



Maryland Massage

AMTA Maryland Chapter Newsletter

Autumn 2008

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Massage Therapist's Experience Reveals Need for Case Study Research

Karen Varney Places 3rd in First Case Study Research Contest

by Margie Holly, LMT

One day about five years ago, Karen Varney, CMT, found herself in the middle of a crisis. A new client, who had come to her for neck and shoulder pain, was on her table shaking uncontrollably, and then progressed into a full-blown emotional breakdown. Fortunately, with a background in social service work, Varney recognized the client's signs as those of someone who has experienced trauma or abuse. Relying on her instinct, she stayed present with the client and helped her ground. Afterwards, the client revealed she was in treatment for depression and anxiety, resulting from sexual abuse as a child. She had actually been diagnosed with severe Dissociative Identity Disorder.

"The session was a little disconcerting for both of us," says Varney. "My client suspected she might have a reaction, but had hoped her need for the bodywork was going to override her fear of being touched."

on how she could best work with her client, Varney triaged the incident with the client's psychotherapist. But the therapist had no experience with massage, as it is not typically a treatment component in psychiatric cases. A search of Internet research, such as PubMed, revealed little or no information on the subject.

"I really didn't know how to proceed," recalls Varney. "I thought, well, if the client comes back, I'll schedule her, and we'll figure it out together." And that's exactly what they did.

"I knew I couldn't use regular bodywork on her, so I started using craniosacral therapy. There really wasn't a whole lot of traditional bodywork going on in those first years; I spent most of my time just being present and helping her get grounded. It was imperative that we work in concert with her psychotherapist. Our craniosacral work would bring the emotions to the surface, and she would then

Hoping to gain some perspective

(Continued on page 4)



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OCTOBER 11 and 12 – FIBROMYALGIA MASSAGE

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Investment - \$300

12 National CE Prerequisite: MT

OCTOBER 19 – FUNCTIONAL BODY MECHANICS FOR MASSAGE THERAPISTS: A FELDENKRAIS®METHOD APPROACH

Bob Hunter

Sun 10 am – 5 pm

Investment - \$60

7 National CE Prerequisite: MT

OCTOBER 26 – THAI MASSAGE

Kim Brooks

Sun 9 am – 5 pm

Investment - \$80

8 National CE Prerequisite: MT

NOVEMBER 16 – REIKI III

Janice Currens, Reiki Master, CMT

Saturday 10 am – 4:30 pm

Investment - \$200

6 National CE for each class

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Prior registration is required for all of these classes.**

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(6 hours) \$90 NCB Provider CEH – Massage Therapist/
Bodyworkers Only

Tues. Oct 21 and 28: 6 – 9 pm CORE STRENGTH AND STRETCH FOR SELF AND CLIENTS

Required Materials: Elastic Stretch Band – supply
yourself or available for purchase

(6 hours) \$90 NCB Provider CEH - \$90 NCB
Provider CEH – Open to the Public

Tues. Nov. 11, 2008: 7 – 9 pm WELL BREAST CARE MASSAGE FOR SELF AND CLIENT

(2 HOURS) \$30 NCB Provider CEH

Open to the Public

Tues. Nov. 18, 2008: 6 – 9 pm EAR CANDLING

Learn to take care of friends, family and/or
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Open to the Public

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Tues. Jan 6, 2009: NEW YEAR'S RESOLUTION WORK- SHOP – THE SECRET

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Tues. April 7, 2009: 6 – 9 pm: FLOWER ESSENCE WORKSHOP

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balance to one's life.

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Open to the Public

Tues. April 21, 2009: 6 – 9 pm: MAP WORKSHOP

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ritual for assistance with life.

(3 hours) \$30 plus required book \$20 NCB

Provider CEH - Open to the Public

Tues. May 12, 19, 26, 2009: 7:30 – 9pm- UNWINDING MOVEMENT MEDITATION

Exploration of a movement process through
Craniosacral Stillpoint and connection with the
Haric line of the human energy field.

(4 ½ hours) \$45 NCB Provider CEH

Open to the Public

To Be Announced:

**Advanced Intui-Medical Massage Certification (140
Hours) - See website for more info**

Instructor: Margie Schaeffer, M.Ed., CMT

President's Message

Have you ever wondered if you could be a member of the board of the AMTA-MD Chapter?

