE.

Back pain is a major dilemma for many people, yet it can be treated, many times without surgery. To help the pain and sometimes solve it, it is necessary to treat for long-term goals, and not the symptom itself. Clinical Flexibility and Therapeutic Exercise offers the massage therapist powerful tools to assist in treatment and education of the patient. It also gives many people in pain what they’ve been looking for: a way to really help themselves get better.

*Tim Agnew will be teaching CFTE in September at the Downeast School of Massage – see ad on page 7 for details.*

## ~ Tutors Needed ~

Graduates in the midcoast area interested in tutoring students can contact Cindi Yawdik at [admissionsdsm@midcoast.com](mailto:admissionsdsm@midcoast.com) or by phone at 207-832-5531.

## Placement Opportunities

- ✓ Romanza Salon Day Spa, 16 Pine Point Rd in Scarborough has an opening for an “on staff” massage therapist. For more information, please call June at 207-883-8338. Check out our Web site at: [www.romanzsalondayspa.com](http://www.romanzsalondayspa.com)
- ✓ Heaven & Earth Wellness Center is seeking a Licensed Massage Therapist for several part- and full-time summer positions. (These positions have the potential of becoming a year round positions). Candidates must have proven job stability through strong work history and have professional presentation as well as strong customer service skills. Applicants must be flexible, outgoing, and have a positive outlook. (Applicants can go online to [www.heavenandearthmassage.com](http://www.heavenandearthmassage.com)) To apply for a position, please send your resume with cover letter including a short biography related to your education and career in this profession and a list of references to: Karen Higley, Director, Heaven & Earth Wellness Center, 999 Roosevelt Trail, North Windham, ME 04062. Interviews are starting immediately and will be held until all positions are filled.
- ✓ Massage therapists wanted to share space on Rt 9 in Chelsea. I am a 1994 graduate of DSM and currently a clinic supervisor at DSM. I am working on opening a massage center with three separate office areas, a reception area, and a small waiting room. Has 1/2 bath and plenty of storage space. If you are interested in talking with me about this, please call 582-8158 or 582-8473. If no one is there, please leave message.
- ✓ Massage Therapists wanted at Body & Soul Massage Therapy & Spa in Arlington, MA. To get a sense of our office, go to our Web site: [www.bodyandsoulspa.com](http://www.bodyandsoulspa.com). Click on “take a tour.” Interested therapists should call Linda Guttman at 781-648-6965, ext. 1, or email [linda@bodyandsoulspa.com](mailto:linda@bodyandsoulspa.com)
- ✓ True North, a nonprofit integrative health center in Falmouth, is interested in having another massage therapist join us, probably one day/week to start. True North practitioners are independent contractors—this is not an employee position. We currently have 15 practitioners—5 physicians, 2 nurse practitioners, and 8 holistic practitioners. If interested, please contact Valeri Saffer, Executive Director, at [vsaffer@truenorthhealthcenter.org](mailto:vsaffer@truenorthhealthcenter.org) or 781-6718. For more info about True North, please visit our Web site at [www.truenorthhealthcenter.org](http://www.truenorthhealthcenter.org).
- ✓ Massage Therapist wanted: Angles Hair & Skin Salon is expanding its services. Our location is across from the Bangor Mall. Well established clientele. Call Patti at 942-2100.



## DSM Open Houses

August 16 • October 11 • November 1 • November 22  
at 2 PM

Know anyone who would like to become a Licensed Massage Therapist? Encourage him or her to attend our open house for information about the career of massage therapy and programs at DSM.

DSM Director of Admissions Cindi Yawdik will be available at each open house to greet prospective students and help him/her with questions, interviews, and the application process.

The DSM Store is always open at Open House events. We love having graduates at Open Houses—let us know if you can attend!

Now let's explore the energetic world of the iliopsoas.

By its span and unique relation to the thigh, the pelvis, the back, and abdomen, the psoas coordinates the actions of the first, second, and third charkas.

This means that the psoas and its environs are vital to our grounding, healthy sexuality, life excitement, and self-support.

The center of our energetic world lies nearly at the intersection of the psoas and iliacus. Oriental medicine understands this place as the origination place for our energy—the "hara" or "tan-tien."

