



Do Something Different

Institute of Taoist Education & Acupuncture Inc.

## **ITEA Approved to Grant Degree of Master of Acupuncture in Classical Five-Element Acupuncture**

This past November, the Colorado Commission on Higher Education voted to approve the Category I authorization for ITEA, which allows the Institute to operate in Colorado under the Degree Authorization Act and offer the degree of Master of Acupuncture in Classical Five-Element Acupuncture. This makes ITEA the only school to offer this exact degree.

The news comes on the heels of ITEA having been recently accredited by the Accreditation Commission for Acupuncture and Oriental Medicine (ACAOM). ACAOM is the recognized accrediting agency for the approval of programs preparing acupuncture and Oriental medicine practitioners. ACAOM is located at Maryland Trade Center #3, 7501 Greenway Center Drive, Ste. 820, Greenbelt, MD 20770; (o): 301/313-0855; (f): 301/313-0912.

ITEA is pleased that both distinctions coincided with the Institute's 10<sup>th</sup> anniversary. What better way to cap off the celebration of ITEA's first decade! The staff had been working toward this goal for many years, are very thankful for the ongoing support received from the Classical Five-Element community, ITEA's students, faculty, alumni and board of directors, and the Institute's many other friends and supporters.

# **RETURNING CURRENT**

THE ITEA NEWSLETTER

## **January 2007**

### **Harvest Challenge Fundraiser a Big Success**

On October 7<sup>th</sup>, ITEA held its 3<sup>rd</sup> annual Harvest Challenge 5K Run/Walk in Louisville, at the Caranci Pavilion Community Park. As the event began, a beautiful full moon was setting over the Flatirons. The lovely morning proved to be a good omen. The event drew its largest crowd of participants ever, and resulted in raising funds of just under \$5000 - double the amount raised last year.

This year, all participants received T-shirts beautifully designed by ITEA third-year student, Elaine Shiramizu. The fastest 5K time was clocked at 21:23 minutes, but congratulations go out to all the participants, who reported how much they enjoyed completing the course on a brisk October morning in such good company.

ITEA extends its heartfelt gratitude to Carrie Groom and Allie Dodge for volunteering so much time and energy in organizing and putting on this fundraiser. Anyone interested in helping with next year's Harvest Challenge is asked to contact Mary Ellen Metke at 303-442-2545.



## Letter from the President

by *Sandra Lillie*

Now that we are fully accredited, there are many changes at ITEA! We will be looking and sounding different, so watch for the new images and events in our publications and our website.

We are devoting a large amount of time and dedication to marketing, market presence and advertising, aided by a very generous anonymous donation earmarked for this effort. We have just finished updating our website with a completely new attitude – we hope you like it. We have redesigned our logo. We are in the process of changing the designs of all our publications, stationery, and advertising. We are improving our marketing strategy, and will soon be advertising worldwide.

We are no longer operating in Colorado as a Private Occupational School, and are under the authority of the Colorado Council on Higher Education. Because of this, we are able to offer a Master's Degree, and are therefore offering a Master of Acupuncture in Classical Five-Element Acupuncture. Our first two students to graduate with this degree are Lisa Ostermiller and Joshua Marrow. They will soon possess a newly designed degree with new logo and graphics.

We have submitted our application to the government for Title IV funding for student loans, and are excited to 'get the ball rolling' for our many students who have been so patient, and for all the new applicants for the next year.

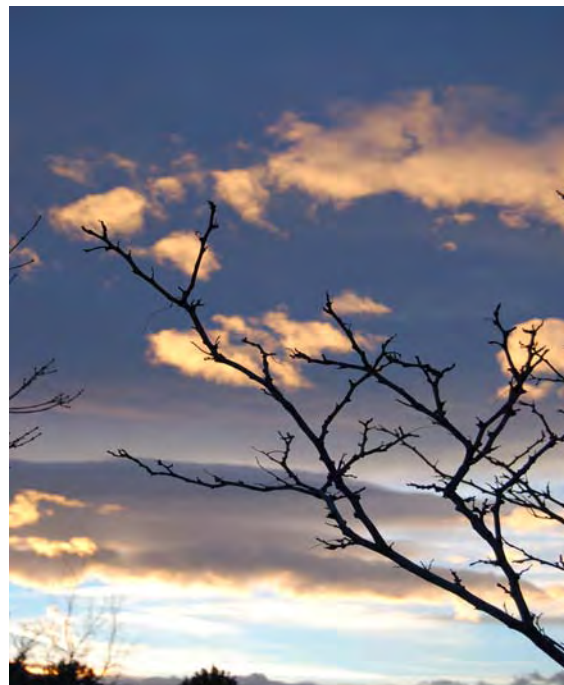
ITEA is concentrating on ways to educate in addition to the ITEA program. Our excellent director, Hilary Skellon, has joined the effort of the Council of Colleges to provide training for teachers. We are starting a series of talks for the public on Classical Five-Element Acupuncture. Hilary is giving free half-day seminars specifically for our alumni, to help them with their practice. She is also creating advanced training opportunities for all Classical Five-Element practitioners in conjunction with the Worsley Institute. We believe through educational offerings we can further promote the school and CF-EA.

The Institute has joined the Academic Consortium for Complementary

and Alternative Health Care (ACCAHC) as an institutional member. It was formed in 2004 as a consortium of CAM disciplines to work together to transform the healthcare system and stress preventative medicine. It intends to create opportunities and leverage change through working together. Members must be one of the ACCAHC's core members' Council of Colleges or Associations of Colleges, and membership is comprised of Naturopaths, Massage therapists, Chiropractors, Acupuncturists and Midwives. ITEA is listed and linked to the ACCAHC national website, has access to academic resources as they develop. Through this we have the opportunity to educate other members about us.