Perhaps you have, but questions abound:
How would you know what to do?
Are there certain ways that chapter business needs to be done?

If these questions and others have run through your mind, I want you to know that if you decided to run for an officer position or volunteer to hear a committee, you would never be alone. As Board members, we all help each other

The AMTA National office helps you too. Let me introduce you to CVOP. Maybe you have seen that acronym on AMTA National's schedule of events. Maybe you heard someone mention CVOP and wondered what it was. Well, it is: C-chapter V-volunteer O-orientation P-program. Part of the mystery solved, but there's more. CVOP is intended to help massage therapists who volunteer in their local chapters learn the ins and outs of being a board member or volunteering in any other capacity.

AMTA National hosts a CVOP seminar about once a year and local chapters can send volunteers to this seminar for training in volunteering with AMTA at the local or national levels. Earlier this year 2nd Vice President Colleen Renehan, Board Secretary Gwenda Harrison, treasurer Wayne Parker Treasurer and I all went to Evanston Illinois for this year's CVOP training.

It was a jam-packed three days of

Chapter Executive Officers

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2 nd Vice President	Colleen Renehan	410-876-7314 hapkidolady@yahoo.com
3 rd Vice President	Anita Benedictis	443-325-7777 anita7@comcast.net
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Treasurer	Wayne Parker	410-658-9721 wmpamtamd@hotmail.com

CALL THE CHAPTER OFFICE if your contact information has changed!

Chapter Telephone — 443-612-9119

Chapter Web Site — www.amtamd.org

Office Hours Monday-Wednesday, 9 AM to 2 PM

Chapter Committee Chairs

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Public Relations	OPEN	
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AMTA National Web Site — www.amtamassage.org

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take that to her therapist and work with it.

“At the time I didn't let myself think too far into the future. We took one day at a time. She was hospitalized a few times during the process; but she said it was the bodywork that really made the difference for her. Her psychotherapist has been amazed at the pace of her patient's progress as compared to her other patients who did not receive bodywork. She was hearing her client access emotions that talk therapy could not and knew the work was helping her, though she didn't really understand why.”

It was this lack of understanding by the medical profession, coupled with a lack of available research on the subject, that prompted Varney to write up the case and enter it in the Massage Therapy Foundation's inaugural Case Study contest, where she won third place for her descriptive report, titled *'The Role of Massage Therapy and Body Work in the Treatment of a Client Diagnosed with Dissociative Identity Disorder.'*

“I wasn't expecting to win, but I hoped we would at least get in the top three so we would be published,” says Varney. “I knew the work we were doing was important enough to get noticed, and I hoped other therapists could benefit from my experience. I wanted to give people a framework for working with really serious situations that can arise.

“It wasn't a difficult task to write, and the MT Foundation was there to help, with guidelines and templates. It took me about four week-

ends of work, and it earned me 48 CEU's. But more importantly, it helped to provide much needed research for other therapists, and for other health care providers.

“Massage can be a powerful component of helping people cope. As a profession we are seeing a lot of people with serious mental illness. But massage therapy is still not respected for what it is. I'd like to encourage other therapists to enter cases in the contest, to help build the body of information that will help elevate our profession.”

(Continued from page 3)
President's Letter

informative sessions and there was even time for fun. There was much to learn, but the organizers made it easy to assimilate the information we needed to perform our jobs as board members and committee chairs. We had the opportunity to meet face-to-face with the national staff. We asked questions and participated in problem-solving exercises. Perhaps the most important part is that you get a chance to meet people from other state chapters and exchange ideas with them.

So next year when we put the call out for board positions, please consider saying YES and you can participate in running our chapter. By becoming a member of this dynamic team, you will help ensure that your Maryland chapter runs smoothly and meets the needs of our members.

Join the Maryland chapter board and you will have a chance to find out just what CVOP means to us all. In the meantime, Gwenda Harrison supplied us with pictures taken at this year's CVOP. You can see that we are having fun!

Krista Young

President



Gwenda Harrison, Krista Young, Colleen Renehan and Wayne Parker at CWOP.

You Have a Massage Business- not a Massage Practice

by Cary Bayer, CLC

The extraordinary amount of time that you studied massage therapy--probably somewhere in the range of 500 to 750 hours--prepared you expertly in the art of giving massages. I refer to this part of your knowledge as your massage practice. I use the word *practice* because you literally practiced it many times before you mastered it. In fact, one of your assignments as your education unfolded was to practice on a table what you were taught in the classroom. And some lucky guinea pigs were glad that you did.

