



SPRING 2009  
Edition

## AMTA PA Chapter Newsletter

### The Balanced Body

by Kim Kane-Santos, Newsletter Editor

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-  
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-  
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## President's Message



Gina Washlaski

Hello Members, AMTA PA is still celebrating our Licensure victory and is on the move towards another great year! We all strive for excellence in our daily work. As we go about our tasks, we need guidance to be sure we are doing the right things. We need inspiration to motivate us, putting our clients and patients first, so we can perform well and deliver an experience that will bring them back over and over.

Our National Board of Directors and Staff "definitely delivered" the week of March 7 in Chicago. I just returned

from AMTA's National Leadership Weekend in Chicago. I was thrilled to attend my first National Board meeting. I was very impressed with their ability to exceed my expectations. National Board members briefly presented on topics of their expertise. They focused on the challenges of Massage Therapist's experiences as AMTA members, as well as how important our involvement is with AMTA to secure the ongoing growth and success of our organization. I intently listened as our Leaders talked about changes in the consumer's use of massage, changes in trends, and other changes, issues and challenges in the Massage Therapy field today. I also was introduced to old and new Board of Directors & Staff members. I was so proud as I witnessed our Immediate Past President, Nancy Porambo & our AMTA Council of Schools volunteer, Winona Bontrager, get Pinned as New National Board members now holding National Members-At large positions for us. They are both awesome role models for us to follow in their footsteps.

The National Board expanded on FY09/10 overview of our Strategic and Operational plans, as well as focusing on our Initiatives, Member Management priorities, Sales Management priorities, Marketing Management priorities, Product Management priorities, Communication Management, Government Relations, Industry Relations priorities and Professional Development priorities. The Board presented on how they plan to advance our profession via Knowledge Transfer and our future Directions and Annual plans. All this info was very interesting and exciting to hear what we have in store for us. I also enjoyed the opportunity to share and discuss experiences with other Chapter Presidents on topics like Action Plans, Conflict Resolution with Board Members, Focusing on Deliverables, How to write Motions and Agendas, Improving Communication Skills with Members and Chapter Volunteers, and Recruiting, Motivating and Retaining members. I can't wait to share with you what I've learned. We also chatted about our upcoming 2009 schedule which includes, CVOP (Chapter Volunteer Orientation Program) in

Evanston, Illinois on July 9-12, our National Convention in Orlando Florida, September 23-26 and National Massage Therapy Awareness Week, October 25-31.

Get ready Pennsylvania, **2009 is our year to shine!** AMTA PA is growing and developing at lightning speed! We invite you to join us at our first Annual 2009 Pennsylvania State Massage Therapy Conference held at the Nittany Lion Inn in State College PA July 24-26. We're offering Education, Networking, Food and **Fun!** Please visit our website to find out more and register online @ [www.amtapa.org](http://www.amtapa.org).

We will work together, raising awareness about the benefits of massage and help massage therapists support one another's success. See you there!

Gina Washlaski, President

## Licensure Update



### LEGISLATIVE UPDATE

History Made in Pennsylvania -  
Victory!  
Time to Celebrate!

As you should know by now, licensure has been passed in our state! On October 8th 2008 the bill was signed by the House traveling right to our Governor's office to be signed into law. HB2499 was a carefully crafted compromise between numerous health care providers and will now launch us into a higher level of Massage Therapy practice.

At this time the PA Board of Directors of Massage Therapy has not been chosen, but we do expect to hear something soon. As always, we will inform you with the information.

In the mean time, continue to check our web site for any updates. There is a "question and answer" format designed to answer any questions that you may have regarding the meaning of the language in our bill, i.e. grandfathering, continuing education, testing, etc. If you have further questions and/or need further assistance please feel free to contact any of your board members.

**We have made history in Pennsylvania!!**

***Introducing***

# ***Pneu-Wave***

**Automated Back Massage System**

The Portable Companion for

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and

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Visit our Website

[www.Pneu-Wave.com](http://www.Pneu-Wave.com)

**The Massage Coach**

The One-Month Program  
By Coach Cary Bayer  
[www.carybayer.com](http://www.carybayer.com)

There's nothing quite like getting a new client who looks like he might come in for a massage once every month. It's the kind of good news that qualifies for the proverbial, "Something to write home about." With this in mind, let me ask you a simple question: Do you tell your husband/partner/significant other each time a monthly client decides to book a session in two weeks instead of the usual four? I didn't think so. And yet, the once-a-month client who shifts to twice a month is equivalent to getting a new client who comes in once a month. As far as the bottom line is concerned, it's an identical situation. But you probably don't relate to it that way.

