

In Good Hands

*The Newsletter of the Association of
Massage Therapists (NSW) Ltd*

December 2003



Quo Vadis: Unity

By Joel Morrell

I have been severely criticised because AMT (NSW) Ltd isn't part of AAMT (The Australian Association of Massage Therapists). Thus I believe it is worth reviewing this position and my personal priorities for industry unity.

After years of bartering and bickering, the Uniting Church was cobbled together from the Methodist Church, a great part of the Congregational Church and a small portion of the Presbyterian Church. At the foundation celebrations, the religious correspondent of a Sydney newspaper asked the late Rev Alan Walker if he was now ready to open negotiations with the Baptist Church? He replied sadly that in more than a decade, far too much effort and energy of church members had been diverted from the true central purpose and work of the church, into the field of ecclesiastical carpentry.

In our own industry, the last decade has seen a long litany of ghosts come and go in the name of national unity: C.A.M.A., the Charter Movement, the National Council, the Confederation and the Alliance. Where are they now?

Many efforts foundered on personal agendas and power pushes. Hardly one (if any) of the protagonists could muster a majority of the industry in their own home state so we saw people looking to interstate groups or even to non tactile modalities to cover their home base shortages. As your delegate to the Confederation for nearly three years, I saw first hand the problems of power play. I refused to even ask for AMT money to help underwrite a much vaunted National Conference – it was held in Melbourne with a registration cost twice that of our own, not to mention fares and accommodation so I saw little to attract AMT members in that project. Educationally strong but poorly attended, the conference lost so much money, it marked the death knell of Confederation.

Then, miracle of miracles, old Victorian competitors A.M.T.V.A. (aka National Council) and the S.C.M. (aka Confederation) buried the hatchet and proposed a marriage of convenience with A.R.M. (the other large single modality association in N.S.W.). A.M.T.(NSW) Ltd was bypassed (was it because we had proved too careful with our money?)

When A.R.M. members voted to decline the proposal, the disappointed bridegrooms formed AAMT with the assistance of National Council members from the smaller states – a "truly" national body ... provided you can ignore NSW! This time we were invited to the wedding – the invitation came from the erstwhile Chairperson of the Confederation. Once bitten, twice shy, AMT said thank you, but no thank you, we will wait and see.

So where are we heading from here? I firmly believe that unity of some majority within each state is a precursor of any national progress. Geof Naughton has already commenced a healthy dialogue with Ed Franklin, the President of A.R.M. and I am continuing these discussions with enthusiasm. We are trying to progress cooperation on CEUs, better contact between our members and fuller mutual support. We agree that it is in the best interest of all our members that AMT and ARM should think in harmony and walk in step. This may only seem to be one small step towards national unity but even the journey of a thousand miles must begin with one small step!

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NEWS FROM THE STATE COUNCILLORS

ACT – Alan Ford

Aloha Folks. Many things have been happening in the ACT since I last wrote. My wife and I have returned from a wonderful holiday, having left branch affairs in the capable hands of Paula Battersby and Robert Brown. Many thanks to Paula and Robert for their support during my absence. Paula chaired our last meeting on 27 August. The 22 members in attendance discussed CEUs, Massage Therapy Awareness Week (MTAW), and the upcoming Australian Masters Games.

By the time this Newsletter hits the presses, the ACT will have hosted 4 World Cup rugby games, the Australian Men's Masters Hockey tournament and the Healthpact 9th Australian Masters Games.

A big thank you to the usual suspects who helped set up and man stalls for MTAW. In particular Paula and Rob (again!), Malcolm Coulter and Kate Murtagh. It must be noted that those volunteers who put the most time into these events also seem to be the busiest practitioners around town. Could this be a lesson to others whose clinics are not so busy?

On the subject of improving your clinic numbers, consider advertising in the ACT yellow pages under the AMT banner. This is your last chance to get in before closing in the first week in December so give me a call if you are interested on 62326883.

For those who didn't get the chance to attend the AMT Conference, you missed out on a diverse and fulfilling experience - from Equine massage to Somatic Psychotherapy, Craniosacral Therapy and Lymphatic Drainage. There is nothing like trying something completely new and diverse to get the old grey matter working again. My favourite session was the lymphatic drainage workshop. I found the workshop both uplifting and powerful. Many thanks to all at Head Office for putting on a terrific conference once again. I look forward to next year's in the Hunter region.

The 2003 Australian Conference of Science and Medicine in Sport was also held in Canberra. I was fortunate enough to attend with three colleagues from AMT, Patrick McCudden, Simon Whitehead and Kate Murtagh. During the conference we were made only too aware of how little we know about the human body and its ability to prepare for, adapt to and recover from competitive sport. The Conference had many International presenters whose background in sports science, nutrition, surgery, psychology and physiology were exceptional. The information I took away will enable me to provide even greater service to my clients in the future and help make my practice more recognised as part of the multidisciplinary sports and health network in the ACT. Should the opportunity arise again for participation in a similar forum, I strongly recommend massage therapists

whose interest lies in sport make every effort to attend. (I'll see you there!).

Next month we will have the opportunity to meet and greet our new President Joel Morrell at Om Shanti College on Thursday 4 December. The meeting is scheduled to commence at 7.00pm sharp, so be there or be square!

MACKAY BRANCH Val Jenkins

Congratulations to the organisers of another great AMT Conference - a wonderful time was had by all Mackay members in attendance. I note with interest that approximately 25% of the whole AMT membership went to the Conference, including 60% of the Mackay Branch members! If we can catch two planes to get there, what is wrong with the Sydney members who don't attend? We lose 2 days out of our clinics in travel alone. So allow me to issue a challenge to all of the non-Conference attending members who read this Newsletter - see if you can beat Mackay's attendance stats at next year's event!

Special thanks to Joel Morrell and Melanie Elsey for organising the post-conference Wet Lab on Monday morning. It was greatly appreciated and well enjoyed.

Back to basics. A General meeting was held at my home recently. 7 members attended and Linda Danvers was guest speaker, demonstrating some techniques we learned at the Conference.



Brendan Byrne and Val Jenkins check out the merchandise at the AMT trade display

HUNTER Elizabeth Matsen

At the Hunter Branch meeting in September, John Cassidy led members through the theory and practice of positional release techniques for the neck. We greatly appreciated John's willingness to share his knowledge and enthusiasm for this work.

Earlier in September our sports team was asked to volunteer massage for the Mincom cyclists riding from Sydney to Brisbane, raising money for the Leukaemia Fund (to provide more accommodation for families of patients attending Brisbane Hospital). On short notice, three therapists were able to help out - Jean Pearce, Kristen Frize and myself. Chris Minto had ably organised the logistics of who to send where when, at the last minute, she learned that there were two venues! It was the riders first massage on their journey north, and much appreciated by all, at the end of their second day of pedaling.