In massage school, you learned different modalities, you learned different kinds of strokes, you learned anatomy, and so forth. Taken together, this knowledge, coupled with all your years of experience, comprises your massage practice. Another simple way of thinking about it is that everything you do on your table is your massage practice.

On the other hand (no pun intended) everything that you do that gets people to your table is your massage *business*. If you were lucky, maybe you had five to seven and a half hours of training on the business of massage in school. That would account for one percent of your total training. Many therapists were not so lucky to get even this.

Swedish, deep tissue, Shiatsu are all part of a massage practice. Market-

ing, pricing, and networking are all part of a massage business. Too many massage businesses are all practice and no business. These are also the ones most likely to be unsuccessful financially and perhaps go out of business..

If you're like many of the dozens of massage therapists, whose handiwork I've sampled in many states, as well as in different countries from the Caribbean to Southeast Asia, you are exceedingly generous to your clients in your massage practice. If you're like many of those same dozens of massage therapists, however, you're very stingy with yourself regarding your massage *business*. Decide to spend some time on your massage business, and you will have more clients than ever before on your table to perform your massage *practice*. Once you have made the commitment to spend some time developing your massage business, here are two things you can do. Take out an ad inviting people to receive their first massage from you at 50 percent off. If you do, make certain that the size of the ad is large (probably about 1/4 of a page), that the words, "50 percent Off Sale" are large, and that you indicate what the sale price will be for the session. Many clients of mine have been very successful with growing

their businesses in this way. What do you get with this deep discount? You get new clients and the chance to turn them into repeat clients. A second thing you could do is create and promote pre-paid massage packages as a way of reducing the cost of each massage. In difficult economic times like these, people are looking to stretch their dollars as far as possible. They want to spend wisely and get as much value for their money as they can. By reducing the cost of each massage by 10 percent for five sessions, and by 15-20 percent for 10, you save them money in the long run, and give them the experience of feeling terrific--relaxed in body and mind--something nothing else they can spend about \$70_ on will provide. What do you get? You have upfront income in a large enough chunk for that course you want to take or some supplies whose purchase you have been postponing. You also have guaranteed work for the foreseeable future.

Cary Bayer is a Certified Life Coach in New York and Florida. He teaches CE workshops on marketing a massage business and other communication topics. He also writes for Massage Today and several global, national, and state massage publications. He can be reached by phone at 845-679-5526 or by email at successaerobics@aol.com. His website is: www.carybayer.com.

(SEE ADVERTISEMENT, Page 12)

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Stretching, Exercise, Massage: Good for Your Clients--Good for You

by Nina Wendt, LMT

Exercise is popular in America and, since the Summer Olympic Games in Beijing, it seems that more people are swimming, running and playing games. However, stretching and massage, while not unknown, are not as widely practiced. What is the missing piece? Education. And that is where you come in. From your massage therapy education, you know the benefits of massage, and you may know the benefits of stretching as an adjunct to massage. If you are at all concerned for your clients' health, you probably know they would benefit from exercising. But do you know the combined benefits of stretching, exercise, and massage? Rockville massage therapist Raju Mantina does and he is on a mission to educate massage therapists of the benefits of all three. He also wants massage therapists to educate their clients about how stretching, exercise and massage go together. When you put all this together, you have SEEM, the method that Mantina espouses to his clients and teaches therapists to use with their clients.

I recently talked with Mantina about his SEEM method to learn how it can be used by therapists and how it benefits them and their clients.

NinaWendt: What is SEEM and how did it come to be developed?

Raju Mantina: SEEM stands for Stretching, Exercise, Education, and Massage. I first noticed that massage was often not enough to help athletes who wanted to get massage after an injury or after they had strained a muscle. I began to study and employ stretching techniques and the improvement was dramatic. I added the second "E" because I found that it was necessary to educate my clients to combine these three elements. I gave them stretches they could do in between sessions.

NW: Can you give me an example of how this works?

RM: A client has a hamstring strain. Movement, whatever the form, even as gentle as walking, will give the soft tissue room to release. If the person does some stretching, the muscles will function better. Combining exercise and stretching is already preparing the muscles to be supple. When the person comes for a massage, the therapist will be able to reach places where otherwise she or he would have encountered restriction.