The realm of the psoas is therefore not only the origination for every step you take, but also the origination point for the forward movement of your life.

It is literally and figuratively the center of your structural and energetic world!

How will we integrate the energetic and structural in our work?

I will introduce you to the best hands-on technique that exists for integrating these. It is the "fulcrum." The fulcrum is a clear and strong way of touching that involves making simultaneous contact with energy and structure. You have to feel it to believe it—like all bodywork! But here's a foretaste.

First you center yourself. Then you take out all the looseness in the physical structure. In this way, the client will perceive each additional movement as engaging them more than just physically. Then you "take up the slack," getting right into the middle of the person's physical/energetic tension. Then give it time. You hold it for 2-10 seconds, while the client lets go from inside out, more and

more deeply each moment. You observe for "working signs," which I will teach, which are objective signs of structural and energetic change. Then you clearly disengage and give the person a moment or two to assimilate the changes before adding more work.

The fulcrum is a miraculous, clear, and strong tool for structural and energetic change. I look forward to sharing it and more with you!

Can you wait to get your hands on this muscle and its close neighbors with feeling and intelligence?! Come join the incredible workshop, "The Iliopsoas: The Living Cornerstone of the Musculoskeletal World," October 10, 11, 12, 2003.

Read David's entire article on the DSM Web site: [www.downeastschoolofmassage.net](http://www.downeastschoolofmassage.net)



## Continuing Education Opportunities



# Energetic Studies and Bodywork: a 209-Hour Certification Program in Polarity Therapy

**Level I Thursdays: September 11, 18, & 25, 2003, and October 2, 2003**

**Level II Thursdays: October 9, 23, & 30, 2003  
November 6, 13, & 20, 2003  
December 4, 11, & 18, 2003**

**Fridays: January 9 & 16, 2004**

**All classes 9AM-5PM  
\$2040 for entire program (\$1496 for Level II only, if Level I previously completed at DSM). Payment plan available**

**Are you an LMT who would like to:**

- Consciously work towards an ultimate self-care program?
- Personally embody the healing forces available to all well-intentioned practitioners?
- Deepen understanding of the 5 Elements (Ether, Air, Fire, Water, Earth) and learn to apply many techniques of Polarity Bodywork?
- Explore the missing link in body-oriented therapies?
- Achieve certification through the American Polarity Therapy Association (APTA) at the Associate Polarity Practitioner level?
- Receive credit for 69 hours of coursework—two Polarity weekends, Anatomy & Physiology, Ethics, and business courses - already taken as part of the DSM Body/Mind curriculum? (Although previous participation in the Body/Mind program at DSM is not a prerequisite.)

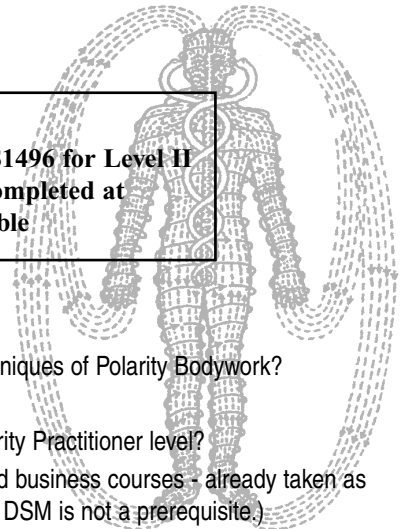
**Have you ever experienced:**

- Having low energy?
- Seeing someone's energy?
- Disliking someone's energy?
- Taking someone's energy?
- Giving someone energy?
- Loving someone's energy?
- Channeling higher energy?
- Becoming energy?

**Consider taking part in this joyous study of Polarity Therapy celebrating the conscious connectivity of all life.**

This Energetic Studies and Bodywork Training in the principles of Polarity Therapy introduces the student to the body of knowledge put forth by Dr. Randolph Stone, D.O., D.C., N.D. The course is in compliance with the standards of the American Polarity Therapy Association (APTA) for the Associate Polarity Practitioner (APP) level of expertise. At this stage, the student is becoming aware of the myriad forms of energetic expression in and around them. From this personal experience, individual healing can begin to take place, which gives the student a firm foundation to then assist others on the path to awareness. Credit can be given for previous study in the DSM program and will be applied to the required hours of this continuing education program

**Classes are taught by Jeanne Gaudette, LMT, RPP, RYT** with assistance from adjunctive qualified faculty. Jeanne Gaudette is approved by the National Board for Therapeutic Massage & Bodywork (NCBTMB) as a continuing education provider under category A. She is a member of AMTA, APTA, NCTMB, American Council for Vedic Astrology (ACVA) and is a Registered Yoga Alliance Teacher (RYT).