Most massage therapists think about the numbers of clients that they have rather than the number of sessions they give, because few therapists think of clients in terms of revenue. As healers who love to help people, you probably focus more on a client's shoulders and back than you do on her as an income stream. This occurs because most therapists think of their massage work as a practice rather than as a business.

Let's shift our thinking a bit, and evaluate a client in terms of revenue. For the sake of this discussion, let's call your fee \$70 per session. If Mr. Jones is a client who comes in like clockwork once each month, he's a \$70 per month client. If you're like most therapists, you always encourage your enthusiastic clients to tell their friends or family about your work. If Mr. Jones does just that and inspires his wife to come in for a massage, and she loves your work, too, and also comes for sessions once each month, you now have \$140 per month coming in from the Joneses.

But let's look at a different scenario. Let's forget Mrs. Jones for the moment. If her husband suddenly changes his frequency to twice per month, he becomes a \$140 client. As long as we're exploring different scenarios, consider a third: suppose he loves your work so much that he decides to come in each week. He then becomes a \$280 per month client. This is equivalent to him keeping his current once per month session, but bringing you three new clients, each of whom comes in monthly, as well. Far too many therapists spend far too much time trying to get new clients instead of inspiring the ones that they already have to come in more frequently. It's easier to encourage those who currently enjoy your work to enjoy it more often than to bring in new people who don't yet know how good you are. And that's where my One Month Program comes in.

The One Month Program is a marketing tool that enables you to quadruple the number of sessions that you do for existing clients. Here, in a nutshell, is how it works. Scour your database or client files for a list of all the people whom you treat. Then, isolate those who don't come in each week. For most massage therapists, that's virtually their entire roster. Now, target those who come in either once a month or even less often than that.

The objective behind the One Month Program is to convert monthly clients into weekly ones, or, in bottom line terms, to transform \$70 per month clients into \$280 per month ones. As we just saw, that's like adding three new clients at the monthly frequency.

Clients who sign up for the One Month Program pay you \$280 for which they'll receive four sessions in the next month and a bonus fifth session the following week for free. Clients love this bonus—who doesn't love things for free? This contrasts to the five sessions in five months that they otherwise might receive.

This heightened frequency gives your client an opportunity to see how good it feels in body and mind to have weekly treatments. After the fifth session in five weeks, ask your client if he'd like to book a session the following week. After all, he's had five in five weeks. There's a decent chance that he'll say yes. There's a famous post-World War I song that speaks to this point: "How ya gonna keep them down on the farm,

after they've seen Paree?" Most people are so used to carrying around a great deal of tension or pain in their bodies; monthly clients get relief from this every 30 days or so.

Seeing and feeling the difference that comes with a weekly massage cycle may be just what their massage therapist ordered. This switch in frequency also has the chance to quadruple your entire business if every monthly client is converted to a weekly client. If even just 10 such clients convert to weekly sessions, you'll have increased your monthly income by \$2100. That pays a lot of bills each month, and also adds more than \$25,000 to your yearly gross. If 20 such clients convert, your monthly income surges by \$4,200; your annual income skyrockets by more than \$50,000. And all this without adding a single new client.

If, on the other hand, your One Month Program client chooses to schedule his next session a month down the road, ask him if he'd like another free session again, by signing up for the One Month Program. If he does, you'll be giving away a free session, but you'd also be getting three additional sessions from him in a month. This same program is also useful to target clients who come in for sessions every two or three weeks, as well.

By the way, if either of these scenarios play out-whereby you add between 10 and 20 more sessions each week-and you're unable to actually do this additional work, either because of lack of time or lack of strength in your hands, then you can always bring in another therapist. That raises the possibility of passive income. But that's the topic of a whole other column.

