

The Colorado Acupuncturist

A Publication of the Acupuncture Association of Colorado

Volume 6
Issue 2
April
2010

The mission of the AAC is to provide a unified voice to practitioners and students of AOM by involving and communicating with members, educating the public, and influencing legislation to promote and protect AOM in Colorado.

— AAC Mission Statement, adopted May 9, 2009

SPRING!!!!



“When spring comes
the grass grows by itself.”
-- Lao Tzu

The Season of New Beginnings and Renewal

Feel the vibrant wood energy flowing within you, the power of new birth. Nature awakens, new plans unfold in robust form and insistent action. The tender green shoots of our destiny have burst from their seedcases and will not be held back. Our ideas are transformed into action, thrusting through the crusty soil of winter's gestation to come to life. Pause to notice this upward insistence of spring in your body and in your spirit. It moves in our professional and personal lives, as it moves throughout all the universe. Make use of that energy!

The energy of wood propels us along our path. Use this energy to find focus and clarity of vision. Work with the season: make plans, clarify goals, and take action. Push toward the sun like springtime grass.

Remembering that the wood element governs our tendons and ligaments, attend to your strength and flexibility. Cultivate these qualities of movement in your mind and spirit as well as your physical body. Extend that strong suppleness out into your practice of acupuncture and your participation with your professional community.

This energy flows perennially around us and within us, coming to high tide at certain times daily and annually. Pay attention; pause this season to tap into the flow of wood energy. Look to the east in the morning and be renewed and energized with each sunrise

The AAC is born of the dreams and vision of the acupuncturists of Colorado. Its body and its actions are you. On this spring day, make a plan to be involved.

What is your vision?

For the AAC? For your profession?

Share your vision!

Talk to your board members!
Tell me what you would like to see
in your newsletter!

Leap into Action!

Join a committee.

Write an article.

Watch for opportunities posted on
the notices to members list.

9 Health Fairs are coming up!

Can you volunteer to mail this
newsletter on a quarterly basis?
If so, contact Anna Suter at
aac.newsletter@gmail.com

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The Acupuncture Association of Colorado, Inc., as a nonprofit association, is a professional organization of acupuncture and Oriental medicine throughout the state of Colorado. The Association will encourage and foster the healing art known as acupuncture and Oriental medicine, promote acceptance of a uniform standard recognition for the unique skills and abilities of acupuncture and Oriental medicine throughout the state of Colorado, work in association with the existing Colorado medical community, and foster, encourage and promote constant upgrading of the skills, abilities, qualifications and educational requirements of acupuncturists and practitioners of Oriental medicine.

The Colorado Acupuncturist is published quarterly by the AAC. Letters, articles, research papers, news, book reviews, artwork, and advertisements are welcome. Please contact Lisa Lowe at lisa@oldtownacu.com (please type "AAC" in subject line). Materials in the journal are the opinions of the authors and do not necessarily represent those of the AAC.

Advertising rates per issue:

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Deadlines are as follows:

April issue - March 1st

July issue - June 1st

October issue - September 1st

January issue - December 1st

Please remember that our advertisers help replace the cost for the printing and distribution of our newsletter to better serve our members.

We encourage you to take advantage of the discounts and services that are offered by our advertisers.

September 18 and 19, 2010
The AAC Conference - Save the Date!

**2010 Will be a great year
for our annual conference!**

**We are moving to a new venue
and have an outstanding line-up of speakers.
Our speakers include Chip Chase, Hilary Skellon,
Eric Brand, Jim MacRitchie, Terri Starck and Erik Royer.**

Conference Report

Jan Vanderlinden, L.Ac.
Community Committee Chair



Chip Chase will be our plenary speaker Saturday morning. Charles (Chip) Chace has been practicing Chinese medicine since 1984 and has a private practice in Boulder. Chip is the translator and author of a number of books on Chinese medicine including A Qin Bo-wei Anthology and The Channel Divergences, Deeper Pathways of the Web. He will be speaking on his new book (co-authored by Miki Shima) based on the translation of Li Shi Zhen's Qí Jīng Bǎ Mài Kāo, the seminal text on the extraordinary vessels. He will follow that lecture on Saturday afternoon and Sunday with smaller group workshops on palpation and a discussion of herbs based on this text.

Also offered Saturday afternoon will be a segment on Five Element Acupuncture with Hilary Skellon. We are delighted to host Hilary, master teacher and daughter of Professor J.R. Worsley. She is on the faculty of the Institute of Taoist Education & Acupuncture (ITEA) and maintains a private practice in Louisville.

Sunday morning workshops include Eric Brand, is an internationally-known author, instructor, practitioner, and lecturer in the field of Chinese medicine. His passion for herbs and his fluency in the Chinese language have allowed him to cultivate world-class connections in the field of Chinese herbal pharmacy. He is the founder of Legendary Herbs and also works with Blue Poppy Enterprises. Eric will be discussing herbs.