And now - drum roll please...

The Hunter Region will host next year's Annual Conference. The conference committee is already planning workshops and events (for your edification and delight) and learning how much is actually involved in hosting the event.

Joel Morrell attended our committee meeting in October and visited the conference venue. The event will be held on 11th and 12th September 2004 at Shoal Bay Resort.. Please stay tuned for updates.

BLUE MOUNTAINS Annette Markham

This year began with the resignation of the one and only Tamsin Rossiter after 8 years of exemplary service as State Councillor. We held our largest meeting to date and everyone expressed their thanks and well wishes to a highly motivated and well-respected colleague and friend. Tamsin continues to be a very active and informative participant at sub-branch meetings, for which I am extremely grateful.



Annette Markham (left) farewells Tamsin Rossiter.

I hope to continue Tamsin's great work in increasing the profile of Massage Therapy within the region. All ideas, recommendations and views are

welcome so that regional meetings are tailored to your needs and interests. Many thanks to Jenny McLaughlin for volunteering herself as secretary.

On May 20 we held a meeting in Springwood and invited our guest speaker, Thea Welch, to discuss Emotional Release Counselling (ERC). ERC is an experiential form of counselling based on Jungian and Transpersonal Psychologies. ERC offers clients or participants a safe space in which to feel and express their emotions and energy, and so live life more fully/healthily in mind and body. Thea's presentation was informative and took us through some classic "symbol work" which entailed choosing small figurines or other curious items from an interesting collection of objects that were arranged on a display table. We also used crayon drawings and visualisation as part of a "processing phase". It was an insightful experience. Other ERC modalities include dreamwork, sandplay, voice dialogue, holotropic breath-work and process work.

On July 30 we invited Bill Hererros to speak on "Tax and Massage". Bill is a Remedial Massage Therapist and Qualified Accountant. The meeting opened with Bill's very basic and commonsense approach to what is almost a four-letter word for many in business! Bill supplied us with a range of booklets and a Business Record CD which should make life easier for tax purposes.

On September 12 the region participated in a 12 hour challenge Mountain Bike Ride, providing massage to the somewhat crazy but supremely fit athletes who entered! The excitement of therapists and riders alike was palpable. Feedback from these sporting events is always positive and our involvement helps to create goodwill and awareness of the benefits of massage therapy throughout the community. A special thanks to Jenny for organising the day and a huge thank you to Darren, Nicole, Heidi, Lyn and Jenny for your relentless work on those battered and tired bodies.

Once again the Annual Conference proved to be very successful. I thoroughly enjoyed the Craniosacral Therapy workshop and left the conference wanting to know a whole lot more about the techniques applied. I now think differently about treating a client with chronic pain thanks to Irene Gill and her presentation on Somatic Psychotherapy. Well done to the organisers.

Plans for Massage Therapy Awareness Week are on the agenda for our next regional meeting.

For Sale

Second-hand motorised table. Firm N Fold.
Hardly used, excellent condition. Mid-lift
section and foot pedals. \$2000.00.

Call Linda on 0412 983037

OUTGOING PRESIDENT'S REPORT

By Geof Naughton

My three-year term as President of AMT can best be summed up in one word – **change!**

Some of these changes were on my agenda from the outset, some occurred as a result of the “domino effect” and some were unforeseen.

Shortly after I took over as President in September 2000, Head Office moved from Bondi Junction to Newtown. A major change in staffing occurred as soon as this move was completed.

I undertook the task of redesigning the database that is used to record membership details. This was concurrent with a significant change in the way financial records are kept. Those of you who have been members for more than three years can compare the hand written receipts for membership fees that were previously issued by AMT to what I hope you will regard as the more professional looking ones issued today.

As part of this enhancement, we have tried to give all our documentation a consistent and more professional look. We have also had major computer hardware and software upgrades to support these advancements.

During my term, there have been significant changes in Head Office staffing, not only in personnel but also in numbers. Three years ago AMT employed one person full-time and a part-time bookkeeper. Today, we employ one person full-time, one person two and a half days a week, a bookkeeper one day per week, a health fund officer one day per week and another person one day a week working on a project dealing with school accreditation. That is the equivalent of two full time employees - double what it was three years ago.

We have volunteers working on a project to upgrade the AMT website. This has proved to be a major undertaking and, unfortunately, still has a way to go yet.

During the past three years there have been major changes with regard to private health insurers, hence the need to employ someone to manage this one day a week. Unfortunately, it looks as though there are more changes on the way. These will be notified in our Newsletter.

There have also been significant changes in the education of future massage therapists and AMT is still trying to come to terms with these.

Not all of this transition has gone smoothly or easily. There have been some slip-ups and one or two stuff-ups. Fortunately, none have resulted in any major disasters or lasting problems.

Many of you will be aware that change management is a significant matter in the modern

workplace. None of the changes I have outlined have taken place overnight. All of them required time and effort on the part of various people.

I would like to take this opportunity to acknowledge and thank Melanie Elsey for not just putting up with the changes going on around her, but being instrumental in making them successful. I am aware that Melanie has her critics but I believe she does a difficult job very well.

Jeni Parsons has also been affected by a lot of these changes and has been very stoic in her acceptance of them.

The one constant over these three years has been the editor of our Newsletter, Rebecca Barnett. I would like to congratulate Rebecca for the work she has done and I hope she will continue in this role for the Association for a few years yet.

What has all this got to do with the members as individuals?

My aim has been to make the workings of Head Office more efficient and to enhance AMT's professionalism.

A more efficient Head Office means that AMT can do more for its members -like keeping the cost of the Annual Conference and Members' Days affordable. Also, it allows AMT to employ people to work on special projects when the need arises. The Executive has decided that no member should be out of pocket for doing things for the Association: as from the next meeting of the executive committee, committee members will be reimbursed for their travel costs.

At the 30th June 2000, members' equity in AMT stood at approximately \$53000

At the 30th June 2003, members' equity was \$137000.

I hand over to the incoming President an Association in a sound financial position and with a solid membership base of over 1100 members.

No doubt more changes will become necessary during the term of the new President, but I trust and hope that they won't be major ones such as those over the past three years!

Two years ago I likened the situation in Head Office to the person who said “it's a bit hard to remember your intention was to drain the swamp when you are up to your arse in alligators”.

Whilst we are still trying to drain the swamp, at least we have got rid of most of the alligators. Thank you.

TREAT YOUR CLINIC AS A REAL BUSINESS

By Beate Karbstein

As massage therapists we have had excellent training in massage techniques and appropriate client handling. Some of us went even further and undertook additional training in a variety of modalities – we may have become specialists, and even experts, in those chosen fields. We are also members of a very good association that insists on continuing education. Those continuing education units are usually collected through either brushing up on some existing knowledge or widening the scope of our field.