Two of the administration went to the last meeting of the Council of Colleges in Phoenix. It was, as usual, very collegiate and interesting, and we learned a lot. Another seminar was given on legal issues and we attended meetings on core acupuncture curriculum, research and libraries in schools. The CCAOM presented a panel discussion on Entry Level Standards for acupuncture which was also extremely educational. These meetings are always very worthwhile.

Now is an exciting time of growth for ITEA, and we welcome you to share it with us!



## ITEA Program Funds Treatments for Veterans

As part of his senior project, ITEA acupuncture intern Brad Austin has developed a program designed to provide veterans, returning from Iraq and Afghanistan, with low-cost CF-EA treatments at the ITEA student clinic.

Steeped in the tradition of community service, the program subsidizes the costs of treatments for these soldiers. Currently the ITEA student clinic charges \$65 for the initial intake and \$45 subsequent treatments. Donations of financial support enable the program to offer the same services to veterans at a nominal fee. Veterans would pay \$15 for the intake appointment and \$10 for each treatment, making treatment more affordable while enabling these clients to invest in their own well being.

Donations of financial support from individuals and organizations make this subsidized treatment program possible. Contributions go a long way toward diffusing the physical, spiritual, and emotional effects of war on veterans and their families. Contributions are also tax deductible.

For more information or to donate funds to the program, call ITEA at 720-890-8922. Or mail a check to ITEA (put 'Veteran's Fund' in the memo section) at 608 Main Street, Louisville, CO 80027.

### Clinic Fees and 10<sup>th</sup> Anniversary Treatment Packages

#### Student Clinic Treatment Fees

Initial intake examination*	\$65
Treatment*	\$45

*\*Payment due at time of treatment.*

#### Treatment Packages

Initial intake +	
5 treatments*	\$235, save \$55
3 treatment package*	\$125, save \$10
10 treatment package*	\$375, save \$75

*\*Non-refundable, non-transferable, payable in advance by cash/check/credit card Monday through Friday 9-5.*

## Free Workshops for ITEA Alumni

This autumn, ITEA was pleased to offer a free workshop on Treatment Planning for alumni of the Institute. Hilary Skellon conducted the October 6<sup>th</sup> workshop, which was well-attended and received rave reviews from participants.

Laurel Miller, Class of 2004, found the information useful and energizing. "Hilary's passionate teaching and the lively discussion generated in the seminar were truly inspiring," she said. "It was useful to be reminded that the way to knowing our clients is through our bodies not our heads. As instruments of this medicine we are invited to experience a person beyond our ideas of them. The seminar clearly elucidated that."

Hilary's insights on the fundamentals of treatment planning proved to be invaluable as well.

Hadi Ali, Class of 2004, noted, "Hilary's seminar was a beautifully focused refresher. It not only reinforced the core essentials of good treatment planning, but also gave great insight into how to approach cases where we feel stuck with clients in treatment."

This spring ITEA will offer another free workshop for alumni on March 2, 2007 from 9 AM to Noon. Topics covered will include:

- Treating and diagnosing levels
- Additional information on treatment planning, if participants feel a need
- Case Studies – questions concerning your client

Space is limited, so sign up by February 1, 2007. Contact Claudia at [Claudiaone@qwest.net](mailto:Claudiaone@qwest.net) to reserve your place. If you find you're unable to attend and need to cancel your reservation please do so as early as possible to accommodate those who may be on a waiting list. We look forward to seeing you there!

## Winter by Rose Sposito, Class of 1999

### Winter

Constriction and rigidity of your martial law  
do not frighten me

You give me chills and shivers

But the way you decorate the mountains-

I admire your extravaganza

-- *Chogyam Trungpa Rimpoche*

Winter. That poignant still time of year after the heightened pleasures of summer, the golden ripeness of late August, and the gentle letting go of fall. During this season all living things take refuge from the bitter cold and winds of winter to protect and nurture that basic source of energy which sustains us throughout the five seasons.

Winter, with its contracting way, its frigid temperatures and quiet stillness, dictates to us by reflecting back how we too should conduct our lives during this stark and beautifully austere time of year. It is a time of year for all living things to pull back and draw in, to rest and engage in those activities which help us to conserve our basic jing (ancestral) energy. It is a time to conserve the warmth within through what we eat, how we rest, and how we engage in activities during this slower paced time of year.

The natural world finds the womb of its resting place underground, where its pregnant essence is sheltered. From the tallest trees to the smallest animals, all living beings take refuge within the womb of their being, that container of warmth and reserve where we derive the strength, will and determination to survive the cold winter months.

Winter (according to the ancient Chinese), associated with the element of water, the emotion of fear and the organ officials of the bladder and kidney, finds its unique place of stillness and quiet within the crevice of the other seasons. When we contemplate a snow peak with its glaciers, the deep dark of the ocean, a gently flowing river or a rushing waterfall we encounter a mysteriousness, a chaotic fluidity whose natural pattern eludes us.

As with nature so with us, water finds its way though every crevice of our being, lubricating and allowing for natural fluidity to take place on a body, mind and spirit level. The ancient Chinese philosophical view is that all of the elements of water, wood, fire, earth and metal are inseparable from all of life. They are intricately woven into the very pattern of our existence, at every level of our being.