Sunday afternoon Terri Starck of Lifepoint Strategies and Erik Royer of Juice Creative will be discussing marketing strategies on a shoestring. Terri has over 20 years experience as a business strategist

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Conference Report

Continued from page 3

and Erik is the owner of Juice Creative and a graphic designer.

Both Saturday and Sunday we will offer qi gong with Jim MacRitchie. Jim has practiced Classical Acupuncture since 1977, and Chi Kung since 1983. He now combines these in 'Chi Kung Acupuncture'. Jim was Founding President of the Acupuncture Association of Colorado, and Founder of the National Qigong (Chi Kung) Association USA. Jim has practiced in Boulder since 1981, where he was Co-Director of The Evolving Institute (1982-88) and The Body-Energy Center (1989-2007). He will be doing qi gong based on his Eight Extraordinary Meridians Qigong program.

Of course the conference is an important time to meet old friends and new, and take care of the important business of the AAC. We'll have a happy hour on Saturday night, which we hope many of you will attend. And our annual business meeting will be held Sunday afternoon.

And our new venue! This year the conference will be held at the Doubletree Hotel Denver. Located at 3203 Quebec Street in Denver, the Doubletree is just six miles from downtown Denver and within one mile of 30 restaurants, including a restaurant on-site.

So save the date! September 18 and 19, 2010. And look for early registration in May!



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President's Report Nancy Bilello RN, L.Ac.

Happy Year of the Tiger to everyone! I am so sorry I was not able to make any of the Chinese New Year parties this year, but I hope some of you were able to attend and celebrate.

I am really excited about some great changes the AAC is implementing. We have hired a PR company to help us with reaching out both to the public as well as to our own members. This company is helping us out with basic PR as well as strategic planning, which is an essential part of getting out a cohesive message. We hope that in the coming year the AAC and the profession of AOM will have a more visible public face which will in turn attract more people to all of our practices.

We will continue our presence at the upcoming 9News Health Fairs and we hope to have even greater involvement in the future. For all of you who have volunteered at the fairs in the past: your presence there helped to create an image of us as a unique, trustworthy and credible profession which, in turn, will hopefully allow us even greater participation in the future. Of course, we will also be continuing our presence at our summer fairs as well.

The Community Committee has been working very hard to improve and update our annual conference, including a brand new venue!! **SAVE THE DATE:** Sept. 18th and 19th and look for emails and mailings with more details.



I also want to let everyone know that, on the national level, the First Professional Doctorate (FPD) for our profession is definitely being promoted as the wave of the future. ACAOM (the Association for the Accreditation of Oriental Medicine) has officially stated they will go forward with work on this. Please realize that this will be years in the making and we don't yet know how it will affect existing practitioners.

Blessings and best wishes to all of you for a more prosperous year as the energy of the Tiger leads us to more dynamic changes and brighter days!

Vice President's Report

Denise Ellinger, L.Ac.



As we move into spring we are excited about the growth that is happening within the Board geared towards improved benefits and community for members. As you can see by the various reports, there are a lot of changes happening. New committees such as Public Relations headed by Tina Laue and the Community Committee headed by Jan Vanderlindin have several new projects on the horizon. These projects are being crafted with an eye towards educating the public on how to find a qualified acupuncturist and that their go to resource is the AAC.

I encourage you to watch for announcements when calls for support come out. There will be several opportunities to that will include our usual events as well as expanded opportunities developed through the PR and Community Committees. Involvement can be on many levels and your support will help solidify the growth goals we are trying to meet. With our Sunset review just around the corner; we are looking forward to strengthening membership communication and involvement in order to come away with strong practice act.

Please take advantage of the AAC discussion list to ask questions or present suggestions. Getting a dialogue going is a great way to begin your involvement and build community. Contact any of the Board members directly to give us your input.

We are committed to making the AAC the "face" of acupuncture in Colorado and we are grateful to have such a great community to work with.



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IN PRAISE OF THE LOWLY CLINICIAN

Jake Paul Fratkin, OMD L.Ac.



I want to express my admiration for the acupuncturist/herbalist that maintains a practice, day-in, day-out, every week, save for those few weeks they can manage to get away. They are unsung heroes, often invisible in their communities save for their patients, successful in their ability to persevere and keep the practice going. It is very difficult to maintain a clinic without the support of institutionalized medicine, and various stressors constantly challenge the independent practitioner.

First is the stress of keeping the calendar full. As the economy falters, people are holding their dollars close to their pockets. If patients perceive acupuncture/herbal medicine as a luxury, they will forgo it, as they might massage or facials. It is best to remember that we are providing medical services, that we are healing ailments and injuries more effectively and with less expense than our Western medical counterparts. I think that the key to longevity in practice is making the effort to hone one's skills and increase one's knowledge by continually studying, and applying what we learn. Another step is to cultivate the belief that the universe, the *Dao*, will send us those patients we are able to help, or are meant to help.