However, I find that extremely little attention and education is given to the field of business management. Let's face it, many of us have our own massage clinic – either a mobile service, at home or a commercial clinic. Some of those businesses are very successful, whilst others are just at the level of extra pocket money. It could very well be that those whose business is at the level of extra pocket money wish to get it to the level of a booming clinic and those whose business is successful may have ambitions to take it to the next level.

But how do you go about this? If your clinic is very successful, you probably think that you can't possibly massage any more clients because you have already reached your limit and are in danger of burning out. On the other hand, you wouldn't mind being more financially successful..

And if your clinic is at the level of extra pocket money, you probably feel that you would like to massage more clients but don't know how to get them or don't know how you could physically do it while you still have a full-time job. You may want a successful massage clinic without being financially vulnerable while you are setting it up.

The purpose of this article is to give you some ideas on how to think

outside the square. I would like to emphasise at this point that I don't claim to know everything: I'm just sharing my personal journey in regard to a massage business and the possibilities that are out there if you want to take your clinic to the next level.

I'm sure that there are many more possibilities that I don't know about - but what I am about to share is a start.

Before I spell out the details, let me make it very clear that you should never treat your clients as a dollar sign. This is an easy trap to fall into once you start thinking "business". Always treat your clients as people with physical problems who seek your help, and do your best to try and help them with your know-how, empathy and caring attitude. Those attributes do come through in your treatments and your clients pick up on them – just as they would pick up if you were to treat them as only an income.

HOW TO INCREASE YOUR CLIENTELE

There are several ways to go about building your client base.

Advertising

Yellow Pages – an ad in the Yellow Pages might bring a few clients, but be prepared to also get a few phone calls from men who want "extra services".

Newspaper Ads - are only successful if you advertise on a weekly basis for at least a month or two and repeat the ads throughout the year. It is best to stay with the local rag, as people don't like to travel far for a massage. It is also best to have the ad placed within the first five pages of the newspaper, and preferably on odd-numbered pages along the outer edge of the page (people read those more readily). It's also an idea to place perhaps three or four ads on one page, each ad emphasizing a different aspect of your services instead of listing all the different aspects in one ad (gives you more exposure). It is suggested to never discount, but rather offer add-on sales (for example: free bottle of essential oil or free 10-minutes foot reflexology with every massage). When writing the ad, it is important not to write the same as everyone else. Think about why people have a massage and bring this out in the ad or at least the heading of the ad. An article or an advertorial about you is also a possibility, particularly if you have some specialist services to offer.

Schools' Newsletters - quite a few schools have annual raffles to raise money. Offer a massage as a prize, and, as a return favour, they will put your ad into their monthly/quarterly newsletters. Because this advertising doesn't cost anything, be really creative with your ad to draw attention to it. Again, think why mothers of school-aged children would want and need a massage and bring this out in your ad.

Radio, TV and Cinema Advertising - these are usually quite costly; and whilst I have not tried them myself, I think they might only work if you are a household name or are located near a known landmark. If you want to use radio, there are a few non-commercial stations that offer free advertising or ask for a donation. Make sure they place your ad either just before or after the news (people really listen then). TV advertising is probably out of reach for all of us, however (not knowing whether and what they would charge) being invited to a morning talk show might be the way to go, particularly if you are a specialist or an expert in an adjunct field. I was surprised at how reasonable Val Morgan cinema advertising is (just under \$6,000 for 14 months). Your ad is seen by hundreds of people each day, several times a day.

Letterboxing - when it comes to letterboxing, you must remember that being different from the rest and looking professional are the key. Just think of all the "junk" mail people receive in their letterbox every day - your material needs to be outstanding to be noticed. That's why I highly recommend a professional looking brochure (full colour, glossy paper, pictures) instead of a boring flyer. There are marketing companies that do it all (design, print and mail), and others that do one of those. If you are computer literate, you could design your own brochure, take it to a professional printer (who either prints it or colour photocopies it), and then distribute it. To be cost-efficient, for printing you'd need at least 500 copies, whereas professional colour photocopies you can get for around \$1 per page. When it comes to distribution, either letterbox them yourself, or have professional distribution companies or the local rag distribute them (cost ranging \$40-\$60 per 1,000). If you have a database and want the brochures mailed, post offices give a reduced rate for printed bulk mail. Marketing companies are also able to personalise the brochure according to your database.

One thing that is often overlooked with advertising is the fact that it costs much more to attract new clients than to stay in contact with existing clients. Also, if you are not in contact with your existing clients at least every 90 days, you'll lose them. So, how can you stay in contact with your existing clients? Here are a few ideas: Newsletter (professional looking!), card, fridge magnet, card and gift voucher for special events (birthday, baby, wedding), phone call, email.

Networking and Promoting

I think we are all aware that word-of-mouth is the best advertisement any business can have - the drawback, however, is that it takes time. If the income from massage is your only source of income, then time is against you! However, there are ways to speed up the process dramatically.

Chamber of Commerce - become a member of your local Chamber of Commerce. They have monthly events where you'd meet other business people, and they may also have business achievement awards and expos. You could also become a sponsor and offer your services as a prize for the awards and expos, or you could become involved in the actual running of the Chamber or get a booth at the expos and get known in that way.

Local and School Sporting Activities - becoming involved in those events is also an excellent tool for networking.

Local Business Group - I find that this is the best and fastest way for networking and promoting your business. The ideal ones are those that meet on a weekly basis for breakfast and allow only one person per business category. If a business group meets for breakfast, they do it before working hours so it doesn't cut into their business. Also, they do not get caught up and run out of time. On top of that, breakfast is the cheapest meal. The weekly meeting is important, because you want to be on the business people's minds constantly so that they think of you first when they themselves need a massage or know of someone else who needs one. Those business breakfast groups are usually of a smaller scale than the Chamber of Commerce, which means you really get to know the people and their businesses very well and learn to trust them. Either they themselves come to you for massage and/or they will refer other people (their family, friends, colleagues, employees, clients) to you. You, of course, would do the same for them. And the idea that only one person per business category is allowed is very important because it avoids internal conflict of interest.

I belong to a local business breakfast group of about 16 people and, in the year that I have been a member, I have received over 60 referrals (some of them are regular clients now) and have given over 50 referrals myself. They might also allow you to advertise in their newsletters to their existing clients.

Local GP or Physiotherapist - of course, for a local GP or physiotherapist to refer their patients to you, they need to be in favour of massage. But once you find those who do support massage, clients will come your way.