With the element of water we also can experience a flooding of tears and emotions, a personal drought, a stagnation of thoughts just as we see in the natural world! Water is extremely powerful with the ability to destroy, purify and cleanse. We only need to look at recent events to gain a deeper understanding with regard to the element of water: Hurricane Katrina and the tsunami in Southeast Asia come readily to mind. The tremendous fear and sheer will to survive these catastrophes took tremendous strength and determination. I spoke with a doctor, recently returned from Iraq, who informed me that severe dehydration leading to kidney stones is one of the biggest medical issues facing the military.

The Bladder Official's function is to control, contain, and dispose of liquid waste within our system. When the bladder does not perform its job properly we too experience an internal pollution, an inability to control and contain and dispose of our own personal waste. What results is an inability to see clearly through the murkiness of our existence, thereby clouding over the basic clarity of our own wisdom. Fear then arises from confusion and suspicion from a lack of trust in that which we fundamentally and normally know to be true.

The Kidneys function to cleanse and separate the impurities of these secretions and to send fluid to every part of our bodies to nourish and to quench. The Kidneys also have the amazing responsibility to protect our primordial jing essence, that vital qi energy that we derive from the sperm and egg of our parents. The Kidneys also protect that qi energy that we derive and utilize from our everyday lifestyle, which is why it is crucial not to deplete this primordial jing essence. Once lost through inappropriate lifestyle, jing essence is very difficult to regain.

We are in awe of winter, of nature's ability and wisdom to protect that which we need to conserve now to nourish the seeds of our existence that burst forth in the spring! But that story is for another season.





## **Hilary Skellon Offers ITEA Advanced Training Seminar in January 2007**

Hilary Skellon will offer an Advanced Training Workshop on Color, Sound, Odor and Emotion, at ITEA on Saturday, January 6 and Sunday, January 7. Both sessions run from 9 AM to 5PM and participants earn 16 CEUs.

Over the course of this two-day workshop, Hilary will lead participants in a variety of exercises to fine-tune their ability to discern color, sound, odor and emotion and apply these diagnostic tools. Hilary will also present new DVDs of JR Worsley working with clients, followed by a question and answer period.

Odor and Color are the primary focus of the January 6<sup>th</sup> session. Exercises include: how to 'smell' without smelling, how to 'see' without looking, 'trainer' state and to use it to ascertain odor and color, how to focus in order to allow our senses to become alert to what is there, and how 'trying' will never give us input.

The January 7<sup>th</sup> session focuses on Sound and Emotion. New voice tapes will be incorporated. Hands-on exercises include: What is inappropriate sound and emotion? How is this determined? How does a practitioner feel this in her/his body? What common triggers are often ignored? New DVDs showing JR Worsley working with clients will be presented, followed by a discussion period.

The fee for the two-day workshop is \$250.00. The fee for attending one of the two days is \$140.00. To enroll, send complete registration information and a check, payable to ITEA, to Claudia O'Neill, at ITEA, 608 Main Street, Louisville, CO 80027.

For more information visit [www.itea.edu](http://www.itea.edu) or call Claudia at 720.890.8922.

## **Get In The Spirit**

*by Hilary Skellon, ITEA Director*

All acupuncture points are unique in that, when a point is chosen that exactly fits with what a client is needing at a given time - then it is perfect! Treatment planning is an art; with a few exceptions we can often come to the same place with different combinations and choices of points. Some routes may simply take a little longer than others. The joy of treatment planning is being present and focused with the client to become aware of those 'perfect points'.

### ***II 12 Grasping the Wind***

The nature of the Small Intestine Official is to separate out the pure from the impure. Problems may arise when this official becomes taxed. It may be difficult to see anything other than a fog, the mind may be jumbled and unclear, the spirit may be accessing a cloudy light within. This can lead to a tendency to grab onto anything and everything, with the hope that this will give stability and control in a person's life.

The name of this point shows us how powerful it is, as we know it's not easy to contain or hold onto nature's wind. The wind however is extremely powerful. It cleans out debris, it cools, it also invigorates as it is a powerhouse of energy. The use of this point can help a person with a causative factor in the Small Intestine Official to be able to discern what is pure and what isn't, allowing the impure to be eliminated whilst retaining the pure qi energy.

This is a point that is invaluable in a person with a causative factor in the Small Intestine Official, who is scattered and unclear on any level. It pulls in and harnesses the energy of this Official in order for the person to feel more centered and contained within, thus allowing a clear and focused mind and spirit. As with many of the points located around the shoulder, this point can be used to help ease the burden when a person feels as if they are literally carrying the weight of the world on their shoulders. Helping the person to separate out the impure will lighten their load, leaving their mind and spirit free and pure.

## **Rapport – The Art of Inquiry, Part 1** by Kathleen Robinson, ITEA Faculty

In Classical Five-Element Acupuncture great importance is placed on the cause of imbalance. We learn to ferret out this imbalance by looking beyond the symptom, by diagnosing through color, sound, odor, and emotion, and by determining the Causative Factor, or root cause. All of these investigations are the scaffold by which we, as practitioners, are able to serve the client at a level of expertise that brings forth the greatest depth of well being in them in body, mind, and spirit.

Beginning students often ask: "How do you elicit the necessary information from a client? Though eagerness in knowing is a top priority, the gift of asking the questions is the elemental compass. Herein lies the foundation of our work as CF-EA practitioners. The central form is known as rapport, and though many may consider this a technique, it is instead a state of being, not just with oneself, but with one's clients.