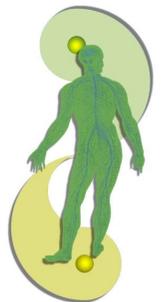
A second stressor, quite significant, is dealing with the expectations and demands of our patients. While most patients are grateful both for the effort made and benefits perceived, we all have to deal with those patients who are either dissatisfied or impatient for results. Several factors have to be acknowledged. Most importantly, patients are paying for service and should have reasonable expectations of success, and it's important for the practitioner to be clear about outcomes. For myself, I expect an 85% success rate for those cases I take on, and I explain to new or potential patients that I expect certain outcomes within a specified number of treatments or time frame. I explain how long I expect this to take, and what the costs will be for medicines and lab tests. With acupuncture, I often propose that we try four to six treatments, and see if that resolves the problem. These benchmarks offer the patient clear goals.

If I expect less than an 85% chance, I am careful to explain this to patients. Then it is their choice whether to proceed or not. If chances are less than 50%, I actually try to discourage them from pursuing treatment with me. In no case will I take cases that I feel I have little chance for improvement, and for me, this includes neurological conditions such as Parkinson's, stroke, Alzheimer's, or problems due to genetic defects. I also try not to take on patients whose problems are due to over-medication with Western pharmaceuticals, unless they are willing to wean themselves off.

As far as demanding patients, when they are unreasonable, excessive, or time-consuming (such as repeated phone calls or e-mails), one needs to exert diplomatic skill. It is always best to acknowledge their concerns or do your best to respond, even in limiting ways ("We'll talk about in more detail on your next visit"). However, some patients cross a line in their demands, and it is important to set up boundaries. Often, a gentle but clear rebuke is all that is needed to remedy the situation, but occasionally, it will be necessary to terminate the relationship.

I wonder sometimes if patients demand from regular medical doctors some of the things that they demand from me. I know of some practitioners who go overboard in responding to the needs of their patients, and I actually admire them for their patience and willingness to be available. (I don't think I can include myself in this group.) Every practitioner will have to decide what is acceptable, but it usually incurs consequences if you respond rudely. I do know from experience that there are patients who are trouble from the get-go (they gravitate to alternative practitioners because their demands or behavior are not tolerated in the institutionalized or conventional medical world), and it might be best to weed them out over the phone before actually seeing them.

Another stressor is the lack of respect offered by the general medical or scientific community. In my thirty years of practice, it is quite rare that I get a referral from a medical doctor. I have cultivated good relationships with several doctors in my town, but if I get a referral, it tends to be for patients who have difficult personalities, rather than difficult conditions. Worse are negative comments from physicians about Chinese medicine. A woman brought a two-year old little girl to me. She has a history of eczema, ear infections and wheezing, and the medical approach has been repeated antibiotics and steroid inhalers. The mother was tired of this medical merry-go-round, and was pleased



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IN PRAISE OF THE LOWLY CLINICIAN

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that I was able to address her child's case differently, and effectively. However, she came in with deep doubts one day when her pediatrician told her that Chinese herbs would cause kidney failure in young children. I was furious, and told the patient that I am an authority on Chinese herbal medicine, and that if her doctor made such a statement, she should be able to produce scientific evidence that supports it. This sort of doctor relies on urban myths that permeate the medical community without evidence. (Another urban medical myth is that antioxidants and Chinese herbs inhibit the effects of chemotherapy, when the literature supports the fact that they actually enhance the efficacy of chemotherapy.) I reminded the woman that her daughter was improving with my treatments, and the Western treatment had continually made her daughter sick. She had decided to continue working with me.

It is discouraging that the medical community holds us in low esteem. The answer, besides talking directly with medical providers, requires national efforts to bring TCM into the scientific mainstream, but this will be over a long time period. When my work is personally questioned, I respond by citing various scientific articles or books that support the validity of what we do. I will send letters and articles to physicians to try to clarify the situation, and this usually results in quieting the criticism. It has not necessarily resulted in actual referrals from those doctors. In fact, conservative physicians won't start referring until they have experienced personal benefits from TCM treatment for themselves or their family members.

Other stressors plague the dedicated practitioner. Mountains of paperwork that accumulate from faxes, e-mails, and post, needs to be sorted through. Most of it is neither interesting nor useful, but we still need to go through it for that occasional important notice. And then there are the time requirements of the pharmacy, keeping in stock medicines that we like, and managing custom prescriptions. For myself, I have a pharmacy with 500 herbal products from various manufacturers, about 60 of my own tinctures in large 16 oz. bottles, and then 250 individual herbs in extracted powder form that I use for custom prescriptions. When I can, I'll find a student to help make the custom prescriptions, but often it is up to me during my evenings or off-days. I greatly enjoy designing a custom prescription, and as an herbalist, I consider my prescriptions to be my works of art. But it can take 15-20 minutes to put a formula together, and much more time keeping the pharmacy in stock. All this takes time away from doing something else.