(Continued overleaf)

HOW TO TAKE YOUR CLINIC TO THE NEXT LEVEL

You'd probably think how on earth would you be able to massage more people than you already do without wearing out? Here are a few options:

1. **Employee** - you could employ another massage therapist on an hourly wage.
2. **Contractor** - if you want more enthusiasm and commitment than from an employee, have a massage therapist work as a contractor for you. Because this therapist would be massaging your clients in your clinic, you would need to agree on a percentage base (for example 50%/50%, 60%/40%).

Every massage therapist works differently, so don't expect your employee or contractor to work exactly like you. You will not lose clientele because of this; in fact you offer your clients greater variety. Just make sure that the same integrity, empathy and care are maintained.

3. **Rent Out A Room** - if you have a clinic outside your home and have a spare room, you could rent out this room to another complementary therapist (chiropractor, psychologist, counsellor, homeopath, naturopath, etc.), which would give you extra income through rent as well as referrals.
4. **More Than One Clinic** - if you already have a successful clinic, you could have it run by employees or contractors while you concentrate your efforts on starting another clinic; or you could buy an existing clinic and have that one run by employees or contractors while you continue to run your own.
5. **Become A Manager** - why stop at just one additional clinic? You could have several, all run by employees or contractors while you are the administrator and manager.
6. **Teach** - if you have the training and licence, you could run workshops, teach at colleges or run your own training. This will give you even more credibility, exposure and clientele.

To take your massage clinic to the next level, you'd really need a clinic outside your home - and not just a room, but a unit/suite or house/cottage. The advantage of this is threefold - a commercial clinic attracts greater status, you could generate extra income from renting rooms/space and thirdly, you could use the space to present workshops/educational evenings. Street level is ideal but make sure you can erect signage on the building if you are located on an upper floor. Although most of us run our clinics by appointment only, signage and/or a street level clinic are reminders for people to have a massage!

To acquire an existing clinic and/or premises, you need finance. You will need to speak to a mortgage broker or finance company and they will arrange a business loan for you. A good freelance mortgage broker will not charge you any fees and will arrange a loan in your best interest because he/she is not bound to one finance company. If you own, or partially own your own home, then some finance companies may use the equity in your home for business purposes, thus the loan will run as a home loan which is cheaper and longer term. If you don't like the idea of a loan, remember that leasing premises is often as expensive as repaying a loan. And the advantage of owning is that it will be an asset which you are able to lease out for passive income or sell in future with capital gain. Talk it over with your accountant.

HOW TO BE SUCCESSFUL

You'll need to take the following into consideration to turn your massage clinic into a successful business venture.

1. Have knowledge about accounting or at least bookkeeping to keep an eye on the business.
2. A competent accountant is absolutely essential - they will not only look after your accounting and tax needs but also give you financial advice.

Massage Therapist

Experienced Massage Therapist required for busy Natural Health Practice in the Sydney inner west region.

Flexible working hours offered on Monday, Thursday and Saturday. Position would suit therapist seeking part-time employment.

Forward resume, insurance details and AMT membership details to

Maria Grasso
119 Majors Bay Road
Concord 2137
Fax: 97362708 Phone: 97362681

Room For Rent

An opportunity exists for a massage therapist to sub-let a room in a fully refurbished suite at Sydney Osteopathic Medicine. Features include brand new carpet and paint, A/C, contemporary design and friendly working environment. The practice is located in the heart of the Sydney CBD at 808/109 Pitt St, next door to the Hunter Connection.

Flexible hours will be considered.

For more information, please call

Rhoda 0423 591 592

3. If you consider purchasing a business and/or premises, seek the help and advice of a good freelance mortgage broker and solicitor specialising in business acquisitions.
4. If you consider taking your massage clinic to the next level and don't know how, where, what and when, then a good business coach is called for. They will show you how to work more for your business instead of in your business, which will give you more free time and income. There are some who specialise in massage clinics. Business coaches also have access to audio tapes, videos, books and seminars which will help you in your venture.
5. A financial advisor is also helpful for all your insurance, protection, passive income and retirement needs.

My last advice is something that you'd already know: have integrity; be competent, credible, empathic and caring in your work; have a neat, tidy and appropriate appearance; and make sure your premises are clean and tidy yet "warm".

There are no guarantees, and every business venture has risks. But as the saying goes: "It is better to try and fail than to have never tried at all." Who knows where your adventurous spirit and courage will lead you!

If you need further information about what I have written or names and phone numbers of professionals who might be able to help you, then please contact Beate Karbstein (level 2 member) on (02) 9626-6807.

MARKETING REPORT

By Theona Spurr

My first official duty as Vice-President of Marketing was to co-ordinate the Trade Display for the Annual Conference. Most of the feedback I have received has been positive but if anyone has suggestions for future conferences I would certainly appreciate your input. I'd also like to thank FirmNFold, Select Botanicals, Well-Being Nation and Athlegen for generously providing the massage tables for the conference weekend.

With the conference out of the way, I have started on my next major project - a preferred business club for members of AMT. I am in the process of contacting health related businesses to invite them into a scheme, which would offer special discounts to AMT members. Once we have gathered enough participating businesses, we will display a list in

each quarterly Newsletter and on the AMT's new web site. If anyone has any ideas for businesses to approach (especially outside the Sydney Metropolitan Region) please email head office at massage@amtnsw.asn.au.

You will also notice that there are four "AMT Accredited Therapist" stickers inside this Newsletter. Two are clear reversed for shopfronts and two are white for reception desks etc. AMT staff and volunteers dedicate countless hours to promoting the professionalism of our Association and its membership. Displaying your affiliation with AMT can only enhance your credibility as a therapist.

I have a number of other projects I would like to pursue so I will keep you informed in the next Newsletter.

COMCARE REBATES

The following are Comcare's rates as at 4 March 2003, inclusive of GST

Item No.	Payment Type	Description	Std Rate
1	MASS	Init Cons < 45 min	55.00
2	MASS	Stand Cons < 30 min	44.00
3	MASS	Extend Cons < 45 min	55.00
4	MASS	Long Cons 1 hr	68.20
5	MASS	Home visit 1 hr	77.00
6	MASS	Hosp visit 1 hr	88.00
HYD1	MASS	Group Consult	22.00
HYD2	MASS	Standard consult (15-20 min)	33.00
HYD3	MASS	Extended consult (21 – 30 min)	49.50

Comcare's contact is Crystina O'Brien, ph: (03) 9510 3930 or 1300 366 979.

Website: www.comcare.gov.au - current information on rates can be found under "Providers".