## Sports Massage

### PA Update

#### 2009 DATES

- \*Harrisburg YMCA triathlon May 17
- \*Venture Outdoors Great Allegheny Passage August 22 & 23 (southeast of and in Pittsburgh)
- \*Black Bear Century (Poconos area) October
- \*Baierl YMCA triathlon (north of Pittsburgh) August (date not finalized)
- \*Southside Steps Trek (Pittsburgh) (date not finalized)

For further information on these dates and/or to join in the FUN, Please contact Bill Vogel, Sports Massage Chair at [billtouchngo@hotmail.com](mailto:billtouchngo@hotmail.com)

T.E.A.M. (The Exceptional Athlete Matters) sports is hosting "Face of America", a bicycling event for disabled veterans, going from Bethesda to Gettysburg. They arrive in Gettysburg on the morning of Sunday, April 26, 2009. The massages will be pro gratis (complementary) for these heroes and their supporters. This is a great way to show your appreciation for these wounded veterans from Iraq and Afghanistan! This is NOT a Pa sports massage team event, but an **opportunity to donate message for a wonderful cause!**

Massage volunteers may e-mail me at [billtouchngo@hotmail.com](mailto:billtouchngo@hotmail.com)

Here is a link to their web site:

[http://www.active.com/page/Event\\_Details.htm?event\\_id=1653700&assetId=828c558f-](http://www.active.com/page/Event_Details.htm?event_id=1653700&assetId=828c558f-)

## Did YOU Know...

### Pennsylvania Leaders

Joins the National AMTA Board of Directors

**Nancy Porambo**, AMTA PA's Immediate Past President has been elected to our National Board of Directors as one of our Members-AT-Large positions. Nancy is a Jim Thorpe, PA resident. She's been in private practice for 18 years, specializing in Neuromuscular Therapy and extensively researched effective treatments for chronic pain. She completed graduate studies in 2002 and teaches Fibromyalgia and Business and Ethics courses in Massage Schools and College-Level Psychology courses. She's served in the AMTA PA Chapter since 1992 in many positions, including President. Nancy has been an advocate for Licensure, which passed in 2008. She's enjoying a successful career and in return wants to help AMTA move forward on a path marked by Professionalism, Advocacy and Public Service.

**Winona Bontrager** is a Lancaster, PA resident. She has been a Licensed Massage Therapist since 1986. She had a successful full-time private practice until 1991, when she opened the Lancaster School of Massage. Although she's in the classroom on a regular basis, she still maintains her private practice in her School's Clinic. Winona has great passion for the student and schools. She's volunteered with the AMTA Council of Schools for the last eight years and is now looking forward to serving on our National Board

**Congratulations** ladies - you are awesome role models for all of us!

## Ronald McDonald House:

### Pittsburgh update

by John (Jack) Smith

Volunteers needed or Massage

Therapy program at Ronald McDonald House.

Located at 500 Shady Ave. in the Oakland Section of Pittsburgh.

Massage is offered to residents every Sunday evening from 6 to 9p

Table, linens and CD player are provided.

Please bring your own lotion or oil.

Residents travel to Pittsburgh from destinations all over the world.

Most have family members receiving life saving care at Children's Hospital in Pittsburgh. Some of the families have been living away from home for several months and need the restorative care of our profession.

In order to participate you must meet some basic requirements.

Please call for details: Jack Smith 412-480-0725 or e-mail [johnsmithmt@yahoo.com](mailto:johnsmithmt@yahoo.com)  
also see Ronald McDonald House ([www.rmhcphg.org](http://www.rmhcphg.org)) and The Massage

Therapy Journal article:  
<http://johnsmithmt.com/RonaldMcDonaldHouse2004.html>

## **Hershey update**

by **Camille Baughman**

A wonderful outreach opportunity awaits you at Hershey Medical Center  
Chair massage is provided free of charge  
from 4 to 6 on the 1st Friday of each month for parents of ill children requiring  
extended hospital stays.

Please contact Camille Baughman

717-385-2170

[camfire@comcast.net](mailto:camfire@comcast.net)

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## AMTA PA Unit Updates

### South Central Unit - Harrisburg area Meeting

Saturday, April 4, 2009  
8:30a.m. -1p.m.

