

The Colorado Acupuncturist

A Publication of the Acupuncture Association of Colorado

Volume 5
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2009



“Words that come
from the heart
stay warm three
winters long...”
Chinese Proverb

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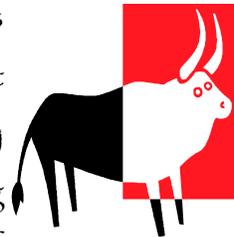
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The Year of the Ox



Is one in which success will escape without a sustained, mindful effort. The sort of problems that are encountered in the year of the Ox tend to be home front challenges ...

The Ox year needs discipline and focus. It is not the time for unruly behavior or taking shortcuts. In the year of the Ox success is achieved through diligence, self-awareness, and right action.



The Acupuncture Association of Colorado

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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:

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July issue - June 1st

October issue - September 1st

January issue - December 1st

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

President 's Report

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

Fall was an extremely busy time for the AAC Board. In September we had our 25th Annual Conference and Business Meeting. We reported on that in the last newsletter, and our Conference Committee is already hard at work planning the next conference. In October, I attended the Annual AAAOM Conference in Wheeling, Illinois (not quite as exciting as Chicago, but we never leave the hotel, anyway!) The Presidents' Council held a 4 hour meeting to discuss how the State Association Presidents might be able to help the AAAOM move forward after the merger. Unfortunately, there is still some dysfunction in our national organization, but the good news is that people are willing to look at what needs changing and to work towards that. It is frustrating and exciting all at the same time. The main issue that the AAAOM is involved in now is the hiring of a national lobbyist. It is hard to believe that we have never had a national lobbyist, especially since there are so many pressing issues for our profession at the national level. I will let all of you know how that process goes. The Hinchey Bill (the informal name for the bill that would include acupuncture services for Medicare patients) is an ongoing discussion and issue, but there is nothing new to report at this time. Even if you are not a member of the AAAOM, I encourage you to visit their website at www.aaaomonline.org to get an idea of what is happening nationally.

At the local level here in Colorado, the AAC is looking for more and better ways to promote our profession and educate the public about what we do and the benefits of our wonderful Medicine. If any of you members have PR experience and/or have suggestions that might be useful, please let one of the Board members know.

Thanks to our Board member, Jan Vanderlinden, we have connected with a group called CRC – Community Resource Center – that helps nonprofit organizations build better Boards, communications, outreach, etc. They were extremely helpful in assisting us to revise our bylaws; last month Jan attended a class on building dynamic boards and came away with some



great suggestions that we are looking forward to putting into action.

One important part of this ongoing project is to recruit future board members. In fact, we currently have a Board vacancy for the Events Coordinator position. If any of you talented members out there have a flair for coordinating events such as the health fairs, Dragon Boat and Boulder Asian fairs, please come forward – we need you!! And if any of you have been thinking about joining the Board or becoming more involved, but aren't sure what it entails, please contact any of us and we will be glad to fill you in.

I am looking forward to another great year for the AAC. As always, I welcome any and all comments, concerns, suggestions, etc. Also, if you are not on our email list, you might not be aware that I send out a monthly email address to all members who wish to receive them. These messages update everyone on what's happening in the AAC and are a great way for members to keep informed. If you are not on this list but wish to be, please contact our Secretary, Melinda at Melinda.cobb@gmail.com, and she will be happy to add you on!

I hope the holiday season has treated everyone well, and I hope the coming year treats you even better!

Legislative Report

By Nancy Bilello

It seems as though the legislative issues facing us never stop! I am ecstatic to report that several people have come forth in the past few months expressing interest in joining the legislative committee! I am delighted to not be the only one on this committee anymore, especially with so much to do these days! The AAC Legislative Committee members are: Valerie Hobbs, Justus Verre, Jeanette Rockers, Denny Ellinger, Jan Vanderlinden, Anne Chew and me.

Even though we are all no doubt relieved that the long, long election season is finally over, no one can deny it was an exciting one! The AAC supported several local candidates who are supporters of AOM. While we were disappointed that Bernie Buescher, a representative from the Western Slope, did not win his bid for reelection, we are extremely happy to report that Reps. Anne McGihon and Diane Primavera both were reelected, and Linda Newell won a very tight Senate race. Committee member Jeanette Rockers has already had initial meetings with Reps. McGihon and Primavera to discuss some of our concerns and to

educate them on our profession. The meetings went very well, and we look forward to continued communication with these and other key legislators.