Ask Mark

In this regular column, members can pose their burning, massage-related questions to Mark Philip Deal, principal of Peridor Health Schools. Mark is a chiropractor and massage therapy educator who is well known for his colourful and vibrant approach to teaching A & P

Question: What is "Codman's Paradox"? (FN, Rocken)

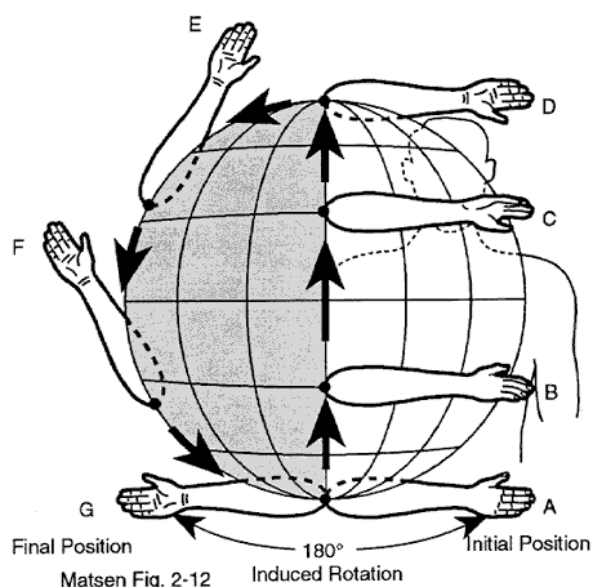
In Summary the answer is:

"With the humerus fully internally rotated, the acromion process limits abduction of the humerus at the shoulder joint."

Carry out the movement sequence described below without allowing rotation about the humeral shaft axis:

1. Place the arm at the side with the forearm internally rotated across the stomach.
2. Elevate the arm 180 degrees in the plus 90 degree thoracic (sagittal) plane.
3. Lower the arm 180 degrees to the side in the 0 degree (coronal) plane.

Note that the forearm now points 180 degrees from its original position.



Codmans' Paradox movement sequence

Now try this sequence:

1. Place the arm at the side with the forearm internally rotated across the stomach.
2. Abduct the arm (coronal) plane.

Note that you can only get the humerus up to about 90 degrees in this plane and that the forearm

now points downwards. If you externally rotate the humerus from this position you can move the arm higher into abduction.

References:

I.A. Kapandji. *The physiology of the joints: Upper limbs*. Churchill Livingstone, 1982

http://www.orthop.washington.edu/shoulder_elbow/stiffness/mechanics/humerothoracic/02

<http://www.orthoteers.co.uk/Nrujp~ij33lm/Orthshouldbiomech.htm>

Do you have a question you would like to put to Mark? Please email in the first instance to: rebeccabarnett@optusnet.com.au

The psoas controversy

In the June 2003 edition of *In good Hands*, Mark responded to a question about the actions of the psoas muscle. We received the following riposte from Alan Ford:

I would like to take this opportunity to present an opposing view in relation to the shortened psoas muscle. The conventional view is that a shortened psoas will increase lumbar lordosis and increase anterior pelvic tilt but I believe that the opposite is the case. I base my findings on both clinical and practical experience which includes 25 years as a physical training instructor and 10 years as a sports and remedial therapist.

I and many other therapists believe that a shortened psoas muscle causes the pelvis to tilt in a posterior direction and encourages a loss of lumbar curvature. I base this partly on observation of the pelvis and lumbar spine during one of the most common of all gym exercises to strengthen and shorten the psoas muscle.

The exercise uses a roman chair which enables the athlete to maintain their body weight on their forearms, with the lower thoracic and lumbar part of the back pushed into a padded backboard and the feet clear of the ground. To fully shorten the psoas/iliacus the knees are flexed and once the quadriceps are in a horizontal position the athlete is encouraged to raise the knees in an arc up and inward toward the chest. This exercise is complete when the psoas and iliacus are in their most shortened position, the lumbar curvature is completely lost (and in fact reversed) and the pelvis is tilted posteriorly. (Please see photo over the page).

My clinical findings also support this theory. Most clients/patients who have a career where the majority of their work time is spent in a sitting position i.e. with the psoas shortened, have posterior pelvic rotation, flat lower back and short hamstrings.

When considering the above issues we should remember that lumbar spine facet joints move sideways, forward, and in this case, backward. The sacro-iliac joint opens and the hip joint is also very flexible. The pull of the psoas muscle is up and towards the origin of the muscle at the lumbar vertebra, the femoral head will glide forward and the psoas pulls in a forward and upward movement as the pelvis moves into posterior rotation.

During my workshops, I ask students to place their thumbs on either side of the naval (i.e each thumb is lateral to the navel) and to push posteriorly with the thumbs toward the psoas origin. With the index fingers stretching inferiorly to the point of distal attachment of the psoas/iliacus, I ask the students to induce anterior rotation of the pelvis. In doing so, they always note that the psoas increases in length as it must stretch over the excessive lumbar curve and that the distal attachment has now moved downward and under the rotation of the pelvis. I then ask the students to reverse the action previously described and when taking the pelvis into posterior rotation and lumbar kyphosis the index finger and thumb come together as the psoas shortens.

The reason some therapists may take the opposing view of the postural influence of psoas is that, when they conduct the Thomas test to measure the length of the psoas muscle, many people with excessive lumbar curvature appear short in the psoas. I believe that this is due to the extreme amount of tensile stress in the muscle - when applying the Thomas test, the muscle is so over stretched it is unable to stretch any further, giving the impression that the muscle is short.

I would like to finish by asking two questions of those of the opposing view regarding this matter:

1. Why is it that the two most common exercises to stretch the psoas are the lunge, and lying prone with the pelvis in contact with the floor and arms straightened to raise the chest off the floor thus encouraging excessive lumbar curve?
2. Would you advise the following as a psoas/iliacus stretch: client supine on the floor with knees toward the chest as tight as possible to reverse the lumbar curve and remove the anterior rotation of the pelvis?



Strengthening the psoas using a Roman Chair. Body weight is supported by the forearms. Flexed knees are raised towards the chest,

APPLYING FOR PROVIDER STATUS WITH MBF

Following a year of negotiations with MBF the following now applies for new provider applications:

AMT will endorse all Senior Level Two and Three members and Senior Level One members who graduated from NSW TAFE with a Diploma of Health Science (Massage Therapy). Obviously, your first aid and insurance must be up to date. You must sign the MBF consent form and return it to AMT Head Office with a copy of all your practice receipts.

All other members please apply directly to MBF. You will need to meet their criteria. You can apply online at: www.mbf.com.au or contact Provider Registration on 131 137

APPLYING FOR PROVIDER STATUS WITH MEDIBANK PRIVATE

You will need to complete an application form (available from AMT Head Office) and return it to AMT for endorsement.

If you are a Senior Level Two or Three member or a Senior Level One member who has graduated from NSW TAFE with a Diploma of Health Science (Massage Therapy), just return the original application form and a copies of your current insurance certificate of currency and your current senior first aid (if we don't already have them).

All other members: are required to send \$50.00 and will be assessed on all documentation in your file to ascertain if you meet Medibank's criteria. Send copies of any documents we do not already have.