Education: **Introductory Quantum Touch®**  
with Stephan Carter, certified Quantum Touch Instructor

During this hands-on Quantum-Touch® energy healing workshop, you'll learn how to apply this powerful energy healing modality to dissolve multiple physical conditions while promoting physical and emotional health and well-being in others and in yourself.

Quantum-Touch® - The Power to Heal: <http://www.quantumtouch.com/>

Meeting: Election of new officers for South Central PA AMTA Unit  
Consider volunteering to keep our group meetings going!  
Also, hear reports on the status of PA state licensure  
and get your questions answered.

\$20 AMTA members \$40 non-members  
payable by check only to PA-AMTA  
Breakfast snacks served.

New Location: PA Myotherapy Institute  
Located at Freedom Valley Worship Center  
3185 York Rd. (Route 30), Gettysburg.

You must be pre-registered to attend.  
PRE-REGISTER by contacting Deb Gist  
phone 717-816-9721 or [debgist@myactv.net](mailto:debgist@myactv.net)  
Have your AMTA member number and phone number for registration.  
To insure registration, I will confirm your registration by phone or e-mail.  
Checks Only, please! Make checks payable to PA AMTA  
Please pay the day of the meeting. Thanks!

\*Fall meeting scheduled for Sept. 26, 2009

## **South Western Unit - Pittsburgh area Meeting**

Sunday, April 19, 2009 @ 2pm  
Green tree Radisson Hotel  
101 Radisson Drive, Pittsburgh Pa 15205  
This will be our elections as well as a meeting with updates about licensure and our  
2009 state conference! Lunch will be provided!

Education  
**Cadaver Anatomy and Mechanics Workshop**  
April 17, 2009  
8:00am-5:30pm  
Allegheny General Hospital, 8th floor south tower(north ave. side)  
Cost: \$150 for AMTA members

Instructor:

Joe DeAntonis, RTSM, MAT Certified Specialist  
Certified Resistance Equipment Analyst  
Lunch not included  
8 CE for this class.  
\*class is limited to 12 people

Please RSVP for these events with Mimi Azich  
[Massageparadise@email.com](mailto:Massageparadise@email.com)

### **North Western Unit - Erie area Meeting**

This unit is working to secure an instructor for an ethics course that will be held on  
May 2nd 2009. Please stay posted to your e-mail for further updates.

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### **Eastern PUPCA Unit - Philadelphia area Meeting**

The PUPCA Spring Meeting will be held Sunday, March 29, 2009

10:00 am

King of Prussia Cortiva Massage School.(211 S. Gulph Rd. King of Prussia, PA)

The topic will be "**Recession Proof Biz Practices**"

Members planning to attend are encouraged to submit their best practice ideas and  
present them during the continuing education segment of the meeting. Please  
contact us at least a week ahead of the meeting so we can schedule accordingly.

Various local business owners are also invited and encouraged to attend.

Contact:  
Peter D'Orio, Pupca Unit Chair  
[peter@massagearts.com](mailto:peter@massagearts.com)  
267-321-0200

## **Lehigh Valley Unit - Poconos area Meeting**

AMTA Spring Meeting for NEPA is set for  
April 25th, 2009

11am

Lehigh Valley Hospital - Muhlenberg  
2545 Schoenersville Rd, Bethlehem 18017  
Go thru the main entrance - BIG BLUE 'H'.  
(make left; first conference room on the right after the Gift Shop)

Some agenda items:

1st Annual Conference in July '09 located in State College.  
Licensure questions

**Officer position available - accepting resumes.**

Please contact Scott Pellington, Unit Chair, for more information.  
610-737-2227 or OcyberKami@yahoo.com

## **Synergy Continuing Ed Classes Spring/Summer 2009**

PA Dept of Private Licensed School License #4559 NCBTMB  
approved #450644-08

**OPEN HOUSE**, Saturday, July 18, 2009 10 - 3 pm

**APRIL 3,4,5, 2009 - Ayurveda for Body Workers**

Shoshanna DiBetta

Friday 6-9 pm Sat & Sun 9-6 pm

Investment - \$375

18 National CE Prerequisite: MT

**MAY 17, 2009 - Medical Massage for the Lumbar Spine and**

**Lower Extremities** - Dr. Larry Plotkin  
Sunday 10 - 4 pm  
Investment - \$100  
6 National CE

**JUNE 6, 2009 - Ear Candling**  
Margie E. Schaeffer, LMT  
Saturday 10 - 1 pm  
Investment - \$45 (optional kit \$119)  
3 National CE