So yes, my hat is doffed to the lowly clinician. I use this adjective in good humor, and proudly include myself in this category. The practitioners in the trenches have my utmost respect. One is often dealing with complicated and challenging medical issues, and patients in discomfort demand our utmost attention and care. We don't have society's enthusiastic support, nor do we see the financial rewards that medical doctors earn. But our work is effective, and we often achieve our patient's heartfelt gratitude. If it's any consolation, one should remember that our work is more than just providing medical services to our patients. We are also carrying a candle for our art, keeping alive the tradition of the Chinese herbalist. This tradition has historically offered various models: the respected house physician to the aristocracy, the Confucian scholar or the Daoist recluse interpreting the relationship of the macrocosm to the microcosm, the humble shop-keeper with a table in the back for pulse diagnosis, the dedicated barefoot doctor providing healthcare to rural peasants, the modern hospital physician treating serious disease and injury without Western pharmaceuticals. We are a continuum in a long line of dedicated practitioners of traditional Chinese medicine, and that posture – whether recognized by society or not – has deep meaning and offers deep purpose. This is our real reward.

Reprinted with permission from the July 2009 issue of Acupuncture Today (Vol. 10, Issue 07)
www.acupuncturetoday.com

Jake Paul Fratkin, OMD, L.Ac. trained in Korean and Japanese acupuncture since 1975, and Chinese herbal medicine since 1982. He spent a year in Beijing hospitals specializing in internal disorders and pediatrics. Dr. Fratkin is the author of *Chinese Herbal Patent Medicines*, *The Clinical Desk Reference*, a compendium of 1250 Chinese herbal products available in the United States, and the editor-organizer of *Practical Therapeutics of Traditional Chinese Medicine*, Paradigm Publications, 1997. He is the recipient of ACUPUNCTURIST OF THE YEAR, 1999, by the AAAOM and TEACHER OF THE YEAR, 2006, American Association of Teachers of Acupuncture and Oriental Medicine (AATAOM). For upcoming classes, please see www.drjakefratkin.com/classes_upcoming.php



Public Relations Committee Report

Tina Laue, L.Ac.,
PR Committee Chair
aac.prcommittee@gmail.com



What's been happening:

It may appear that nothing has been going on or moving, but really a lot of decisions have been getting made and the groundwork is being laid for us to move forward.

We hired a strategist and a marketing specialist!

As per my PR Committee's recommendation, we have hired Terri Starck of Lifepoint Strategies and Erick Royer of Juice Creative, who work as a team to help us clarify our messaging, get all committees working on the same page, establish measurable objectives, and to work within our budget.

I have had two meetings with Terri and Erick to clarify my strategy around developing a more professional look for the booths as well as establishing what is effective and how we can educate the public better and gain more patients for all of our practitioners.

Most of your board attended a 4 hour Strategy and PR Messaging Meeting

We recently held a strategy meeting, with Nancy Bilello, Tina Laue, Denny Ellinger and Marlene Bunch. We covered messaging, goals, and an action plan for March and for the year. We got a lot done in a short four hour meeting and I want to express my appreciation for Denny and Nancy making the extra time to attend. We are awaiting their official reports and recommendations, as well as scheduling some individual meetings.

I plucked up the courage to ask to conduct screenings at the 9 Health Fairs!

Members are constantly asking to do more at the 9 Health Fairs than just educate. I recently attended a lunch with the Chairman of the Board of the 9 Health Fairs. Of course I was 10 minutes late and there were at least 20 people in the room. I sat there with my heart pounding when the opening came, but I plucked up my courage and said that Acupuncturists would love to partner with the 9 Health Fairs to screen patients. It was a good discussion with some support and I have since had lunch with my new contact there. He and I are realistic, but cautiously optimistic that we will be able to complete the application to screen later this year and come on board in a limited capacity to start. We will need to talk to their medical advisory committee and clarify all details. This will be an ongoing process, but we are hoping to be doing some screenings this fall.

The 9 Health Fair this April

We are currently an Interactive Educational Center or IEC with the 9 Health Fairs. This year's health fair is April 17th through 25th. We have about six invitations so far this year and I especially want to recognize Lyna Norberg for her diligent help and patience with me around choosing table cloths. I think we may have finally chosen a style and color and decided not to screen our logo on the front. It took up way more time than I intended it to! If you see Lyna, please tell her you appreciate her hard work!



Look for information about volunteering at the 9 Health Fairs on the AAC Notices to Members List and on our Facebook page. Contact the secretary, Melinda Cobb if you need help getting signed up!!