Webster's New 20<sup>th</sup> Century Dictionary defines rapport as: "to bring from and to carry....relationship, especially a close or sympathetic relationship; agreement." Rapport does not exist in a vacuum. It is an eventual elimination of the veneer or mask, which many wear, so that we, as practitioners, may get closer to the essence of who a person really is. In the treatment room, the impact of this is tremendous as the practitioner then has the ability to ask, and request of the client, any and all things for the client's greatest good. This asking is a genuine curiosity, which holds no judgment.

Rapport is natural because we as human beings crave connection. There may be times in our lives when isolation is a necessary balm. However, when you consider that we are conceived and developed only by the grace of connection, is it any wonder that this is a state to which we constantly wish to return? This desire to connect, to relate, to be curious about another is the germ that authenticates the working relationship between the practitioner and client. It is achieved via a



myriad of methods and begins simply with compassion and the willingness to be present with a single-minded focus ...not on oneself, but, rather on one's client.

When we hold our clients with an open heart we enable them to sense that they are seen, beyond their mask, and heard at a penetrating level of loving expertise. Then and only then will they reveal themselves to us because their trust in us becomes implicit. They experience us as capable, see us as a safe harbor into which they can anchor their way of being, relinquish their hiding, let go of unhelpful behaviors and rest in the impromptu possibility of hope and devotion to a new life heretofore unseen. Herein lies the richness and elegance of rapport.

### **Did you know?**

Ever wonder what ITEA alumni are up to these days? ITEA currently has 48 graduates, 95% of whom are working as acupuncturists. ITEA graduates practice in 15 different cities in Colorado and in 12 states across the country.

## Interview with Sandra Lillie, President of ITEA



### **How did you get interested in starting a Classical Five-Element acupuncture school?**

I had discovered Classical Five-Element Acupuncture and how it could change the world in my studies with J.R. and Judy Worsley at the Worsley Institute of Classical Acupuncture, Class of WICA IV. The lineage just felt right to me – things made sense. I knew this medicine was a way of changing things for the better, one person at a time. I felt that it needed to be brought to as many people as possible, creating practitioners and helping clients. The very first time I thought of starting a school, Scott Boynton was saying how great it would be to have a Classical Five-Element school more central in the United States. Then I heard a rumor (don't know if it was correct) that Boulder had been considered at one time for a school. Those things started the gears in my brain moving, and I looked into the Colorado laws to start a school. During that time period, I also was having Terry Skellon over to Boulder to do consults and teach classes. I told him of my investigation, and the excitement began to build. Terry, Scott and I had a few talks about starting a school, and I began to look into it seriously. As things progressed, I

became the person who actually did the work, for Terry passed away, and Scott had a full schedule.

### **How long did it take for your vision to unfold?**

I talked a lot with Terry and Scott during the two years before the first class began, and Terry and I began to plan. We went before the Division of Private Occupational Schools of Colorado with full plans in June of 1996, and obtained the ability to open the school in July of that year.

### **When did the school open?**

The first class began the program in September of 1996, making this year our tenth anniversary!

### **How did you decide to set up the school as a non-profit entity?**

I did not want to garner profit from the medicine, so it was a 'no-brainer'. And as we went through accreditation and I learned more, it seemed to have been a good choice for a school of this type.

### **Who were the first teachers at the school?**

Andy Edgar was the very first teacher, and I watched him and learned to teach many things. Hilary Skellon came to teach very shortly after that, and has been a wonderful teaching mentor for the school – for all of us. Now, all of the core teachers at the school have had training to teach by J.R. and/or J.B. Worsley.

### **How many students graduated from the first class?**

Three students graduated in 1999 – what a proud moment for us all!

### **Where did you hold classes the first year of school?**

We held classes in rented spaces and city parks – a few times the traffic in the parks made it hard to hear the lectures, but that setting was good for a nature-based program!

### **How did you eventually move the school to its current location in Louisville?**

We decided we needed a real school building, and began by looking in Boulder. However, pricing was an issue, and the Boulder Planning Board seemed very strict and very 'quirky', so nothing we could afford would pass their inspection. Things became better when we decided to look outside Boulder. The building we are now in first housed an insurance company in the front and a dental office in the rear. We completely gutted it, except for the dental rooms, and remodeled it to be what it is today. The energy of the space is great, and we use every inch of that space for the school.

### **What has been the most challenging thing about running the school?**

Getting national accreditation as an acupuncture school. I had thought when I started the school that if national accreditation was ever required, I would just close the school. Then, when accreditation became mandatory, I started thinking about the students, and couldn't bring myself to close the school. I was not at all knowledgeable about accreditation, and had to learn everything from scratch. It was a huge job. And I did have a lot of great help. Paul Karsten, our first consultant, taught me the very basics and left me with examples. Our next, and continuing consultant, Dan Seitz, has been there for every little and big bump in the road. Hilary Skellon and Claudia O'Neill have held my hand and provided things whenever I have needed them. I have learned a lot and am now knowledgeable enough to begin being a member of site visit teams for ACAOM to other colleges!

### **What have been the most rewarding things about having an acupuncture school?**

I love having teachers thank me for giving them a place to teach. I love being a part of the first Intensive of the third year, when the students become practitioners – I think that is the best time in the program. I also love being in clinic and seeing students learn and help people. I love the challenges of keeping the administration of the school excited and on track. And I love this medicine – I never cease to be amazed at how much difference it can make!