Our talks with the chiropractors continue. Currently, we are examining the definition of acupuncture as stated in the Chiropractic Sunset report. The existing definition is:

the puncture of the skin with fine needles for diagnosis and therapeutic purposes.

The definition we are proposing would read:

a system of health care based upon traditional Oriental medical concepts that employs Oriental methods of diagnosis, treatment and adjunctive therapies for the promotion, maintenance and restoration of health and the prevention of disease

Although the chiropractors are looking at increasing the number of hours of training from 100 to 300, as well as making it mandatory to pass a national exam, we feel that

the above definition entails a scope of practice that requires considerably more training and education than that. We will hold another meeting with them on Dec. 11th, and I will keep everyone informed as to how this progresses.

There is still a pending complaint against a CO acupuncturist regarding the use of a laser device. At this writing, there is nothing new to report, but we have been in contact with DORA to express our concerns about this matter and, again, I will let you all know what the outcome is.

In the 2009 Legislative session, we will be looking to get insurance parity. With some strong advocates in the Legislature, we are hoping for a good outcome this year!

Breaking News....

Have you ever found yourself wondering what the AAC is doing for you?

In the past couple of months, our legislative committee has been speaking in defense of one of our members who had a complaint filed against her for the use of a laser device. DORA felt that this was a western medical device, and thus did not fall under our scope of practice.

The AAC communications were successful, and the complaint has been dismissed.

More importantly for the rest of us, our practice act has been successfully defended, and DORA has stated that this does not conflict with our practice act!

Thank you, Legislative Committee!



15 Tips to Survive (or Thrive!) During An Economic Downturn

by Honora Lee Wolfe

If we want to do well in business even in times of a poor economy, we must first understand that it does absolutely no good to complain to people about tough times. When we complain about how bad business is, people may sympathize but cannot do anything to help us and, more disastrously, our brain and the universe get the message we just sent and respond accordingly. So, instead of complaining to colleagues, clients, or even to yourself, get busy! Chances are the untapped profit in your existing customer relationships is much bigger than any economic downturn. You just have to work creatively to find better ways to tap into those relationships. Below are several ideas to help us all get through difficult financial times. Not every idea will resonate with every practitioner who reads this. Some won't pertain to you. However, if you implement one, two, or three of the ideas that *are* relevant to your practice, I can almost guarantee that business will improve.

1. Call your patients, especially those that have not been in for a while. This may sound ridiculously simple, but I find that few practitioners do it, usually because it feels scary. However, I say, would you rather have butterflies in your stomach, or would you prefer to go out of business? So write yourself a script to use so that you don't become tongue-tied. Ask how they are since they last came in. Ask if they are having any stress-related symptoms because of the economic situation. Tell them that you know times are tough and you have several treatment plans to save them money if they want to come in to see you (package deals, family discounts, a free birthday treatment, ½ price treatments for anyone who has lost their job, deferred payment plans, etc.) If you don't have any clients for an afternoon, you can sit and bite your fingernails, or try to make one or two more appointments.
2. Ask for referrals. For those patients who are coming in, create incentives for them to send a friend or family member. An incentive could be one free treatment, two tickets to a movie, or a nice chocolate bar. Whatever you do to show your gratitude (depending upon the legal limitations that you may have) you will get more referrals from patients if you ask for them than if you don't. Put up a sign that says "My business thrives from your referrals. They are the highest compliment you can give me."
3. Do a real budget if you don't already have one. What expenses are fixed and which ones are discretionary? What supplier contracts could be renegotiated? This includes credit card interest rates, phone rates and plans, possibly your rent, and every other vendor from whom you purchase anything. What other ways could you cut expenses without sacrificing good service? One practitioner I know changed her schedule to three 12-hour days and rented out her space two days per week to someone else. She saves on commuting expenses as well as rent, and her patient population responded well to the night hours.



(continued on page 8)

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PR Committee Report

Terry Fox, L.Ac.

Howdy AAC Members,

Thank you to those of you who took the time to respond to the post-AOM Day survey. It is much appreciated.

Many that responded to the survey expressed that they would like to have seen more media exposure on the subject of acupuncture and oriental medicine. I would agree. This is where developing a solid Speakers Bureau comes into play.

We are in need of members who are willing and able to represent the AAC and our AOM profession in the public arena.