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Public Relations Report

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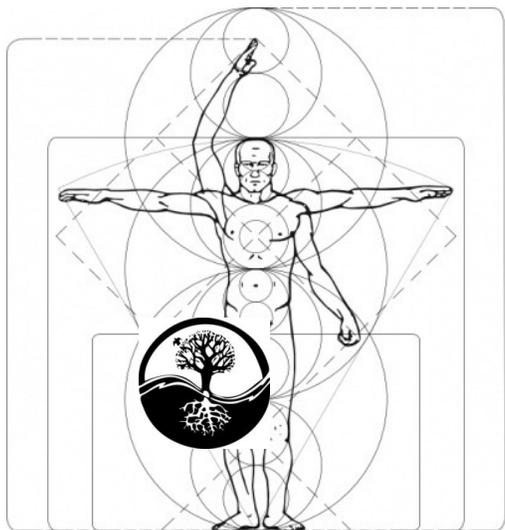
FREE TRAINING ON MARCH 23RD WITH ACUPUNCTURE MEDIA WORKS!

Besides having a more professional look, I am pleased to announce that Acupuncture Media Works has donated 2 charts and 10 posters to our cause as well as training on how to do a Health Screening. This training will be held on March 23rd and I will also have free sample health screening kits that they are donating as well. Acupuncture Media Works has been a longtime partner of the AAC and has given all members a 5% discount. Please thank Melody and Jeff for their support of your state organization and for putting out some great marketing materials for Acupuncturists!!

What is the AAC doing to build my business?

How about looking into building our very own searchable database? How about launching a PR campaign about relevant topics driving traffic to the database? Stay tuned. Just like the springtime, there isn't a lot of visible evidence, but there are changes in the air and the energy is building!!

If you want to be involved in the PR Committee give me your info at aac.prcommittee@gmail.com. I will add you to my PR Committee list and you are welcome to be as involved as you want. There should be some small manageable tasks coming up and right now a lot of groundwork decisions are being made. I invite you to get involved. I prefer that my decisions are made "by committee" as much as possible!!



"The living self
has one purpose only:

to come into
its own
fullness of being,

as a tree
comes into
full blossom,

or a bird
into spring beauty,

or a tiger
into luster"

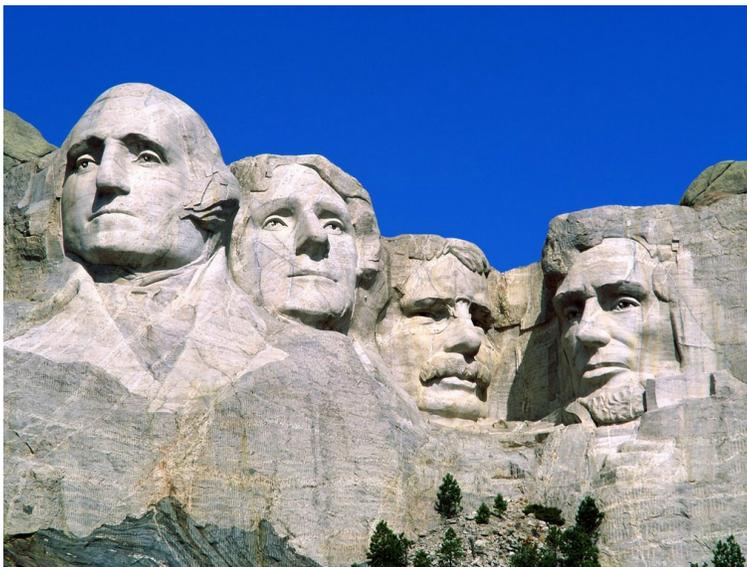
~D H Lawrence



SOUTH DAKOTA PUSHES FOR REGULATION

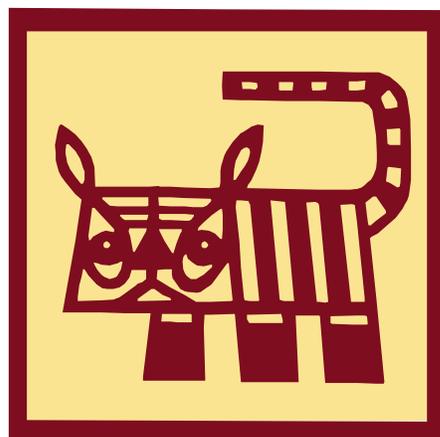
Members of the South Dakota Acupuncture and Oriental Medicine Association (SDAOMA) recently offered testimony on the need for regulation of acupuncture in SD, one of only six states without any licensure of the medicine. While the bill was pushed to the 41st day; effectively delaying the bill passage until the next legislative session, SD acupuncturists were heartened to listen to positive suggestions from the Health and Human Services Committee as to how regulation could be accomplished.