### **How has running the school changed you and/or your life?**

Seeing things from the other end of the spectrum - that is, from the educator's point of view - and being able to be a member of the Council of Colleges has opened up my view on acupuncture in the United States. I firmly believe Classical Five-Element acupuncture is the best thing around, of course. But there are many other lineages in the country, many other people who have experienced similar situations, along with many people quite willing to work together to keep acupuncture in the US as diverse as it can be in order to allow for the full benefit of the modality. These days, Classical Five-Element Acupuncture is certainly not the mainstream, but it is a well-known discipline which is very respected by most knowledgeable people. Also, I realized this year that it had been ten years since I had been able to completely empty my 'in basket.' Having attained national accreditation will allow me to empty my basket and work on some pet projects.

### **If you had to do it over again, would you do anything differently?**

Knowing what I know now, I may have thought more about starting a school. It is exciting and fulfilling, but it is also just a huge amount of work. People say to me that I have a lot of vision, and I jokingly reply that it is probably lack of vision that allowed me to start the school. This is not to say that I regret for a moment having started the school – it has been a wonderful learning experience. And I am very proud to provide the planet with one place where this healing medicine can be learned starting as an undergraduate.

### **What have you learned from students over the years?**

It has been great to watch the Tao work. Once a student sets out on this path, things just work correctly. Many times students have not progressed personally as I feel they should have in order to go onto the next stage of the learning. I get all 'primed' to say something to them at the next Intensive, and then, at that Intensive, they already have changed. Something has happened in their lives which has allowed or forced the change without my intervention. It is really true that "everything is perfect."

### **What have you learned from faculty and the administration?**

I have learned a little how to delegate. I have learned (quite easily because of the people they are) to trust, and not 'hover'. All the time I learn more about what each person's strengths are, and encourage them to use these skills for their best advantage. I have learned, as at the last Administration Retreat, how creative and bold we all are, if given the time out of the office.

### **What are all the roles you take on at ITEA?**

I am a member of the Board of Directors, with the title: 'Visionary'. This is the position on the board through which new ideas must pass, in case the board is at some time comprised of people who are public members. I am the President of ITEA – I am responsible for everything that goes on, and I answer to the Board. I am the Faculty Chair, and deal mostly with faculty policies, recruitment, and problems. And I am the Academic Dean, responsible for the way the program is implemented.

### **Which is your favorite role?**

I love holding the vision on the board – that is probably the most important thing I do. I really enjoy the total oversight aspect of being the President. I really love working with the faculty – they are SO great, inspired and dedicated. And I love implementing the program in creative ways, or taking our Director's ideas and implementing them. So, I guess I don't have favorites, and just enjoy the variety.

### **What is your vision of the future?**

ITEA will continue to offer the best and highest quality Classical Five-Element educational program, and bestow on graduates the degree of Master of Acupuncture in Classical Five-Element Acupuncture. ITEA will offer Title IV funding for students (student loans). The Institute will always enroll a maximum of 25 students per intake, to ensure quality training with excellent individual attention. The program will have grant money and donations to enable us to provide new community programs such as our new program to treat veterans from Iraq and Afghanistan for post-traumatic stress syndrome and other effects of combat. The school will be housed in a new building where we can improve services and space for administration, faculty, students and the library. ITEA will have a well established continuing education program which serves the CF-EA community well – we have a great start on this already!. There will be programs to educate doctors, nurses and other health care practitioners about what we do. The clinic will subsidize clients in need. There will be many people in the administration, so the President is able to oversee, rather than do the ‘nuts and bolts’, and is able to have a far-reaching vision for the future.

### **If you had access to unlimited funds, how would you use them to invest in the school?**

I would give partial scholarships to dedicated students. I would buy or build the building mentioned above, and do all the other things mentioned above which require money. I would give bonuses to faculty and staff when they do over and above their required duties (which is often the case). I don't actually do well with questions like this, because I never make any mental difference between what I want without unlimited funds, and what I would do if I had them. The same thing happens when people ask me what I would do if I won the lottery.

### **Who have been your greatest teachers and influences over the years?**

As I thought how to answer this question, it came out like an ‘academy award’ speech. I thought about it for a while, and decided that was the only way to answer the question. So here it is. I want to thank my father for being my friend, for instilling morality and good judgment in me. And my mother for making me flexible, and able to sense energies well. I thank my first husband, David for forcing me to speak to get what I needed. I thank my current husband, Joe, for supporting me no matter what crazy thing I decided I wanted to do, and for supporting me whether I succeeded or failed. My cousin Jo loves me for who I am. Terry Skellon did the same. Hilary Skellon is my friend and mentor, and a dedicated part of the school. My children taught me patience, listening and supporting every person as an individual. My grandchildren have taught me that you really can do whatever you want to do, and that you can do it with grace and charm. The school community has shown me that the Tao is really operating, and has given me the trust which is required. I had some of the best and greatest teachers along the way, who taught me how to think and how to be creative. J.R. and Judy Worsley brought this wonderful medicine into my life, and onto the planet. Americo Yabar is my teacher of energy and nature and how to use it to its fullest. Music soothes my spirit and makes it soar. Thanks for asking that!

### **In the Spirit of Giving**

- Buy ITEA T-shirts (\$18) and sweatshirts (\$25). The front of the T-shirts and sweatshirts are imprinted with the ITEA logo. The back features a Chinese character with additional lettering.
- Purchase a beautiful canvas tote bag with ITEA logo (\$10).
- Doren Day's soft cover book, "Let it Flow", is available for \$4. The book describes how acupuncture and fluid intake are vital for one's health. Have copies available at your office or sell them to your clients.
- "The Colonial Community Program", sponsored by Colonial National Mortgage, offers a variety of loans. If you participate in this financing program, the company will make a donation to ITEA. For more information, contact Suter DeBose at 303-443-4427.
- Do you have grant writing skills? If you are interested in using those skills at ITEA, please call the office.
- ITEA is a non-profit 501(c)(3). Your contributions are tax deductible. Give a donation of \$150 and receive 10 Five-Element greeting cards as a gift.