What exactly does "public arena" mean? These are just a few examples: Are you willing to chat with the reporter from your local newspaper? Would you be comfortable doing an interview at a radio station or on television? Do you have the inclination to present an educational talk at the Kiwanis club? Would you speak at your child's Career Day at school?

If you have done, or would like to do, something similar to these examples, then I would like to include you as a part of the AAC Speakers Bureau. If you are interested, please email me at artesienspringom@mac.com.

Plain and simple, educating the public about our profession is key for its advancement in our society. Volunteering your time to the AAC, whether it is a single hour or several, will not only promote the profession in general, you might just get a few patients out of it yourself. So please consider taking some time to help spread the word about how our medicine can benefit those around you.

Membership Benefits Report

Denise Ellinger, L.Ac.

Dear Members:

As we enter into the New Year the AAC is reviewing current benefits and looking into new avenues to increase your membership benefits.

The current benefits can be found on page 10 of this newsletter, and on the AAC website. Final details are being worked out for *organic skin care products and the 7 Cups Tea house* on South Pearl in Denver. The details will be announced on the member list when they are complete.

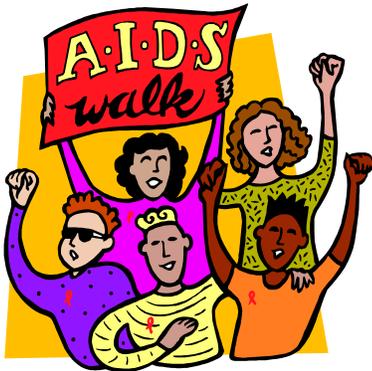
Please feel free to e-mail suggestions for member benefits to rejuvenate@acubeauty.com.

Also, remember that classes announced through the AAC list offer a minimum 10% discount to members.



15 Tips (from page 6)

4. Collect on old accounts. If anyone owes you money, try to get it. Negotiate a payment plan with them even if they can only pay 5 dollars per week.



5. Develop new relationships. If you have time on your hands, look for a useful volunteer opportunity that will connect you to as many people as possible in your community. This could be coaching a girls football team, the local hospital auxiliary fundraising committee, a community foodshare organization, a 10K race to raise funds for breast cancer. The possibilities are endless, but should be related to the type of patient that you want to attract. If the work is event-specific, when it is over send out a thank you card to everyone you worked with that includes your business card and tells them that you don't know if they might ever need your services, but you'd be happy to speak to them if they are ever in need of healthcare.

6. Create a new service. What portion of the possible market are you not serving? Could you take a class, read a book, or somehow get up to speed in a new market? For example, if you treat women, remember that a mother will go to almost any lengths to help a sick child. Pediatrics might be a good way to expand. Or, if you want to go for a more upscale market, aesthetic acupuncture (facelifts) can be a great direction to go. You can even market this service as being far less costly than going under the knife!

(con't pg 15)

Which Chinese herbs have actual EVIDENCE showing drug interactions?
Find out what you really need to know on this subject!

An Evidence-Based Medical Approach to Drug-Herb Interactions

taught by Dr. Greg Sperber • Feb. 7-8, 2009 Boulder, CO • 12 Approved CEU/PDAs

Would you like to really understand how drug-herb interactions actually occur in the body? In this class, we will examine drug-herb interactions through basic Western pharmacology and the ADME scheme (Absorption, Distribution, Metabolism, Elimination). What sets this seminar apart, in addition to its thor-

oughness, is the application of evidence-based medical techniques in determining the seriousness of the interactions. These techniques give you the skills to assess ACTUAL potential interactions and to determine which ones are important, and which are not, in real-life clinical practice.

Hand-outs will include all well-publicized specific interactions that we need to understand.

Other concepts you will learn to understand and apply to your patients include:

- Levels of evidence and which ones really matter
- Using the ADME scheme in considering each drug your patients are taking
- What is the therapeutic index of important drugs; how does it affect your clinical choices?
- What do you need to know about basic pharmacodynamics?
- How do basic research techniques affect study outcomes?

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How our AAC Members Are Stretching Their Dollars.....