“We accomplished a huge amount of work in a short time,” said SDAOMA President Colleen Ragan, “and we are gratified to have heard some very clear direction from the House committee. By next year we will have done the additional ground work necessary to present a bill passed that will protect the people of SD from untrained, uncertified and uninsured people who think they can just stick needles in people.”



Despite blizzard conditions across the nation, NCCAOM representative Mina Larson arrived in the nick of time, offering compelling testimony on the Commission’s role of screening, testing and disciplining practitioners of Oriental Medicine, which would significantly reduce the state’s potential fiscal obligation in performing the same functions. While AAAOM’s representative Jolene Habeck was prevented from travel by a white out ground blizzard, her testimony and vital background information was presented by Ms. Larson.

30 state legislators came forward to endorse regulation in SD in the weeks leading up to the committee hearing. There was never any dispute over the need for regulation of Acupuncture in SD. SDAOMA Board members, Colleen Ragan, Kayte Halstead and Adam Graves are even now crafting the 2011 bill; networking, and ensuring that the rest of 2010 is spent doing the very necessary work to make sure that South Dakota becomes a vital part of the national fold, and that patient safety and practitioner accountability is held to the NCCAOM’s highest standard of regulation.



Submitted by Colleen Ragan, MSOM, Dipl.Ac, L.Ac. (CO)
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*Do you know an AAC member who is going above and beyond? Is making the news?
If you have something exciting to share with us, please let us know!
Email Anna Suter at aac.newsletter@gmail.com*

As a urologic surgeon, Dr. Liu Ji Mok was able to remove but not prevent urinary stones in his patients. Fueled by a desire to end their suffering and funded by a national science grant, he compiled and analyzed data in areas with high incidences of stones in the population. His findings combined with his Western medical experience and TCM knowledge led to the creation of his all-herb formula. After nearly 30 years of research and development, with clinical trials at five hospitals, the *Plum Flower Modern Masters Stone Formula*® has been hailed a remarkable success.

We proudly present Dr. Mok as one of many dedicated individuals whose work helps us do ours— to bring safe and effective products to you and your patients.

—The folks at Mayway



Find out more in the Spring/Summer issue of the Mayway Mailer and at www.mayway.com/dr Mok.




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Legislative Column

Nancy Bilello, R.N., L.Ac.



Although there has not been a great deal of excitement lately on the legislative committee, we are keeping on our eye on several things and are making plans for future endeavors.

On the national level, we are concerned about the Dietary Supplement and Safety Act that is currently sponsored by Sen. John McCain. From what we know at this time, this bill would require both manufacturers and distributors of “dietary supplements” to register with the FDA, list all of the ingredients on supplements/herbal products, provide scientific evidence regarding a product’s safety and to report any and all adverse affects. We are currently in the information-gathering stage regarding this bill and will continue to give you updates as we hear about its progress.

Both Denny Ellinger, V.P. and myself will be attending the AAAOM Conference in Albuquerque this year in April and we will report back to you on what we learn there.

HR646 now has 37 sponsors – none from CO. Hopefully that will change with some letters going out to our CO representatives. The national lobbying team is still working on getting more sponsors for this bill and hopefully passing it this session.

Locally, we are preparing for an insurance parity bill that will hopefully be seen in the 2011 legislative session. We will very shortly be making appointments with key legislators to seek a sponsor for such a bill.

I have not heard too much more from Dr. Stuyt regarding her interest in auricular acupuncture. One thing she did communicate to me is that the research study at the VA has been put on hold for the time being. I will let you know when I hear more.

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Legislation 101 (Part 4)

This is the fourth in a series of articles about various aspects of the legislative/political process as it affects the profession of acupuncture. While some of this information may seem overly simplified to some of you, I hope others will find it helpful. I do not in anyway profess to be a legal or political expert, so my facts may at times be a little off or incomplete, but I will endeavor to share with you what I have learned over many years of engaging in various legislative activities. I welcome comments and/or corrections.

Under the Golden Dome

It is a well known landmark in Colorado. It can be seen several miles away, gleaming in the sunshine as it sits on its perch on Capitol Hill - The Colorado State Capitol. But what really goes on under that gleaming golden dome?



This is the scene of backslapping and gladhanding, backroom deals and open debates. This is the arena of our Colorado State legislature in action! The CO state legislature is in session from Jan. through May.

As most of you know, our system of checks and balances includes the two parts of the legislature: the House of Representatives and the Senate. There are generally more reps than senators; the reps represent smaller districts while the senate districts tend to be larger. House terms are 2 years while Senate terms are 4.

The House and the Senate are both comprised of several Committees such as Health and Human Services (most pertinent to our profession), Appropriations, Judiciary, Education, Finance, etc.

A bill may be introduced by a Rep. or Senator who has an interest in a particular issue; a bill is also often introduced as the result of a particular group approaching a legislator with a matter of concern and asking that legislator to sponsor the bill. This is what the AAC will be doing regarding insurance parity. When asking for sponsorship of a bill, the group is usually obligated to present evidence as to the necessity of the bill.