## Continuing Education Opportunities



### CEUs Change

The National Certification Board now interprets one CEU to be equal to 10 contact hours. We have changed our ads to incorporate the board's mandate. Thus, 1.2 CEUs is equal to 12 contact hours. If you have any questions about any of the hours/CEUs on the continuing education advertisements, please do not hesitate to contact the school.



Downeast School of Massage presents

## An Evening of Ethics with Robert Pfeiffer

### Friday, September 12, 2003

6 PM - 9 PM (.3 CEUs) • Fee: \$35.00

Please register by September 1st

Fulfill your NCTMB requirements by joining 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.

To register, send payment to:

Downeast School of Massage, Ethics, PO Box 24, Waldoboro, ME 04572, or call 207-832-5531.



Transcend your treatments™

## Clinical Flexibility And Therapeutic Exercise Treatment of the Hip

with Tim Agnew, BS, NCBTMB

Saturday and Sunday, Sept. 20-21, 2003, 9 AM-6 PM

8 hours each day • NCBTMB Category A Approved • Total CEUs 1.6

### The Technique

This introductory course offers the complete *Active Isolated Stretching* (AIS) protocols and gives new treatment options for the massage therapist, trainer, or physical therapist. **Clinical Flexibility and Therapeutic Exercise (CFTE)** combines traditional kinesiology, orthopedic assessment, and sports medicine for a common sense approach to treating your patient's pain. AIS is an effective, safe flexibility protocol for opening deep tissue without touching the muscles. Because of the precise capability to reach soft tissue at the deepest level, chronic dysfunction is corrected and maintained. 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 they have the dysfunction and what they 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 your patient as well as yourself with this comprehensive course.

### Specialize your practice! Learn:

- ✓ How to isolate and lengthen muscles in the entire body.
- ✓ Complete the *Active Isolated Stretching* protocols.
- ✓ Biomechanics and anatomy as it relates to human movement.
- ✓ Injury: Cause and Effect.
- ✓ Specific basic strengthening techniques guaranteed to help protect you from over-use injuries.
- ✓ Get athletes back to their sports quickly.
- ✓ Wrist, elbow, and finger techniques to prevent tendonitis in your wrists.
- ✓ Basic physical assessment that saves time.
- ✓ Improve your posture by the end of the course.

### 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. He is a past member of the *National Strength Conditioning Association (NSCA)*, and is a continuing education provider for the *National Certification Board for Massage and Bodywork (NCBTMB)*. He has written courses for the American Massage Therapy Association and his articles have appeared in *Massage and Bodywork* magazine and other publications.

Cost: \$260 if registered by Sept. 1, 2003. \$280 after cut-off date. **Register Early!** Call the Downeast School of Massage at 207-832-5531 to register. Visa/MasterCard Visit Intent Workshops and Publications at: [www.stretchme.com](http://www.stretchme.com)



# The Royal Treatment Spa Certification with Steve Capellini

## October 3, 4, 5, 2003

Friday 7-9 PM, Saturday and Sunday 9 AM-5 PM

Coming  
to  
Waldoboro  
in October

NCBTMB  
Cat A Approved  
1.6 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 8, 2003, or \$435 thereafter. 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.

# THE ILIOPSOAS with David Lauterstein

## October 10, 11, 12, 2003

Friday 6-9PM, Sat 9AM-5PM, and Sun 9AM-4PM

1.6 CEUs - 16 hours - Cost \$295 if registered before Sept 1, \$325 after this date

The **Iliopsoas** is involved in all pelvic and lumbar misalignment, the source of much low back pain, the most "intrinsic" of all the deepest muscles and the key muscle linked with the "hara" or "tan tien," the core energy center identified in Oriental medicine. It is "the living cornerstone of the musculoskeletal world."