- Shop at the Good Will or other thrift stores. Best used clothing in Denver.
- Invest in an espresso machine and forego Starbucks! Can save thousands! Then, invest your Starbucks savings!
- Utilize the Library for all books AND videos! Forego Barnes & Noble AND Blockbuster! You can even reserve books and videos online.
- Buy only in-season fruits and veggies, and preferably grown in Colorado. They're cheaper and better for you.
- Invest in a home water purifier. Save thousands and help the environment by foregoing bottled water!
- Turn your thermostat down to 62 degrees at night and buy a programmable one to automatically turn down at night and turn up in a.m.
- Set up an automatic savings account at your bank to have \$50-\$100 taken automatically from your checking account each month (you won't even miss that little amount of money) to transfer into your savings account. Forget about the savings account until a rainy day.



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AlternativesForHealing.com offers therapy definitions, so those who have not yet familiar with Acupuncture can gain comfort and understanding of the therapy.

Alternatives For Healing was born with the intention of not only being an informational resource, but also it also reaches out to the public through a variety of media including internet advertising, magazines, press releases, event sponsorships and more to catch the attention of many different segments of the public.

Alternatives for Healing is offering a discount to AAC Members members who wish to be listed on their resource directory. Annual rate is normally \$75.00/year – ACUCOL members receive a \$15.00 discount for only \$60.00/year. Please contact Sonja Torres at 303-476-1714 for more details.

*Your friends and colleagues would love to hear from you!
If you have marketing ideas that have (or have not)
worked, please let us know!*

*Our newsletter is for us– AAC members, and we need and
want to hear from you.*

*See inside cover for details on making a submission to the
newsletter.*

AAC Members Share Marketing Ideas

Do something newsworthy. Learn a new skill, offer a new service, or host an event. Write a press release about it.

Teach. Think of something you treat fairly often—like low back pain—write 10 tips on back care, including acupressure points for dealing with it, and offer a class—either at your clinic or at the local library, yoga studio, or book store.

Give back. One of my favorite things that we do here at our clinic is to give back to the community. For example, each year we have a toy drive during the holidays. This year we thought that the donations might be down, but I think that our customers have been even more giving, even in the face of these hard economic times. By doing this, not only are we helping others, but we are reinforcing our own beliefs that we are doing well and are in a position to help. It also presents us with a chance to go out in the community and talk about our business as a side note to what we are doing with the toy drive. We are generating "buzz" while doing good for others.

Always be prepared. I was at my annual well-woman exam, with my feet in the stirrups, when the doctor asked what I do. You never know when or where you might need your "elevator speech" (yes, I've started calling it the "stirrup speech"). I slid into my mini-dissertation on TCM, since I had a little time to kill, and answered her questions as they came up. I left her my business cards and have gotten several referrals since. It's hard to always be professional, but even when the opportunity surprises me, I try to do my best.

Current AAC Member Benefits

Discounts on a wide variety of personal insurance plans

(health, home, auto, travel, life, more)

Contact Robin Tracy of Erickson Employee Benefits

Phone: (720) 344-0273

Email: Eric1ben@juno.com

Or see our [Insurance Benefits Page](#) for more

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If you have ideas or suggestions for benefits that YOU would like to
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AAC Member in the News!

Louisville resident Heather Gardner knows very well the healing effects of acupuncture for physical pain. And thanks to her acupuncturist, AAC member Erin Pass, Heather also knows the healing power of a generous heart.

Heather was a school teacher at Louisville Middle and Fairview High, an avid marathon runner, and busy mother of 2 girls. Then in 2003 she was rear-ended by a car going 65 mph. Since then she has endured pain, surgeries, infections, and increasing disability. She has had to quit her job, her fitness, and is unable to help her husband and children with household chores.

Her acupuncturist, advocate, and friend Erin Pass, L.Ac. has seen Heather through some very physically and emotionally painful times. Erin has even done house calls when Heather couldn't get to the clinic. Recently Heather and Erin were featured in a news story in the Louisville Times. Erin is doing some fundraising to help Heather get some much needed work done on her home to make it easier to maneuver around with her crutches, walker or wheelchair, and to help defray some of Heather's medical expenses.

If you would like to read Heather's story, please visit <http://www.coloradohometownnews.com/news-story-louisville.asp?ID=3489>. If you would like to help, donations can be made to Heather Gardner, c/o Acupuncture Clinic of Boulder, 2500 Arapahoe Ave, Suite 290, Boulder CO 80302.

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 email Lisa Lowe at lisa@oldetownacu.com, and let us know!

THE AAC WANTS YOU!!!!!!