**JUNE 13, 14 - Reiki I and II**  
Janice Currens, Reiki Master  
Saturday 10 - 4:30 pm Reiki I  
Sunday 10 - 4:30 pm Reiki II  
Investment - Reiki I \$119 Reiki II \$125  
6 National CE for each class

**JUNE 14, 2009 - Trager**  
David Haines  
Sunday 10 - 5 pm  
Investment - \$100  
6 National CE

**NOVEMBER 1, 2009 - Reiki III**  
Janice Currens, Reiki Master  
Sunday 10 - 4:30 pm

Investment - \$200  
6 National CE

## Save the Date:

### AMTA PA ' 09 CALENDAR OF EVENTS

#### Save the Dates

**July 24, 25& 26 2009**  
**AMTA PA State Conference**  
**at State College, PA**  
**See below for more information!**

**2009 National Convention**  
September 23-26, 2009  
Rosen Shingle Creek Resort  
Orlando, FL

**October 2009**  
AMTA PA Annual Officers Leadership Conference  
Marriott Courtyard Hotel  
State College, PA

**October 25-31, 2009**  
National Massage Therapy Awareness Week

Join in  
[www.amtapa.org](http://www.amtapa.org)

**Wanted:** Your ideas and talents - we are asking for you to become more involved with your professional association, American Massage Therapy Association, Pennsylvania Chapter.

By being on our team, you will utilize your ideas and talents, benefiting our growth and development as successful, practicing Massage Therapists.

**ACT NOW!**

Contact any Board member for more information

## Educators Corner

Geoffrey Bishop



The Myoskeletal Alignment Techniques program was developed as a tool to help relieve our nation's neck/ back pain epidemic. By incorporating muscle-balancing techniques with joint-mobilization maneuvers, manual therapists learn to quickly identify and correct dysfunctional strain patterns before they become pain patterns.

Well-documented theories explain how joints become fixated from myofascial stressors; yet relatively unknown in the massage therapy community is how joint dysfunction creates protective muscle spasm and dysfunctional strain patterns, such as forward head postures, slumped shoulders and scoliosis. This reflexogenic relationship between muscles and joints is the foundation of the Myoskeletal Alignment Technique and is considered not only uniquely different from traditional thinking, but possibly an important next step in addressing abnormal strain patterns caused by muscle/joint imbalances.

Massage therapists can now safely address all soft tissues, including ligaments, nerve dura, fasciae, discs and joint capsules, responsible for much of the pain previously blamed on muscles alone. Osteopathic methods, such as muscle energy, strain-counter strain and mechanical link, are also designed to relieve muscle/joint dysfunctions, but the MAT method complements today's bodywork practices as it was specifically designed to fit a massage-therapy format.

One distinguishing goal that establishes the MAT method apart from other techniques is its dependence on identification and correction of joint fixations. This is accomplished by systematically releasing deep spinal muscles, ligaments and fibrotic joint capsules that torsion and compress spinal joints. In some cases, a bodyworker may apply direct pressure to bones to release fibrotic muscles that create joint blockages, but the intent is always soft-tissue work.

As a Certified Senior Instructor and Advanced Myoskeletal Therapist with the Freedom From Pain Institute, Bishop's passion about Erik Dalton's Myoskeletal Alignment Techniques(R) is grounded in a decade of study in spinal biomechanics, structural integration and joint/soft tissue work. Bishop feels Myoskeletal Alignment may be the missing link for correcting reflex muscle spasm caused by joint blockage.

Geoffrey Bishop resides in Flagstaff, Arizona where he operates Stay Tuned Therapeutics...a successful pain management and teaching clinic. Myoskeletal Alignment has proven an effective modality for treating complex pain and injury conditions seen in a wide range of people including international Olympic athletes, professional sports teams and the elderly. Bishop continues to play a critical role in the expansion of the Myoskeletal method via corporate wellness programs, professional sports and pediatrics. He's taught Myoskeletal Alignment in massage college formats since 2005, and is excited to bring Dalton's work to you in a

continuing education workshop. You'll find his enthusiasm for the work contagious and his willingness to share refreshing.