Once a sponsor has been found, the bill is drafted by draftsmen/women whose job it is to craft the language of the bill. The bill is then sent to the appropriate Committee for debate and discussion. While in Committee, testimony is heard from interested and concerned parties, and that testimony can be either for or against the bill. A Committee can decide to pass the bill, in which case it will go to the Committee of the opposite legislative body i.e. a bill passed in a House Committee will then be passed on to the same Committee of the Senate where the process will be repeated. . A Committee may also decide to “kill” the bill, meaning it decides the bill is not relevant, is frivolous, has no evidence to support it, etc. and the bill is said to “die in committee”. It will go no further and cannot be reintroduced until the next legislative session.



(Continued on page 16)

Legislation 101

Continued from page 15

These Committee hearings are open to the public and are posted on the General Assembly website (<http://www.leg.state.co.us/>) During any of these Committee hearings, changes or amendments can be added to the bill. The bill is then heard and voted upon by the legislative body where it originated. Once both the House and Senate Committees have heard and passed the bill, it is read before the entire assembly for a final vote; if passed, it is sent to the Governor for his signature. To download an illustrated chart of this process, go to <http://www.colorado.gov/cs/Satellite?blobcol=urldata&blobheader=application%2Fpdf&blobkey=id&blobtable=MungoBlobs&blobwhere=1224913761903&ssbinary=true>, or more simply go to the General Assembly website, click on Resources at the top of the page and scroll down until you see How a Bill Becomes Law.

It is important to know and keep in mind that our Reps and Senators really are interested in knowing what their constituents think, so writing to your legislator is not a futile effort, though the most impact is made when a large amount of letters for or against an issue are received. Legislators do read Letters to the Editor and the Perspectives sections of newspapers to get a feel for what the public is thinking or feeling about any given subject.

To find out who your legislators are, go to www.projectvotesmart. All you need is your zip code and the site will guide you to the information you want. I encourage everyone to do this and to know who your legislators are!

I will follow this article up with one more that will hopefully tie some of this information all together. As always, if you have any questions, please feel free to contact me at 720-280-4905 or www.nancyacu@comcast.net.

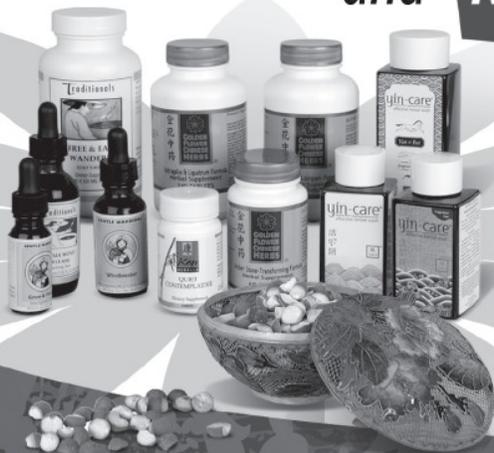


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FDA Dispensary Guidelines & Procedures

What You Really Need to Know About the New FDA cGMP Laws!

May 22, 2010 9 AM-5:30 PM • taught by Eric Brand, MS, L.Ac.

At Southwest Acupuncture College in Boulder, CO • 6620 Gunpark Dr.

- 8 CEUs (California Board) and 7 PDAs (NCCAOM) • 50% of profits go to COMRE for ongoing OM research!

Practitioners and schools must be able to comply with the new FDA cGMP requirements by this coming Summer. This one-day seminar will present the information you need to know concerning:

- The FDA ruling itself and how it affects your clinic • *Record keeping that keeps the FDA happy*
- *Care of your equipment and utensils* • Sanitation requirements for your clinic
- *Necessary product information from product lines you purchase and sell*

In addition, participants will receive:

- *Continuing Education Credits and Certificate* • A CD containing forms to make compliance easy
- *A handout to put in your policies and procedures notebook* • *Lunch provided by Blue Poppy*
- *Information about the Adverse Reactions Database* • Vendor discounts and Door-Prize raffle ticket

Registration Information:

- Practitioner Early-bird registration until May 2nd: \$119.20 (20% off).
- Practitioner Registration May 3rd and after: \$149
- Non-practitioner clinic workers (no CEU certificate): \$99
- *CO State Assoc. members early registration \$99; late registration \$119.20.*
- Students pay only \$49 but do not receive CEU certificate.

Three ways to register:

- Call Blue Poppy to register at 303-447-8372 (local) or 1-800-487-9296 (out of area).
- Go to "Live Classes" in the Continuing Ed. section at www.bluepoppy.com.
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The information in this seminar helps you avoid a close encounter with the FDA!