**Every therapist must know how to work with the structure and energy of the iliopsoas!**

This workshop with David Lauterstein will give you the knowledge and techniques you need to work with the iliopsoas and the key muscles and energetic functions related to it.

- You will learn unique myofascial techniques to free the iliacus and the psoas.
- You will learn soft tissue "fulcrums" for the iliacus and psoas - ways to work with the whole person, derived from Zero Balancing, that are designed to engage your client's energy as well as their structure in an optimal way.
- You will also learn myofascial techniques and fulcrums for the iliopsoas' important kinesiology-related neighbors -

the diaphragm, rectus abdominis, erector spinae, multifidus, gluteus maximus, the deep lateral rotators, and quadratus lumborum.

- You will learn both supine and seated techniques for the psoas and iliacus and the back.
- You will learn a whole new way to simultaneously engage the person's physical body and their energy.

**David Lauterstein** is the Co-founder/Co-Director of The Lauterstein-Conway Massage School in Austin, Texas, and a faculty member of the Zero Balancing Association. He has been a massage and integrative bodywork teacher for over 20 years. He is the author of **Putting the Soul Back in the Body: A Manual of Imaginative Anatomy for Massage Therapists**, numerous articles on the unity of art and science in bodywork, and former editor of the *Massage Therapy Journal*. With a background in classical musical composition, Eastern and Western music improvisation and philosophy, he has a unique perspective that makes learning profound, fun, and transformational.



## Dr. Vodder's Manual Lymph Drainage - Basic - Level 1 With Anne Bramham



### October 15, 16, 17, 18, 19, 2003

9 AM - 5:30 PM

Cost: \$650 if registered by September 29, 2003, \$675.00 after

#### Course Description

Manual Lymph Drainage and Combined Decongestive Therapy is a unique, therapeutic method of stimulating the movement of fluids in the tissues. The gentle, rhythmic, pumping, massage movements follow the direction of lymph flow and produce rapid results. The training is offered in four consecutive parts: Basic, Therapy I, Therapy II, and III for a total of 160 hours. Basic is an intensive course involving extensive hands-on work. The basic strokes and their application to each body part are taught. The theory covers anatomy and physiology of the lymph vessel system, connective tissue, effects of MLD and, contraindications. Lymphedemas are described with an emphasis on how MLD can affect them.

The course is open to licensed or certified health care practitioners such as physical therapists, occupational therapists,

registered nurses, etc. There are certain prerequisites for entrance to the course. For massage therapists, a minimum of 500 hours in the curriculum of a massage therapy school or successful completion of the National Certification exam is required. Proof of education, license, and/or certification required. Textbook included.

**Anne Bramham** is a certified instructor for the basic course for the Dr. Vodder School and has completed a thorough teacher-training program. After extensive clinical experience with patients, prospective teachers train in classes with certified Dr. Vodder School teachers and only teach under supervision while in the training program. Upon certification, the instructors must attend an annual Teachers Review to maintain and update their skills.

#### 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: \_\_\_\_\_

Email address: \_\_\_\_\_

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: \_\_\_/\_\_\_ C.I.D. \_\_\_\_\_ 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.*



**DSM Store**

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

Phone (207) 832-5531

Fax (207) 832-0504

Email: [dsmstore@dsmstore.net](mailto:dsmstore@dsmstore.net)

Web: [www.dsmstore.net](http://www.dsmstore.net)

**DSM Store Hours**

Mondays 10 a.m. to 5 p.m.

Tuesdays 9 a.m. to 5 p.m.

Wednesdays 11 a.m. to 7 p.m.

Fridays 12 p.m. to 5 p.m.

# DSM STORE

**We have it all  
for easy one-stop  
shopping!**

**Why shop  
anywhere  
else?**

**Dedicated  
to providing quality therapeutic supplies and  
alternative products for the enhancement of  
professional growth and holistic health.**

- Biotone & Biotone Spa
- Pure Pro
- Aroma Vera Essential Oils
- The Boston Jojoba Company
- Yoga Supplies
- Music for Massage & Relaxation
- Anatomical Charts
- Oakworks, Custom Craftworks and Pices Productions Tables & Chairs and much, much more!

**Visit us online at [www.dsmstore.net](http://www.dsmstore.net)**

Address Service Requested

**Fall 2003  
Newsletter of  
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