The Freedom From Pain Institute is approved by the National Certification Board for Therapeutic Massage and Bodywork (NCBTMB Provider # 157429), Florida Board of Health (MCE-249), AMTA, ABMP, and most state massage certifying agencies as a Category A education CE hours provider.

**Meet Geoffrey at the 2009 Conference!  
Register for his workshop today!**

**Join Us!!**

**And the WINNER is...**

**CONGRATULATIONS!!**

**Kristine Kuntzelman**

Won a full weekend of classes  
at our 2009 conference  
by responding to our survey.

A Big THANK YOU goes out to all of our  
members who also responded.  
Your input is of great value to us!



**Sublease Massage Therapy Space** - King of Prussia, professional office building, excellent location, comfortable and adjustable tables, Chiropractic Neurologist's [www.DrSaracino.com](http://www.DrSaracino.com) office adjacent to the Valley Forge Convention Center, doctor will announce and help promote your practice with a 650 patient email and hardcopy mailing list, flexible terms, malpractice insurance and a strong ambition to promote one's own practice required.  
Phone 610 337 3335 for more information

by Trish Isaak

### **Spring into Challenge and Change!**

As circumstances may have it...I found myself volunteering to visit schools, providing increased awareness of the benefits of becoming an AMTA member. Let me tell you that this was quite a difficult task for me; challenging myself to step out of my comfort zone. But I wanted to make a difference! Public speaking is NOT on my top ten lists, however, I knew it was for something I believe in... so why not? I spoke with experienced leaders to get my facts straight, armed myself with some coffee and granola bars and set off to the unknown destination of York, PA. The people at the Baltimore School of Massage in York were wonderful. They were gracious and friendly, and helped me make it through my first presentation. By the time I got to my second, I was breathing much easier! It was a great experience! Meeting new people, forming new friendships and expand the AMTA excellence. All in one afternoon. Now that I have concurred the challenge, the change has been the fact that I now have new friends and have realized I will not keel over during public speaking. Also, I was able to affect the massage world in a wonderful way, by spreading the news of

AMTA! Thank you AMTA-Pa for trusting me with your message! Our Pennsylvania chapter is all about its members...so don't be afraid to get involved; it may just be the right choice for you! It sure was for me! I'm looking forward to my next visit!! ☺

## Massage Therapy Awareness Week October 25-31 2009



\*☆:~\*\*\*\`☆~\*\*\*\`☆:~\*\*\*\`☆\*

How are YOU going to CELEBRATE?!!!

\*☆:~\*\*\*\`☆~\*\*\*\`☆:~\*\*\*\`☆\*

## AMTA PA Happy Birthdays, Well Wishes, Thoughts and Prayers

**"Happy Birthday to YOU!"**

Michael Marzulli April 8th  
Peggy Williams April 15th  
Kim Kane-Santos April 15th  
Joanne Mengel April 19th  
Mimi Azich June 15th  
Jennifer Wilcox June 28th

Please notify Kelly Givens for additions to the Birthday/ Anniversary list  
[kneadingsoles@embarqmail.com](mailto:kneadingsoles@embarqmail.com).

NOTICE: Please start thinking about nominations for our chapter awards!!  
They are presented during our annual convention  
to be held in State College this July.  
Check our website for nomination forms and a list of awards to be presented.

**Congratulations and Well Wishes** go out to **Ms Nancy Porambo** on her election as MAL for the National Board of Directors Go Nancy!!!

**Congratulations and Well Wishes** go out to **Winonna Bon Trager** on her election as MAL for the National Board of Directors Super!

**Congratulations and Well Wishes** to **Joanne Mengel** on the birth of her grandson, Blake Thomas Vane on March 28th! "  
There's no place like home except Grandma's!"