## Practice-Building Tips from ITEA Alumni

Building a successful private practice takes time, patience, and a great deal of trusting the Tao. With that in mind, we asked ITEA alumni to share their experiences and suggestions about things that have worked for them.

“Three things I’d suggest are: 1) Be visible in your community, i.e. Health Fairs, Open Houses, volunteerism....show that you are willing to give and receive; 2) Be vocal about Classical Five-Element Acupuncture, offer presentations at schools, meetings, clubs, conferences, and celebrations; and 3) Diversify: treat a varied group of people, from the youthful to the elderly, and don’t hesitate to work in different settings i.e. home visits, nursing homes and hospitals.”

**Michelle Bowman**, Class of 2001

“I’ve found word of mouth and referrals from existing clients to be helpful in growing my practice.”

**Randi Savage**, Class of 2006

“I’ve found it helpful to do trades with massage therapists to generate lots of referrals as well as dropping off business cards in the offices of chiropractors and meeting them. Both groups are very happy to refer clients whom they’re having difficulty helping.”

**Laura Mitchell-Woolson**, Class of 2003

“The best tool I used was a book called, *Get Clients now*. It has a great number of marketing ideas and is like marketing for dummies.”

**Pamela Bys**, Class of 2002

“What has been most helpful for me has been building relationships with M.D.’s. First you have to find the right ones, and then nourish the relationships by keeping in touch through things like meeting occasionally for lunch. I have several that refer to me regularly.”

**Marlene Bunch**, Class of 2000

“The main thing that helps me is talking to people. I try to give them the feeling of what Five-Element Acupuncture is like to receive. So I do things that get me out talking with people. I’ve joined the Chamber of Commerce and go to a Leads Group. But mostly, wherever I go, I just talk to people about acupuncture.”

**Doren Day**, Class of 2003

“After building a successful practice in Newport, RI, and spending nine months endeavoring to build a practice in Missoula, Montana, I suggest putting yourself out there diligently for three months and then gathering in and becoming a vortex around which the energies of the area in which you’re practicing can reorganize to meet you. I am learning it takes patients, oh, I mean 'patience' to build a practice. It’s also important to continually revisit the definition of what a practice means for you individually. With clear definition, nature has a course to follow. Also remembering to think love at least every couple of thoughts. I recently assisted at a Zero Balance intensive with Michelle Doucette in Missoula. She shared a quote from one of her teachers that I think is helpful to remember: ‘Surrender to gravity and let it uplift you.’”

**Ty Romijn**, Class of 2001



## Faculty News

**Jim Damman** MA, Lic. Ac., moved his office to downtown Loveland, CO, in September, 2006. Previously he was treating clients out of his home office. His new downtown office offers a great view of the Continental Divide and the building in which it's located houses other professionals as well. Jim's new office address is: 1619 East 4<sup>th</sup> Street, Loveland, CO 80537. He can be reached by phone at 970-689-5926. His website is [www.zeroacupuncture.com](http://www.zeroacupuncture.com).

**Hilary Skellon** will be teaching an Advanced Teacher Training program, in Boulder, CO, in the spring of 07. This seminar will run concurrently with the Open Seminar organized jointly with the Worsley Institute and ITEA. Hilary will also be involved with the MAP™ seminar which will be held in Boulder, CO immediately following the other workshops. Hilary is really excited to be a part of all these programs.

**Martha Vincent** is facilitating *Circle of Hope*- a transformative workshop for cancer survivors- to be held January 13-14, 2007 at the Longmont United Hospital. Participants will explore complementary modalities such as yoga, Qi Gong, massage, and acupuncture and participate in group activities such as belly dancing and healing through artwork. For more info, call Martha at 303-710-9850.

## Alumni News

**Pamela Bys**, Class of 2002, is the only Five-Element practitioner in the state of Utah. She practices out of two offices, one in Ogden, UT and one in Salt Lake City, UT. Both practices are going well and she is quite busy. Pamela recently spoke about acupuncture at a Diversity Healthcare conference, held at Weber State University. The US Surgeon General was the conference's Keynote speaker. It was quite an event and a great opportunity to get people interested in and educated about acupuncture.

**Jeanette Rockers**, Class of 2002, participated in the Master's Apprentice Program (MAP™) with J.R. and J.B. Worsley for three years. Since 2003, Jeanette has been serving on the Board of the Acupuncture Association of Colorado (AAC). She is the only Five-Element practitioner on that board. In 2005, she was re-elected for a three year term and currently serves as its Treasurer. In June 2006, Jeanette was elected to the executive board of the AOM Alliance where she was also asked to serve as Treasurer. Jeanette can be reached via email at: [jeanette.rockers@gmail.com](mailto:jeanette.rockers@gmail.com). Her website is: [www.jeanetterockers.com](http://www.jeanetterockers.com).

**Ty Romijn**, Class of 2001, has moved back to the Boulder area. He is living and practicing both acupuncture and Zero Balancing at Nyland Co-housing in Lafayette, CO. His children are attending local schools. Ten year old Zenobe attends BCSIS in Boulder. Eight year old Prasad attends Heatherwood School in northeast Boulder. Ty still travels back to Rhode Island three or four times a year to work with T'ai Chi students and ZB clients.