NW: How do people know that stretching will help when they may be in pain?

RM: I see that as my role (and yours), as a massage therapist. If you educate your clients about the benefits of combining stretching, exercise and massage, you will get better results than with massage alone. But there is one more piece to this and that is, that therapists need to experience these benefits for themselves.

If you exercise, do some stretching, and get regular massage, you will be able to speak to your clients about this combination from your own experience and with some authority.

NW: You speak of working with athletes, but it sounds like this method would benefit everyone.

RM: Yes, science has shown that it is helpful for everyone, young or old, to do some exercise and stretching. I feel that if we massage therapists are going to be partners in wellness, we must educate our clients about stretching, exercise, and massage. We must show them that these three elements work together, better than any one of them alone.

Raju Mantina teaches his SEEM method to massage therapists and says, "I believe in practicing what we are learning, so every SEEM workshop starts out with a half hour walk. Students tell me that this is the best part of the class." He can be reached at 301-717-5849.

Nina Wendt is a licensed massage therapist in Baltimore and has been seeing Mantina to help with recovery from an accident and subsequent surgery. She says, "Raju's techniques have helped me as much as or more than the physical therapy I had after my surgery."

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Time: 9am-6pm

Investment: \$175

Location: Baron & Butler School of Massage
Rehoboth Beach, Delaware

Instructor: Raju Mantina, LMT, NCMT

For Questions &/or Registration:
Please contact Anita @ 443-325-7777 or
infinitymore@comcast.net
8 CE Hrs, NCBTMB Category A Provider

Building Your Business

by Cher Hunter, MA, LMT, RYT

I was delighted with Krista Young's discussion of the power of networking to help you build your business in the summer issue of this newsletter. As the president of my Business Networking International (BNI) Chapter, I couldn't agree more. The networking group has been a powerful tool in helping me build a new practice when I moved from Anne Arundel County to Carroll County; I have rapidly built a practice in my new community as a result of active networking.

We all know that word-of-mouth referrals are the best kind. Especially after the recent reminder that there are some unsavory types stalking Craig's list, we would much prefer to get our new clients from referrals, especially from people we know. Here are some ideas to help you in that process.

Your business card is your most cost-effective tool in promoting your business. In the words of Dr. Ivan Misner, BNI founder "The business card is the most powerful single business tool--dollar for dollar--you can invest in. It's compact, energy-efficient, low-cost, low-tech, and keeps working for you hours, weeks and even years after it leaves your hands!" (See also, "First Impressions Count, Lasting Impressions Sell" Maryland Massage, Summer 2007, p.1.)

Here are things you can do to actively build your business:

ASK. Ask for referrals. If you don't ask, they can't say yes . . . One way to ask for referrals is to make sure you give your client 3 or 4 extra business cards with a comment such as "I always appreciate referrals, as this is how my business has grown. If you know someone who could benefit from the therapeutic work I offer, please give them my card." Simple, Direct, Effective.

Put your card in their hand. Always give your client a business card with the time and date of their next appointment. Even if they are putting the appointment in their PDA, place your

card in their hand, making it available for them to pass it on to others.

Promote special offers. If you are making any special offers – such as \$20 off 1st appointment or "buy 6, get 1 free", or whatever it may be, consider putting it on the back of your card. Use the back of the business card to carry additional information about your work.

Always carry your business card with you. You simply never know when an opportunity may present itself to give your card to someone new. Even if they don't become a client, they may pass your card on to someone who does. Always have your cards handy by keeping a few in your wallet, gym bag, brief case, or any bag you carry with you. Keep an extra box in your car in case you run out.

When you meet someone new, ask them what they do. After learning about their work, you can then give a brief overview of the work you do. Ask for their business card, and when they give it to you, give them yours in return. To be prepared, practice a brief introduction while standing in front of the mirror and using a watch with a second hand. Your introduction

should be no more than 60 seconds long; tell who you are, what you do, the name of your business, and any area you are specializing in. "I'm James Doe with Sports Massage Inc, and I specialize in helping athletes achieve their potential and recover from athletic events and intensive training."

Look for networking opportunities. Attend any networking events in your area, and consider joining a networking group.