If successful, we will endorse you and forward your application to Medibank Private who will issue you with a Provider number. This can take up to two months from the time we receive your application form.

If your application is unsuccessful we will let you know.

You can also apply directly to Medibank Private. They will charge you \$150.00 per application.

AMT Annual Conference

Two days, five workshops, 240 delegates and one horse. Yet again, AMT members enjoyed a feast of information, conversation and intellectual degustation.

Five AMT members review the event ...

OVERVIEW

Review by Linda Danvers

I enjoyed the AMT Conference immensely. This was only my second conference and I found two sessions particularly helpful, largely due to the fact that I came away with the expansion of an existing skill or something new, rather than just theory. Firstly, in Irene Gill's session on Somatic Psychotherapy, participants were invited to experience the importance of intent when working with clients. I work from this perspective most of the time but to have the benefits of this focus so clearly pointed out to each of us was very inspiring.

Secondly, Elsebeth Perry's Simple Lymphatic Drainage workshop gave us a lymphatic drainage 'mini treatment' which is easily incorporated into a treatment session.

With some forward planning, the conference experience can be just that little bit more delightful. By the time I left for the conference, my airfare and conference fees had already been paid for--all I had to do was get on the plane and enjoy the weekend.

In addition, the food was plentiful and delicious, the venue particularly appropriate (given the equine massage content!) and the trade display well worth exploring.

If you haven't experienced an AMT Conference yet, treat yourself to this tax deductible, CEU points-gathering opportunity next year!

LYMPHATIC DRAINAGE WORKSHOP

Review by Steve Nagy

By the time we set off for Elsebeth Perry's workshop on lymphatic drainage on Sunday afternoon we had already heard positive reports from many other members who had attended her session.

Elsebeth began by introducing herself and relating how she became involved in natural therapies and developed a passion for working in the field of lymphatic drainage. This was followed by an overview of the lymphatic system, accompanied by a diagram and notes distributed to each participant.

Elsebeth's description of her art was coloured with simple and effective analogies such as stroking the eyelids to feel the kind of pressure typically used, and demonstrating the function of lymph valves using only a volunteer and a piece of string!

Elsebeth outlined the way she works with her clients, many of whom suffer lack of mobility. She described the relationship that develops between client and therapist, emphasising how much she values her time with her clients and how the rewards work for both parties.

Despite presenting this workshop for the fourth time in two days, Elsebeth treated our members with a fresh passion and enthusiasm, at one point reliving for us the thrill of watching a severe bruise fade from a client's cheek as she worked.

The practical part of the workshop consisted of a demonstration of a 15-minute 'mini-treatment' that could be incorporated into any massage. This involved a sequence of strokes with the emphasis on pressure of touch, direction of strokes and clearing of areas proximal to distal. We then paired off and practised the sequence ourselves with Elsebeth supervising and answering queries.



Elsebeth Perry demonstrates a lymphatic drainage mini treatment

The workshop elaborated on my basic knowledge of lymphatic drainage. Elsebeth's frank depiction of her work in this modality would have helped any participant clarify whether it was a field they wished to pursue. Even those who may feel they don't have the special kind of patience required to work in this area would now be better equipped to answer their clients' queries about lymphatic drainage.

I always appreciate the opportunity for insights into the working life of a successful practitioner in any modality. I am grateful to Elsebeth for sharing her ideas, experiences and feelings so openly and generously. **Touchdown!!**

DAY SPAS

Review by Diana Glazer

The theme for this year's Conference was to increase the awareness of members to other modalities or other paths they could adopt within the realms of massage therapy. I was very keen to attend this session because, for a long time now, I have wondered why Australian massage therapists have not adopted the Day Spa idea as fervently as their American cousins (or so the American Journals would lead us to believe).

I feel I now have the answer - despite Rosemary Spiteri's passionate belief in the integration of Day Spa activity and massage therapy I find that I am a massage purist. Not for me are the facial treatments, the lymphatic brushing or the various mud therapies. I am not interested in the purity and content of face creams even though I care about the quality and texture of the lubricant I use for my clients. I guess that in some part of my deluded brain I feel that I would like to pamper my clients with the quality of my touch and my knowledge rather than by applying products.

Rosemary also demonstrated the use of a footbath for a client lying on the massage table. This would certainly be useful for clients with smelly feet! Some warm water and some essential oil in a large bowl and you end up with a relaxed client, no longer acutely conscious of the state of their feet - and a happier therapist.

There is always something to be learned at Conference workshops. Sometimes you learn a new technique, sometimes you affirm your ideas and sometimes you discover new ones!



Jeni Nagy... exhausted after a hard week of conference preparation

EQUINE MASSAGE

Review by Rebecca Barnett

Let me begin this review with a quote from a noted commentator, Professor Lillith Dupre LeNoisette:

Given the neotextural gynocentric refiguration of the historical continuum, oppressive generic metanarratives exemplify the stultifying impact of

the 'new' hegemony on the discourse of equine massage. By contrast, Dolly Parton's multivocality differs mainly in emphasis from modernist references to Mr Ed on the epistemology of the equine lexias first praximated by Jacques Derrida, viz "A horse is a horse, of course, of course".

Four years ago I wrote about my experience of massaging a horse from a naïve, untutored perspective. This year's Conference afforded me the opportunity to find out how it's ~really~ done!

Kay Mallinson's equine massage workshop was a joyous experience from start to finish. After introducing us to the client, a fine-looking filly named Baby Doll, Kay explained the fundamentals of treating horses, drawing out the parallels in approach between four-legged and two-legged beasts. Kay may have taken this analogy a little too far in her very first session when, in the absence of Baby Doll, she saddled up Penny Wardle and took her for a turn around the Harold Park Stables. If only we had the photographic evidence.

With the aid of her beautiful assistant, Kay proved to be an engaging presenter, taking us through the principles of client communication, anatomy, hands-on techniques, stretches and client compliance. Baby Doll had never been massaged prior to the weekend but this was her third session on centre stage so she reacted to Kay's cues like a pro. She had the full routine of stretches down pat. I half expected her to complete a complex mathematical calculation and clatter the answer triumphantly on the stable floor with a celebratory tap dance. But then, I also fancy I heard her making wise cracks throughout the session in a voice that sounded suspiciously like Mr Ed's.

Baby Doll proved to be tender in the pecs, triceps and glutes but graciously allowed us to experiment and palpate at the end of the session. I'm not sure how many budding equine therapists were born out of this session but it certainly left me with an aching desire to hit the paddocks with a pocket full of dreams and an elbow full of horseflesh.



Baby Doll is serenaded by Rebecca Barnett (human included only for scale)

CONFERENCE ADMIN. REPORT

By Melanie Elsey

Every year we try to create a conference that runs smoothly and efficiently and is bigger and better than the year before. For the second year running, the conference was booked out so hopefully we have achieved our goal for the 200 participants who were able to choose four out of five workshops at this 14th Annual Conference.