**Randi Savage**, Class of 2006, will be sharing her knowledge about Classical Five-Element Acupuncture and Qi Gong at the *Circle of Hope* - a transformative workshop for cancer survivors - to be held January 13-14, 2007 at the Longmont United Hospital. Her talk is entitled: "Bringing Your Life into Balance with Nature". For more info about this workshop, call Martha Vincent at 303-710-9850.

**Barbara Weinberg**, Class of 2004 was recently hired by a hospital in western Massachusetts to start an acupuncture program in their Complementary Health department. Barbara is looking forward to all that she will be learning in this capacity, and she is excited about expanding her client base. This part-time position enables her to continue to focus on her private practice and her work at community clinics.

# ITEA Calendar of Events

## January 2007

### ***Fine Tuning Your Practice***

**With Kathleen Robinson, Co-Sponsored by ITEA**

**Continuing Education Series - Time: 7:00 PM - 9:00 PM**

**Six Sessions: Jan. 2, Jan. 16, Feb. 6, Feb. 20, March 6, March 20, 7-9 PM**

Six sessions offering practitioners of Classical Five-Element Acupuncture the opportunity to come together in a small group to discuss ways to enhance and grow their practices. Participants receive personal mentoring and practical advice from Kathleen, an experienced practitioner and teacher of Classical Five-Element Acupuncture. Participants are required to attend all six sessions over the three-month time period. Cost: \$300 (\$150 due December 15, 2006, final payment of \$150 due February 6, 2007). Location: 3905 Eaton Street, Wheat Ridge, CO 80212. For more information or to register please call 303-940-9445.

### ***Color, Sound, Odor and Emotion Workshop***

**ITEA Advanced Training Seminar with Hilary Skellon**

**6<sup>th</sup> and 7<sup>th</sup>, Saturday – Sunday. Time: 9:00 AM - 1:00 PM, 2:00 PM - 5:00 PM**

This Color, Sound, Odor and Emotion Workshop offers a great opportunity to see new DVDs of JR Worsley with clients. Hilary Skellon will teach the workshop and facilitate the videos. Cost: \$250 for two days, \$140 for one day. Location: ITEA, 608 Main Street, Louisville, CO 80302. To register or for more information please contact ITEA at 720-890-8922. 16 CEUs.

## February 2007

### ***Core Zero Balancing Workshop***

**Presented by Jim McCormick. Hosted by ITEA**

**22<sup>nd</sup> – 25<sup>th</sup>, Sunday – Wednesday. Time: 9:00 AM - 5:00 PM**

Learn the basics of Zero Balancing. Cost: \$595 (\$495 before January 11, 2007). Best Western Boulder Inn, 770 – 28th St., Boulder, CO. To register please send a check for full payment to: ITEA, 608 Main Street, Louisville Colorado, 80027. For more information please contact ITEA at 720-890-8922.

### ***Advanced Zero Balancing***

**With Jim McCormick**

**26<sup>th</sup> – 27<sup>th</sup>, Monday – Tuesday. Time: 9:00 AM - 5:00 PM**

Topics will be determined by those enrolled and will cover the latest information on Zero Balancing. Cost: \$295, Location: To be determined. For more information or to register please contact Johanna Alper at 303-442-7019.

## March 2007

### ***Free Workshop for ITEA Alumni***

**With Hilary Skellon**

**2<sup>nd</sup>, Friday. Time: 9:00 AM – 12 PM**

ITEA is sponsoring a workshop specifically for alumni on Treatment Planning. Topics covered will include: Treating and diagnosing levels, general treatment planning, Case Studies and questions concerning your clients. Space is limited so sign up early. To register, please contact Claudia at [Claudiaone@gwest.net](mailto:Claudiaone@gwest.net) or call 720-890-8922.

### ***ITEA Winter Visitor's Day for Prospective Students***

**24<sup>th</sup>, Friday. Time: 2:00 PM through the evening**

Prospective students are invited to tour the ITEA campus. Bring your questions. Join us for an exciting and informative afternoon that will include presentations about Classical Five-Element training, practical matters and open discussion with members of the ITEA community. In the evening, join us for our Seasonal Community Potluck. For more information call Claudia at 720-890-8922, or email [info@ITEA.edu](mailto:info@ITEA.edu).

### ***ITEA Seasonal Community Potluck***

**608 Main St., Louisville**

**24<sup>th</sup>, Friday. Time: 6:00 PM - 9:00 PM**

Alumni, students, faculty, administration, clients and friends are invited to join ITEA for a potluck celebration honoring the Institute's 10th anniversary and our program accreditation in Master of Acupuncture in Classical Five-Element Acupuncture. Become a part of the ITEA community! For more information please call ITEA at 720-890-8922.

### **April 2007**

#### ***Fine Tuning Your Practice***

**With Kathleen Robinson, Co-Sponsored by ITEA**

**Continuing Education Series - Time: 7:00 PM - 9:00 PM**

**Six Sessions: April 3, April 10, May 1, May 15, June 5, June 19, 7-9 PM**

The first in a series of six-sessions offering practitioners of Classical Five-Element Acupuncture the opportunity to come together in a small group to discuss ways to enhance and grow their practices. Participants receive personal mentoring and practical advice from Kathleen, an experienced practitioner and teacher of Classical Five-Element Acupuncture. Participants are required to attend all six sessions over the three-month time period. Cost: \$300 (\$150 due March 15, 2007, final payment of \$150 due May 1, 2007). Location: 3905 Eaton Street, Wheat Ridge, CO 80212. For more information or to register please call 303-940-9445.