Look for businesses which might promote your business. The local health food store or martial arts center may have a place for you to post your business card.

Say Thank You. Send a thank you note to any client who gives you a referral. A hand written note carries more weight, and you can, of course, include a couple of business cards.

Happy Networking! Remember, word-of-mouth networking is always working for you. Your clients are talking about you – make sure your professionalism ensures a good report!



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Life can be lighter and freer....

The Ultimate Gift and Really Long-Term Planning

By Cher Hunter, LMT

An odd combination of events coalesced to prompt me to write this article while sitting at the Tampa Airport, waiting for my flight back to Maryland. I've just completed the most amazing continuing education course I've ever taken – the week-long Gross Anatomy intensive offered by Kent Health Systems in conjunction with The University of South Florida. I just finished reading the article by Anita Benedictis regarding the Jeff Young Memorial Scholarship Fund, as well as an article in the AARP Bulletin regarding funeral planning. There's a topic that we all prefer to turn away from . . . but I have such gratitude to the individuals who are so generous as to give this ultimate gift so that medical students, physical therapists, acupuncturists, and yes, licensed massage therapists can

learn the body in such a profound way, so far beyond academic book learning and simple palpation.

Jeff Young's shocking and untimely death in October 1999 reminded us all of the uncertain future, and that you are never too young to plan for the unexpected. Jeff was a much loved massage therapy instructor, and it pleases me greatly that his memory is cherished and lives on in the Jeff Young Memorial Scholarship Fund.

While at the Anatomy Lab, I was very grateful to the forward-thinking individuals who had planned ahead and given the gift of bequeathing their bodies to become our silent teachers. The team I was on benefited from the gift of an amazing 96 year old woman who was surprisingly muscular and obviously a very sturdy woman. I gained new insights into the function of the knee, the hip, the psoas and low-back, the neck, and much more. I can't wait to go back and do it again!

During one discussion with Dr. Dwornik, the professor who directed the course, I learned that there are too few cadavers

available for the various groups such as medical students who require them as part of their education. I began to think about my own willingness to give such a gift. Like many of you, I have long been an organ donor, but this is different. Contrary to a popular myth, indigent individuals with uncertain medical histories, are not used for this purpose. The only cadavers that are made available for use in medical gross anatomy dissection labs are those who have specifically been donated by the individual, or in some cases—and in some states (including Maryland)—the body may be donated by a family member who has the legal authority to make this decision.

While organ donation (i.e. eyes, liver or other healthy tissue) usually comes from a younger, healthy individual who has met an untimely end through an accident, whole body donation may come from much older individuals who have not been in ideal health. Certain health conditions such as HIV or diabetes preclude the donors' suitability for this purpose, while others who have had such common west-

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Office Space for Massage Therapist or Physical Therapist Available for Rent.

Located at 5640 Nicholson Lane, Suite 211, Rockville MD, across from White Flint Mall, one block from White Flint Metro, the Woodglenn Building. Freshly painted, new plush carpet, Oakworks electric table included in room. My office is medically oriented, offering Rehabilitation and Flexibility through Active Isolated Stretching, Soft Tissue Release Techniques and Massage. I would like to have a seasoned Massage Therapist or an established Physical Therapist rent my third room. The building is clean and quiet. Great opportunity at \$700/month. Contact James Graffenberg @ 301-466-9728.

Current prices to advertise in the *Maryland Massage* newsletter:

1/8 page	\$25.00
1/4 page	\$40.00
1/2 page	\$70.00
1 page	\$100.00
1 page (double-sided)	\$150.00
Individually hand-stuffed inserts	+\$50.00 per issue
Classified advertisement	\$25.00 per 25 words

If you would like to advertise in this newsletter, please contact the Chapter Office, 443-512-9119. Please include sample ad copy (Microsoft Word format preferred), your name, company, address, city, state, ZIP code, daytime phone, evening phone, e-mail address.

Upcoming Publication Deadlines:

- 2008 Dec 8th for January publication (e-newsletter)
- 2009 Jan. 12h MidAtlantic Conference brochure (not a newsletter but accepting ads)
- March 16th for April publication
- June 8th for July publication
- Sept. 4th for Oct. publication
- Dec 7th for Jan. 2010 publication

(Continued from page 8)

ern maladies as heart disease, or even dementia may be used.