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**Calendar of Events—
AAC Members receive 10% discount**

Date	Title	Contact
3/21/10 9:00am - 4:00pm 6.5 PDAs/CEUs	Trauma Seminar with Daisy Dong Fracture, dislocation & soft tissue injury of the upper and lower extremities	\$125 AAC Members Practitioners & CSTCM Students 303-329-6355, www.cstcm.edu
3/25/10 9:00am - 4:00pm 6 PDAs/CEUs	Fresh Tui Na Protocols for Effective Healing with Greg Ciccio The incorporation of multiple disciplines of Tui Na, into simple, repeatable protocols for specific indications.	\$105 AAC Members Practitioners & CSTCM Students 303-329-6355, www.cstcm.edu
4/9/10 9:00am - 5:00pm 7 PDAs/CEUs	Ethics Class with Hilary Skellon Bring your questions regarding ethical issues in your practice. What are some kinds of the situations you may have to deal with? In this class we will role play and have fun while learning. Fulfills NCCAOM Req.	ITEA \$120 (\$100 for AAC members) registrar@itea.edu or call Claudia at (720) 890-8922
4/21/10 7:00 - 8pm	Spring and the Wood Element — ITEA Clinical Student Presentation! Spring is the time of beginning a new cycle of growth, both in nature and in ourselves. Explore the cycles of nature and specifically the season of spring.	ITEA, Free to the public 325 W. South Boulder Rd. Louisville, CO (720) 890-8922
5/2/10 1:00 – 4:00pm 3 PDAs/CEUs	A Pragmatic Approach to Insurance Billing with Jennika Wildau Topics include: in-network vs. out-of network benefits for "group plans"; worker's compensation & auto insurance/"med pay"; physician referrals; coding and billing; collections management; treatment notes, progress reports, and letters of medical necessity; superbills.	CSTCM \$ Price to be determined 303-329-6355 www.cstcm.edu
5/9 & 5/16/10 9:00am - 4:00pm 12 PDAs/CEUs	Pulse Seminar with Greg Ciccio Ancient pulse theory in modern day language. Practical class.	\$230 AAC Members Practitioners & CSTCM Students 303-329-6355, www.cstcm.edu
5/22/10 9am -5:30pm 8 CEUs (Calif.) 7 PDAs (NCCAOM)	“Dispensary Guidelines & Procedures” What You Really Need to Know About the New FDA cGMP Laws! with Eric Brand. Co-sponsored by the American Acupuncture Council, the Consortium for Oriental Medicine Research & Education (COMRE) and Blue Poppy Seminars.	Cost: \$49-\$149 (see ad page 18) At SWAC, Boulder. Register with Blue Poppy 303-447-8372 or 1-800-487-9296 www.bluepoppy.com
5/22 & 5/23/10 9:00am - 6:00pm	Nutrition for Clients with June Konopka, Nutritionist, MA. An engaging class involving lecture, discussion, and cooking wonderful food! Find out how to help your clients make the dietary changes they need while cooking with tasty and healthy ingredients. This class gets rave reviews each time it is presented. All are welcome.	ITEA \$325/audit; \$415 for ITEA credits 10% discount for AAC members registrar@itea.edu (720) 890-8922
6/1/10 6:00-8:00pm	Public Informational Talk on Trauma, Robert Scaer, MD. Board Certified Neurologist presents on traumatic stress, the freeze response, and its role in emotional and physical syndromes and diseases. Author of - <i>The Body Bears the Burden: Trauma, Dissociation and Disease</i> , and <i>The Trauma Spectrum: Hidden Wounds and Human Resiliency</i> .	ITEA Free and open to the public RSVP: registrar@itea.edu or call Claudia at (720) 890-8922
6/19 & 6/20/10 10/2 & 10/3/10 16 CEU's/weekend	Auricular Medicine—diagnosis and treatment with Dr Li Chun Huang	YAO Company \$350 per weekend (303)777-7891
6/20/10 9:00am -4:00pm 8 PDAs/CEUs	Hormone Harmony: “How to Treat your Women” with Kimball Ciccio . Female cycles. Endocrinology, pathology & lifestyle factors. Translation of hormones into TCM principles. Includes Chinese Herbal Medicine. Working knowledge of Chinese Herbal Medicine is recommended	CSTCM \$105 AAC Members Practitioners & CSTCM Students 303-329-6355, www.cstcm.edu
8/20/10 9:00am - 12pm	Workshop for ITEA Alumni with Hilary Skellon. Requested topics will be covered.	ITEA Free for ITEA alumni
11/9-11/12/10 9:00am-1:00pm	Chinese History and Philosophy with Elisabeth Rochat da la Vallee Discussion of the Secret Treatise of the Spiritual Orchid, Chapter 8 of the Su Wen. She will also teach the organization of the body's organs, Zang and Fu.	ITEA Cost to AAC members: \$200/4 days or \$60 per day registrar@itea.edu (720) 890-8922

Acupuncture Association of Colorado

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