**Get Well Wishes** to **Larry Sabatini** for a healthy, speedy recovery ☺

**Sympathy and Prayers** go out to **Jan Dreher** Extending deep and heartfelt sympathy to you and your family Jan! ♥

"Life is not a journey to the grave with the intention of arriving safely in a pretty and well-preserved body! But rather to skid in broadside, thoroughly used up, totally worn out, loudly proclaiming – WOW - What a Ride !!!!! "

## Do We Have Your Current E-Mail Address?



Your current e-mail address is important for the following reasons:  
All issues of the newsletter will be send electronically to you as E-Mail Newsletters.  
Blast E-Mails are sent from time to time regarding news, announcements, updates, requests, etc. on issues related to education, legislation and membership. Keeping your e-mail

address current allows you to receive this **valuable information** on time.

Also:

\*It will help reduce the % of rejections from "unidentified" E-mail addresses

\*Our Website, [www.amtapa.org](http://www.amtapa.org) is currently being "renovated". To access special features like "Members Only" depends on correct e-mail addresses

If you need to update (add or change) your E-Mail address, please contact the National Office (toll free) at 877-905-2700. Changes are done at the National level and not by our PA Chapter.

If you do not have an E-Mail address and don't have a computer, you can go to your public library and set up one using a free E-Mail provider (Yahoo & Hotmail). Dont' miss out on hearing about valuable information you need to grow and develop. Hope to hear from you soon!

Words of Wisdom...

## Timeless Truths

Ten simple insights for changing your life



1. Remember, there is not a single shred of scientific evidence that suggests life is meant to be taken seriously. Cultivate a lightness of spirit that will vaccinate you against troubling times.
2. Happiest are those who live in *integrity* – a state where one's *thoughts, words and actions* are all in agreement. Develop a *Personal Mission Statement* as a compass for everything that you do, and follow it with *integrity*.
3. Include in your closest circle of friends only those sparkling souls who regularly bring happiness and harmony into your life. Avoid those who see only the negative – eyes downcast, walking under a private rain cloud that they never seem able to outdistance – criticizing everything that they encounter.
4. Never miss an opportunity to tell those who are dear ones in your life that you love them. Without any forewarning, it may in an instant become too late to do so. At the close of a telephone conversation, make the last thing you say to someone you cherish . . . *I love you*.
5. Don't take yourself on a guilt trip. Unpack your bags. There are no mistakes, only learning experiences. All is as it should be in the grand scheme of things. How could it be otherwise?
6. Identify those who provoke you to uncontrollable belly laughs – tears streaming down your face, guffawing with reckless abandon. Stay in touch with them, for they are needed to help banish dark nights of the soul.
7. Never look at grieving as a failure of faith. Allowing emotional scars to heal takes time, and must be done according to an internal metronome beyond your conscious manipulation.
8. The person you are now is a necessary step in becoming the person you are to be. You are a work in progress – an instrument learning to play a part in a great orchestra. Enjoy the music that is you.
9. Mark not your success in life by clinging to the glitter and gadgets you have accumulated during your time on this planet. Instead, take stock of your EarthSchool experience by noticing the lives you have touched and the burdens of others you have eased.
10. Do not dread the transition of a life completed. Death is an end to life in the same sense that awakening is an end to slumber. With a welcoming heart, greet the dawning of a new adventure. It is absolutely impossible for you to be kicked out of the universe.

Edward J. Kesgen, Ph.D.  
<http://www.kesgen.com>





# 2009 Pennsylvania State AMTA Massage Therapy Conference

**Date:** July 24, 25 and 26

**Where:** Nittany Lion Inn  
21 Innovation Blvd.  
State College, PA 16803

**What we're offering:**

- Continuing Educational workshops
- Networking Opportunities
- Giveaways, raffles, prizes

**One day classes:** \$125 early registration for AMTA members  
(CPR, Ethics, Chakra or Meditation.)

**Two day classes:** \$275 early registration for AMTA members  
(Eric Dalton methods or the Aaron Mattes methods)

**Full Weekend Classes:** \$350 early registration for AMTA members

*Please visit our website to find out more  
information and to register. [www.amtapa.org](http://www.amtapa.org)*

*Education is our focus, we will have classes all weekend long. Saturday night will be a night for networking with members from across the state and from just across the borders. We will have free gifts and many other prizes donated by professionals and organizations in the massage field, David Kent has donated a value worth \$300 for one of our many raffles. There will be plenty of food and fun for everyone! So save the date and come join us!!!*

*Education, Networking, Food and Fun!*

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