If you want to learn more about donating your organs for transplant or entire body to medical research, check out the following websites.

Whole Body donation: <http://www.dhmh.state.md.us/anatomy/html/faqs.html>

Organ donation: <http://www.marylandmva.com/mvaprog/organ/default.htm>

I hope you have the opportunity to attend a gross anatomy class; it will deepen your understanding of the body in a way that will enhance your skill as a therapist. I wish you all a long, healthy and happy life, but hope that you will consider the poten-

tial you hold to help others after you are gone – whether it is as an organ donor, or even at an advanced age, providing this ultimate gift of your body for research and for the education of future healthcare professionals.

I invite anyone who has questions about what is like to attend such a course to call me.

Cher Hunter, LMT
Cherhunter1@yahoo.com 443.414.3737

Report Unlicensed Operators

Please report unlicensed massage therapists and establishments. You may download a complaint form to do so. Go to

www.mdmassage.org, then click on Complaint Form.

By doing this, you are protecting the public and yourself. Once you have submitted the form, please allow the Board's investigators to do their job. If you attempt to assist, you may hinder the process. The investigators know how to handle these matters.

However, your obligation is not simply reporting those who are in violation of the law. Please educate the public and your own clients about the Maryland law and inform them that they should inquire about practitioners' credentials. By raising their awareness about the Maryland requirements for massage therapists and practitioners, you can let them know that the laws and regulations in this area are for their protection.

Fall Chapter Meeting

Saturday, November 8, 2008

Place: Cinnamon Woods Community Room
18400 Cinnamon Dr.
Germantown, MD 20874

Cost: \$25 members, \$50 non-members
Meeting, 3 CE Hrs and Lunch are included.

Time: 9:30 a.m. - 3 p.m.

Agenda: 9:30 am Registration
10a.m.-12p.m. Lecture: Lymph Watershed Massage Techniques
12-1p.m. Lunch
1-2p.m. Conclusion of Lecture/Demonstration
2-3 p.m. Business meeting***

*** NOTE: All attendees must stay for the business meeting to receive CE credits. No partial credit will be given. Register at the AMTA office, in person or by telephone

Speaker: Margie Schaeffer, Director, Synergy Healing Arts Center and Massage School

Topic: Lymph Watershed Massage Techniques 3 CE Hrs

Description: In this introduction to Lymph Watershed Massage Techniques, Margie will give a lecture and demonstration of techniques that can be easily integrated into a regular massage session. She will describe the lymph system and where the muscles are located within the lymph watersheds. She will demonstrate how to apply these techniques to muscles that are hypertonic or in chronic contracture. She will also show how the techniques, when strategically applied, can result in amazingly gentle muscle releases.

November 1-2
10 am—5 pm

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12 CEUs

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- Paying yourself
- Keeping records

Chapter Shorts

Help Wanted – Apply Now

With the enactment of House Bill 1563 and Senate Bill 960, the AMTA – MD Chapter has been mandated to submit 15 names to the Governor of Maryland to fill the three vacant seats on the new Board for Chiropractors and Massage Therapists. To date, we have only received four applications. If you would like to be considered for one of the positions, please go to www.amtamd.org and select MDBC&MTE Application. If you don't have internet access, please call the Chapter office to have a prompt copy sent to you. Information regarding qualifications and requirements are on the application.

The 15 selected applicants will participate in an interim committee drafting the new regulations to govern the massage program of the new Board, as well as interacting with the Board when requested to answer specific questions regarding the massage program until the new Board members are selected and seated

Announcing AMTA House of Delegates Election

Maryland's delegates to the AMTA National House of Delegates will be selected at the November 8th Fall Meeting. A delegate position is a commitment for a term of two

years. Delegates are required to go to the National Convention and participate in the House of Delegates session. You will vote on issues that pertain to massage therapy and AMTA positions. Delegates may also create or present position statements or recommendations during the course of their term. Delegate training is provided.

Anyone interested in representing AMTA-MD should send a short resume about themselves to the Chapter office. You may submit your resume by email (amtamd@yahoo.com) or by fax (866) 449-0693. You can also mail it to: AMTA-MD Chapter, 1701 Edmondson Ave, Baltimore MD 21228-4362.

Fast Breaking News

Get up to the minute information and help save the environment at the same time.