#### ***ITEA Open House***

**14<sup>th</sup>, Saturday. Time: 6:30 PM**

Participants of the Worsley Seminar are welcome to acquaint themselves with ITEA and enjoy an evening of wine and cheese. Help ITEA celebrate its 10th anniversary and the accreditation of the Master of Acupuncture in Classical Five-Element Acupuncture program. Location: ITEA, 608 Main Street, Louisville, CO. For more information contact ITEA 720-890-8922.

#### ***Classical Five-Element Acupuncture Seminar***

**14<sup>th</sup> and 15<sup>th</sup>, Saturday – Sunday**

**Sponsored by the Worsley Institute and ITEA**

This seminar is for clinical level students and practitioners. Taught by Dr. Judy Worsley and Master Teachers of the CF-EA discipline. For more information go to [www.worsleyinstitute.com](http://www.worsleyinstitute.com).

#### ***Advanced Classical Five-Element Acupuncture Teacher's Training***

**With Dr. Judy Worsley and Hilary Skellon**

**17<sup>th</sup> – 21<sup>st</sup>, Tuesday – Saturday**

This training is for or CF-EA practitioners who have completed Basic Teacher's Training. For more information go to [www.worsleyinstitute.com](http://www.worsleyinstitute.com).

***ITEA Class of 2007 End of Classes Ceremony***

**22<sup>nd</sup>, Sunday. Time: 6:30 PM**

For more information please contact ITEA 720-890-8922.

**May 2007**

***Classical Five-Element Client Consults in Denver, Colorado***

**By Dr. Judy Worsley**

**3rd, Thursday**

Practitioners please email Jill Adams at [jilla@hotmail.com](mailto:jilla@hotmail.com) for more information.

***Classical Five-Element Client Consults in Boulder, Colorado***

**By Dr. Judy Worsley**

**4<sup>th</sup> and 5<sup>th</sup>, Friday – Saturday**

Practitioners please email Rose Sposito at [rose\\_sposito@yahoo.com](mailto:rose_sposito@yahoo.com) for more information.

***ITEA Spring Visitor's Day for Prospective Students***

**25<sup>th</sup>, Friday. Time: 2:00 PM through the evening**

Prospective students are invited to tour the ITEA campus. Bring your questions. Join us for an exciting and informative day that will include presentations on Classical Five-Element training, practical matters and open discussion with members of the ITEA community. In the evening, join us for our Seasonal Community Potluck (see below for details). For more information please call Claudia at 720-890-8922, or email [info@ITEA.edu](mailto:info@ITEA.edu).

***ITEA Seasonal Community Potluck***

**608 Main St., Louisville, CO**

**25<sup>th</sup>, Friday, Time: 6:00 PM - 9:00 PM**

Alumni, students, faculty, administration, clients and friends are welcome to join ITEA for a potluck celebration honoring the Institute's 10th anniversary and our program accreditation in Master of Acupuncture in Classical Five-Element Acupuncture. Become a part of the ITEA community! For more information please contact ITEA at 720-890-8922.

**November 2007**

***Lectures on Chinese History and Philosophy***

**With Elisabeth Rochat. Sponsored by ITEA.**

**6<sup>th</sup> – 8<sup>th</sup>, Monday – Wednesday.**

**Time: Monday, 9:00 AM - 6:00 PM. Tuesday - Wednesday, 9:00 AM – 1:00 PM**

Elisabeth, scholar of ancient Chinese history and philosophy for more 25 years, has been primary lecturer and General Secretary of the Ricci Institute, senior lecturer for the European School of Acupuncture, and holds degrees in Philosophy and the Classics, and Chinese Studies. She is co-author of many exquisite books on Chinese Philosophy. She enlightens students through explanation of the meanings of Chinese characters, and their evolution through history. Cost: \$50 per each half day attended (ITEA students and faculty free of charge). Location: Best Western Boulder Inn, 770 – 28th St., Boulder, CO. To register please contact ITEA at 720-890-8922.

## CCAOM Promotes AOM at NAAHP Conference

This past June, members of the Council of Colleges of Acupuncture and Oriental Medicine (CCAOM) made a presentation at the national meeting of the National Association of Advisors of Health Professions (NAAHP) in Portland, Oregon.

NAAHP membership includes over 900 health professions advisors at colleges and universities throughout the United States. Since 1974, this organization has served as a national clearing house, disseminating news and information for allopathic and osteopathic medicine, chiropractic, dental, nursing, optometry, pharmacy, physical therapy, physician assistant, podiatric medical, public health, and veterinary medical schools.

The CCAOM's presentation at the NAAHP conference was part of a session that focused on providing NAAHP advisors with information about chiropractic,

naturopathy, and Acupuncture and Oriental Medicine (AOM) as career paths. The presentation provided detailed information about AOM as a profession and addressed key topics identified by NAAHP as areas of interest to their membership, including why students should choose AOM as a career option, the types of students best suited for a career in AOM, major changes anticipated in the profession, and future options for career expansion.

Following the meeting, the Council was invited to contribute an AOM career profile to the Explore Health Careers web site: [www.ExploreHealthCareers.org](http://www.ExploreHealthCareers.org). The information posted on that site is based on the text found in the career brochure developed by the Council's Marketing Committee for the NAAHP national meeting.

For more information about NAAHP, visit [www.naahp.org](http://www.naahp.org). For more information about CCAOM, visit [www.ccaom.org](http://www.ccaom.org).



Hilary Skellon, Director



Carla Leftwich, Database Administrator



Claudia O'Neill, Registrar/Operations



Jane Butz, Project Lead

### Meet the ITEA Administration!



Angela Smith, Finance



Newsletter Managing Editor, Jane Butz  
Design Layout and Final , Sandra Lillie

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