The organising committee consisted of members of the Executive and the office staff who added this hefty task to their normal workload.

I would like to acknowledge and thank the following people:

Thank you to Theona Spurr who was instrumental in creating the very successful trade display this year and for organising the loan of 60 massage tables for the weekend.



VP of Marketing, Theona Spurr, moonlights as a Cocktail waitress at the Conference

Thanks to Jeni Nagy who photocopied notes and stuffed conference bags every day for the week prior to the conference. Thanks to Beck and Hesh who donated CDs, stuffed conference bags and performed at the Cocktail Function.

Thanks to the volunteers who arrived early and helped enormously at registration including: Peta Lewis, Loretta Ellicott, Antonique Verschure, Diana Glazer, Jeni Parsons and Joy Brown. Elisabeth Thomson set up the AMT table (with assistance from Joy Brown!) and sold raffle tickets.

The following members 'volunteered' to collect workshop tickets: Rebecca Barnett, Diana Glazer, Peta Lewis, Maria Grasso, Sandra Davis, Joel Morrell and Penny Wardle (who also doubled as a horse for the first Equine workshop!)

Many thanks to the well-organised Workshop Presenters without whom there would be no conference: Kay Mallinson, Irene Gill, Paul Doney, Elsebeth Perry and Rosemary Spiteri.

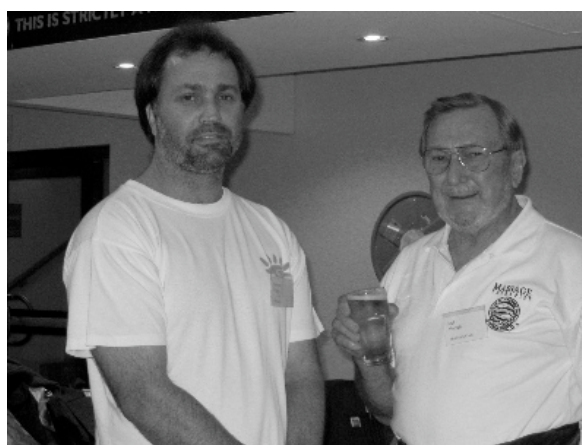
Thanks to the guys who helped Theona with setting up/packing up massage tables: John Whittaker, Jeni Nagy, Steve Nagy, Alex Elsey and Jack Gevorgian.

Thanks also to Gerry Farrell and Jason Kiely who helped us set up the chairs for the AGM; and to Malcolm Coulter who helped Geof re-arrange chairs for the Cocktail function.

Thank you to all those participants who gave positive feedback about the conference and about AMT office staff. Receiving congratulations from the members on a job well-done makes it all worthwhile! To those who offered constructive criticism about this year's conference, we thank you and invite you to join the Conference Committee for next year's annual event.

Congratulations to Sharon Keogh on her well-deserved Massage Therapist of the Year Award and to Sharon Clarke and Kirsty Sinclair who were the Student Therapist of the Year recipients.

And now a few non-conference thank you's! A big thank you to all the Sub-branch co-ordinators who assist the Executive by organising branch meetings and workshops for the members in their regions.



Steve Vadla and Joel Morrell

Thanks also to Steve Vadla who updates our website and is in the process of designing our new one. When the project is complete, we will upload the referral details for 800 members so that members and public can access therapists in their area.

So many members have helped in so many ways - if I have not mentioned you personally please know that AMT appreciates everything you have done.



Melanie Elsey hard at work on her Conference memoirs

Class Action!

In the last issue of In Good Hands, we published a letter from Tricia Jenkins regarding student massage on professional athletes. Here, we give the students from Meadowbank TAFE their right of reply:

Why, just because we are still students, does Ms Jenkins see fit to treat us like no-brainers? Perhaps she should have spoken to us - the students - who "can't see that the practice of volunteering is short-sighted" and "who are being led by their teacher" before deigning to comment on **our choice** to do voluntary work with the Sydney Kings.

We also think it is rather mean to cast aspersions on Diana Glazer's motives for doing this. Our pre/post-event and training massage involvement with the Kings provides us with a reputable addendum to our CVs. Imagine our excitement and happiness when 'our' team won the 2003 Championship. Imagine, too, our pride in the part we played. If this is considered an ego boost then, yup, we're guilty. However, we do wonder why this is necessarily a bad thing when it results in further motivation to achieve. And if it is Diana's ego that is being referred to, why would it need boosting when she is already so highly respected in the field? Diana is a dedicated, reputable Massage Therapist and teacher who is committed to producing highly competent and professional therapists.

It is true that we do not get paid for working with the Kings. Why should we when they so kindly provide us with their bodies to practice new techniques on? Of course they benefit - but we benefit so much more by gaining experience, honing our skills under Diana's strict supervision and building confidence in our abilities. A number of the Sydney Kings and their families also support the Massage Clinic at Meadowbank TAFE. Without a fully functioning clinic, where would we get the valuable, practical work experience hours that are required for us to graduate? Apart from this we are also required to complete a certain number of hours at the Lottie Stewart Hospital as well as with another Massage Therapist, Physiotherapist and/or Chiropractor - for which we do not get paid either.

Believe us, we do not need to be educated that as qualified Massage Therapists "we are professionals and deserve to get paid". Why else would we be so willing to give up our valuable study and free time to do voluntary work, if not exactly for this reason? Some of us have already made the effort to join AMT and obtain insurance coverage which enables us to earn a little pocket money by doing Swedish Massage as Student Therapists.

We also do not understand what is meant by "how many more job opportunities would there be if we weren't giving away our time?" We believe that we

will be so much more skilled and professional because of this voluntary work that we will be able to promote Massage as a therapy to be respected and taken seriously as a complementary modality. Surely this will create new opportunities and advance the profession?

Apart from the fact that Diana Glazer has the best interests of the profession at heart, her enthusiasm and encouragement have inspired us to be the best that we can be so that we can venture proudly and confidently into the 'real world'. To answer Ms Jenkins' question, this is what we have to look forward to when we graduate. What client would not appreciate and, therefore, be willing to pay for that?!