The AMTA Maryland Chapter frequently uses email to update its members on such topics as Continuing Education, Chapter Meetings, Annual Conferences, Community Outreach and Job Postings. If we do not have your email you may be missing out on important information. Please use the following link to sign up for email updates or you may call our office at 443-612-9119. <http://www.amtamd.org/contactus.html> You can also email us at amtamd@yahoo.com to sign up for email updates.

Thank you for helping us to deliver information in a timely and environmentally conscious manner. Remember to visit our website regularly for information about chapter activities and services:

www.amtamd.org

AMTA Maryland Information Privacy Policy.

The AMTA Maryland Chapter does not rent, sell, or share personal information about you with other people or companies except, when we have your permission, or under the following circumstances:

- We respond to subpoenas, court orders, or legal process, or to establish or exercise our legal rights or defend against legal claims.

We believe it is necessary to share information in order to investigate, prevent, or take action regarding illegal activities, suspected fraud, situations involving potential threats to the physical safety of any person, or as otherwise required by law.

Submitting Articles

We would love to review and edit your articles for inclusion in the next issue. Send them by January 5, 2009 to nina.wendt@verizon.net. Photos are appreciated as well.

More Chapter Shorts

MIDATLANTIC CONFERENCE PREVIEW

Save the dates:
April 30-May 2, 2009

Classes as of October 2008:

- Margie Schaeffer: Centered Massage
 - Cary Bayer on Marketing
 - Wendi White on Fibromyalgia
 - Nina Wendt on Eating for Energy
 - Pierre DeBar: Topic TBA
 - Bob McAtee: Topic TBA
-
- As usual, here will be one-day pre-convention workshops on April 29th.
 - This year we will hold a post-convention workshop on Sunday May 3rd.
 - Cary Bayer will conduct a marketing workshop on Sunday.
 - We may also have a spa-related workshop on Sunday.

WINTER 2008- 2009 NEWS- LETTER

Since our MidAtlantic conference brochure will take the place of our winter issue, we will publish an e-newsletter in January 2009. You will receive an email notice when the newsletter is available along with a link to view or download it. Now is a good time to check to be sure we have your correct email address so you don't miss our winter issue. Our next print newsletter will be mailed in April 2009.

HOW TO GET CONNECTED WITHOUT A COMPUTER

by Nina Wendt, LMT

Don't have a computer and don't want to get one, but the Maryland chapter increasingly wants to send you information electronically? What's a person to do? Go to your local library! Computers are available at all public libraries in Maryland. You can access email, search the Internet, check the AMTA-MD website and read that winter e-newsletter.

But, you say, you don't have any idea how to do all this. There's help at the library too. The friendly librarians will help you

figure it all out. They can show you how to access the chapter website. They will even show you how to use the computer itself and choose the right options to find the information you are looking for. There's no need to be embarrassed if you need to ask more than once how to do something. Who knows, you might even find it fun and want to sign up for a computer class to learn all the ins and outs. There's probably such a class at the library too.

If you don't have an email address, you can get one free from several email providers. A librarian can show you how to get an email address. Or if you have children or teens in your family, they can help you negotiate the computer world too. So don't miss out in this digital world. There is help out there--you just have to know where to look and ask for it.

AMTA KEYNOTE SPEAKER CAN HELP YOU CREATE BREAKTHROUGHS

If you'd like breakthroughs in your massage business, or in your personal life, call The Massage Coach who understands breakthroughs.

That's me, the AMTA 2006 national convention keynote address speaker and your newsletter columnist, Cary Bayer.

I've helped more than 140 LMTs:

- * *Expand their businesses;*
- * *Double their income;*
- * *Enrich their relationships.*

Why, I've even showed a woman in her late 40s how to find a fiancée in 10 sessions.

Breakthroughs are just a Phone Call Away

Cary Bayer successaerobics@aol.com www.carybayer.com

October -- May: 954-788-3380

June -- September: 845-679-5526

AMTA – MD Chapter County Unit Representatives

County	Local Legislative District	Representative		
Allegany		Ola Jones	240-675-8162	ovjonescmt@yahoo.com
Anne Arundel	Districts 30 and 31 Districts 21, 32, 33A, and 33B	Maryellen Zaleski – 30 Barbara Donohue – 33A	240-731-3281 410-647-4411	alternative.touch@verizon.net barbsmassages@yahoo.com
Baltimore City	Districts 41, 44, 45, and 46 Districts 40 and 43	Jackie Adams - 45 Geri Bell – 43	410-254-6437 (410) 433-2751	jackieadms@aol.com jsjgerib@verizon.net
Baltimore	Districts 5B, 6, 7, 8 Districts 10 and 11 Districts 12A and 42	Perry Evans – 8 Lisa McKenzie-Ruff – 11 Mary Cook - 11	(443) 791-1823 (410) 340-2191 (410) 833-5330	Medicine_Hands@comcast.net ldduck@netscape.com piwmtc@aol.com
Calvert		No Representative Assigned, call Carol Lancaster 410-489-4147 to Volunteer!		
Caroline		No Representative Assigned, call Carol Lancaster 410-489-4147 to Volunteer!		
Carroll		Colleen Renehan	410-491-1500	hapkidolady@yahoo.com
Cecil		Wayne Parker	410-322-3260	wmpamtamd@hotmail.com
Charles		No Representative Assigned, call Carol Lancaster 410-489-4147 to Volunteer!		
Dorchester		No Representative Assigned, call Carol Lancaster 410-489-4147 to Volunteer!		

Frederick		Denise Ordonio	301-788-1233	denise.ordonio@hhamd.com
Garrett		Ola Jones	240-675-8162	ovjonescmt@yahoo.com
Harford		Claire Heath	443-992-5250	cheath8446@aol.com
Howard		Carol Lancaster	410-489-4147	aquietmoment1@yahoo.com
Kent		Mark Robbins	443-205-0697	markrobbins@comcast.net
Montgomery	Districts 18, 20 Districts 15, 16, and 17 Districts 14, 19, and 39	Barbara Davenport – 20 Linda Harrison – 17 Dana Middletown – 39	301-434-0682 301-340-9181 301-814-8504	cajunbarb@verizon.net prolyn48@aol.com mrdanamiddleton@aol.com
Prince George's	District 21, 22, 24, 25, and 47 Districts 23A, 23B, 26, and 27A	Laudie Baer - 22 Gwenda Harrison – 27A	301-226-7740 301-509-7249	laudie_baer@yahoo.com gwendakinc@comcast.net
Queen Anne's		No Representative Assigned, call Carol Lancaster 410-489-4147 to Volunteer!		
Somerset	!	No Representative Assigned, call Carol Lancaster 410-489-4147 to Volunteer		
Saint Mary's		Chris Schmitthenner	301-472-4279	chriswhf@yahoo.com
Talbot		No Representative Assigned, call Carol Lancaster 410-489-4147 to Volunteer!		
Washington		Ola Jones	240-675-8162	ovjonescmt@yahoo.com
Wicomico		Michelle Kilcer	443-880-7366	mak4amta@yahoo.com
Worcester		Michelle Kilcer	443-880-7366	mak4amta@yahoo.com

Autumn 2008

AMTA Maryland Chapter
1701 Edmonson Avenue, Suite 202
Catonsville MD 21228-4362

443-612-9119
amtamd@yahoo.com

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Fall Chapter Meeting

Saturday, November 8, 2008

**Place: Cinnamon Woods Community Room
18400 Cinnamon Dr.
Germantown, MD 20874**

Cost: \$25 members, \$50 non-members
Meeting, 3 CE Hrs and Lunch are included.

Time: 9:30 a.m. - 3 p.m.

Agenda: 9:30 am Registration
10a.m.-12p.m. Lecture: Lymph Watershed Massage Techniques
12-1p.m. Lunch
1-2p.m. Conclusion of Lecture/Demonstration
2-3 p.m. Business meeting***

***** NOTE: All attendees must stay for the business meeting to receive CE credits. No partial credit will be given. Register at the AMTA office, in person or by telephone**

Speaker: Margie Schaeffer, Director, Synergy Healing Arts Center and Massage School

Topic: Lymph Watershed Massage Techniques 3 CE Hrs

Description: In this introduction to Lymph Watershed Massage Techniques, Margie will give a lecture and demonstration of techniques that can be easily integrated into a regular massage session. She will describe the lymph system and where the muscles are located within the lymph watersheds. She will demonstrate how to apply these techniques to muscles that are hypertonic or in chronic contracture. She will also show how the techniques, when strategically applied, can result in amazingly gentle muscle releases.