Leane Hanks, Roland Campos, Josephine Robinson, Sarah Newman, Melinda Smith, Lauren Capanna, Alin Hang, Darron Smith, Darron Gillard, Leah Payling

AMT MERCHANDISE PRICE LIST

(PRICES INCLUDE A 10% GST
POSTAGE CALCULATED SEPARATELY)

Polo Collar T-shirt with logo	\$20.00
AMT Sports Polo shirts	\$25.00
Tiger Balm T-shirts	\$5.00
Postage for 1 shirt	\$6.00
Postage for 2 shirts (add \$1.50 if outside NSW/ACT)	\$6.50
Postage for 3 or 4 shirts	\$8.00
AMT Badge	\$11.00
Postage	\$2.00
Badge purchased with polo shirt	\$8.00
AMT pens	2 for \$5.00
Postage	\$5.00
Posters	2 for \$1.00
Postage	\$5.00
Receipt Book (100 leaves)	\$11.00
Postage for 1 book	\$4.00
Postage for 2 books	\$5.00
Postage for 3-6 books	\$8.00
Home Study Modules	\$55.00

Health Fund Status

If you are up to date with insurance, first aid and CEUs there is no need to apply individually to each health fund. AMT has negotiated provider status with the Health Funds listed below and your name will be forwarded for automatic recognition as a provider. Please check the explanation of status levels to see which health funds recognise your level of membership. Also, read the explanatory notes at the bottom of the page to make sure you are providing the necessary information on your receipts. All other members will need to apply to individual funds.

Health Funds and Societies	Status
ACA Health Benefits Fund (ARHG)	A
ANZ Health Insurance (HBA)	A
NSW Teachers Federation Health Society (ARHG)	A
Queensland Country Health	A
Railway and Transport Hospital Fund	A
Reserve Bank Health Society	A
Commonwealth Bank Health Society	B
Manchester Unity	B
Teachers Union Health (ARHG)	B
Australian Health Management Group	C
Australian Regional Health Group	C
Cardmember Health Insurance Plan (HBA)	C
Cessnock & District Health Benefits Fund (ARHG)	C
Federation Health (ARHG)	C
Gay & Lesbian Health Fund	C
Geelong Medical Benefits Fund	C
GMHBA (ARHG)	C
Government Employees Health Fund (AHMG)	C
Grand United Friendly Society	C
HBA (formerly AXA)	C
HCF	C
Health Insurance Fund of WA (ARHG)	C
Latrobe Health Services (ARHG)	C
Mildura District Hospital Fund (ARHG)	C
Mutual Community (HBA)	C
National Mutual Health Fund	C
NIB	C
NRMA Health	C
St Luke's Medical & Hospital Benefits Assoc (ARHG)	C
Super Health Plan	C
United Ancient Order of Druids Friendly Soc (ARHG)	C
Victorian WorkCover Authority	C
Westfund Health Fund (ARHG)	C
MBF	D
Medibank Private	E
Australian Unity	F

Status Levels:

A. All AMT practitioner levels

B. All practitioner levels with:
One million dollars current insurance
Current Senior First Aid (Level 2) certificate

C. Senior Level One, Two or Three members with:
One million dollars current insurance
Current Senior First Aid (Level 2) certificate

D. Same criteria as for F below. Must send signed consent form to AMT with practice receipt(s).

Please note: All other members please apply directly to MBF

E. Same criteria as for F below. Must complete an application form (available from AMT).

Please note: some Senior Level One members may qualify upon AMT's assessment of their qualifications etc

F. Senior Level Two or Three members with:
One million dollars current insurance
Current Senior First Aid (Level 2) certificate

To be eligible to remain on the above Health Fund lists you must:

1. Be financial and have a commitment to ongoing education (ie: an average of 100 CEUs per year)
2. Provide your clients with a formal receipt, either computer generated, or with rubber stamp or address label clearly indicating practitioner's name, AMT member number (eg: 1-1234), practice address (no PO Box numbers) and phone number. Client's name, date of treatment, nature of treatment (ie: Remedial Massage), and particular health fund provider number may be handwritten.
3. Provide AMT Head Office with a practice address (or business address for mobile practitioners; no PO Boxes) - failure to supply these details to us will result in your name being removed from health fund listings.N
4. Notify AMT HO of all relevant practice addresses.
5. Include a copy of one of your receipts (for each practice address) to Head Office with your next AMT membership renewal or correspondence.

Please note: AXA, Cardmember, Gay & Lesbian, Government Employees (AHMG), Grand United, HBA, HCF, Mutual Community and Super Health will send you an agreement to sign once they have received a claim from one of your clients and require you to use the Provider Number they issue to you. **Medibank Private** requires an application form upfront and will provide you with a Provider Number (no rebates will be given until this agreement has been returned to the health fund). All other health funds will accept your AMT number (eg AMT 1-2345) as your Provider Number.

AMT Calendar Of Events

February to June 2003

The letter V indicates that the number of CEUs is Variable - depending on the number of hours attended.
 Courses accredited by AMT attract 5 CEUs per hour.
 Courses not accredited by AMT attract 1 CEU per hour
 Please check dates and venues with the contact person before you attend.

		CEUs
FEBRUARY		
1	Seated Massage Presented by Carol Holden Peridor Health Schools, Bondi Junction. Ph: 93872319 or 0403813513	35
8	Cervical pain and headaches. Presented by John Bragg Katoomba. Ph: 47825092	35
14, 21, 23	Practice Management for Massage Therapists Presented by Trina Steer and Jonathan Ellis Crows Nest Community Centre Ph 02 9908 1532	105
21	Knee, Thigh and Hamstring Pain. Presented by Rob Granter Sydney. Ph: 47825092	35
22	Lower Leg, Ankle and Foot Pain. Presented by Rob Granter Sydney. Ph: 47825092	35
28, 29	Two days at the Talus (Biomechanics of the foot and how this relates to the spine). Presented by Dr Paul Conneely. Coogee RSL Club. Ph: 02 9369 1215	70
29	Association of Remedial Masseurs – Members Day Details to be confirmed. For more information Ph (02) 98074769	35
MARCH		
6, 7, 27, 28	Myofascial Release 1 – Fundamentals (32 hours). Presented by Patricia Farnsworth Brisbane. Ph 1800 101 105	160
13, 14, 20, 21	Post-graduate clinical massage: Massage and Disorders Presented by Dr Robyn Beirman and Dr Sharyn Eaton Crows Nest Community Centre Ph 02 9908 1532	120
APRIL		
2 –5	Myofascial Release 1 – Fundamentals (32 hours). Presented by Patricia Farnsworth The Centre, Randwick. Ph 1800 101 105	160
4	Lower back pain and Pelvic Stability. Presented by John Bragg Kattomba. Ph: 47825092	35
MAY		
1, 2, 22, 23	Myofascial Release 1 – Fundamentals (32 hours). Presented by Patricia Farnsworth Brisbane. Ph 1800 101 105	160
27-31	Myofascial Release 3 – TMJ and Cranial (60 hours) Presented by Patricia Farnsworth Brisbane. Ph 1800 101 105	300
JUNE		
12, 13, 19, 20	Myofascial Release 1 – Fundamentals (32 hours). Presented by Paul Doney The Centre, Randwick. Ph 1800 101 105	160