We have a very active, dedicated and dynamic Board, but we are still in need of someone to join the Board and fill the *Events Coordinator* position. You would be working with our PR Chair, Terry Fox and member volunteers to coordinate the 9News Health Fairs, the Dragon Boat and Boulder Asian Festivals. Thanks to past Board members, there is a lot of information already in place. If we cannot fill this position, there is a real possibility we will not be able to participate in these events. Do not let the hard work of our past Board members go down the drain now!

If you are well organized, outgoing, enthusiastic and have always wanted to become a part of the AAC Board, now is your time!! Please call AAC President Nancy Bilello at 720-280-4905 to find out more!!



15 Tips (From page 8)

7. Sharpen your skills. Take a survey of your treatments over the last year to determine how many of your patient interactions were as successful as you would want. Look at this as honestly as you can stand. Could you do better? Then think about when was the last time your really studied the medicine? When was the last time you read a book on Chinese medicine. We must never assume we know everything we need to know. Decide to get better at one thing...just one thing, and find the resources to do that. You 'll be surprised at how the universe will respond.
8. Rededicate yourself to concentrating on giving incomparable service. People recognize excellence when they see it. I know one successful acupuncturist whose business has grown in the last few months. Her secret to success is that every patient she sees absolutely knows, every time, that she is completely and totally there for them every minute. No distractions, no self-centeredness, no excuses. She dedicates every minute when there is no patient to studying the medicine. She is an extremely competent practitioner and her focus is always on her patients and the medicine, period.
9. Rethink your marketing plan. Do you even have a marketing plan? If not, or if you have not thought about this in some time, find ways to do outreach that cost you little or nothing. For example, look in the local paper' s community news section to find every organization that is having a meeting in the coming week. Contact them and offer to give a free lecture at an upcoming meeting. Find a hook that relates to their interests. For example, a cycling club could be interested in improving recovery times from races or other events; a book club could be interested in improved eyesight. Fibromyalgia, diabetes, heart disease, or other-disease support groups are also obvious choices. You might also volunteer as a local radio health-talk-show host.
10. If you don 't like to do public speaking, for whom can you write articles? Local group newsletters and monthly publications, company intra-net newsletters, and newsletters for any of your patients clubs, groups, and associations are obvious places to start. (Do your patients know you 'd be happy to write articles about Chinese medicine for their organization, club, or company 's newsletters?) Of course an email newsletter to all your own patients is cheap, fast, and easy to do. It only needs to be a few hundred words on a seasonal or "in-the-news" topic and at the same time you can announce special offers, classes, up-dates on recent classes that you took or new services you are offering. And, it 's a way to keep you in your patient 's mind.
11. Recreate a fantastic intake procedure that builds your credibility. Use charts to locate pain and discuss how acupuncture can treat it. Show new patients how pain in one area is connected to other parts of the body. A picture is worth a thousand words and, used well, they can make you look really smart and skilled.
12. On calls from prospective patients tell the patient something like, "Why don 't you come in for a free consult and we 'll discuss your problem. Then I 'll let you know if I can help you. If I don 't think I can be of help, I 'll try to make some suggestions for you. If I can, we 'll talk about what the treatment would be like and you can decide if this the type of care you wish to pursue."



(continued on page 17)

AAAOM Experience

How to make sense of our alphabet soup!

By Jeanette Rockers, L.Ac.

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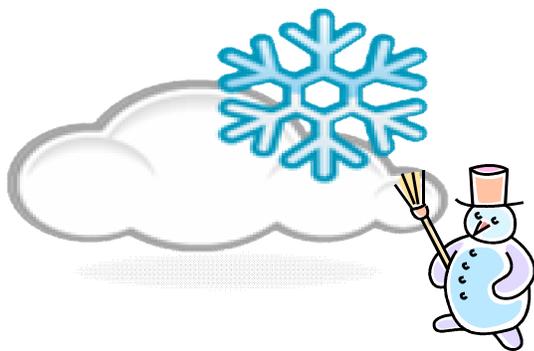
As most of you know, licensed acupuncturists had two national organizations devoted to professionals until recently. That was after having one until 16 years ago, when the two split. Confused yet? Some of us have the inclination to just bag the whole idea if even the leaders in our profession can't make it work, and many of us checked out for that reason. Short course:

One organization started 25 years ago to promote us.

A rag tag bunch, some might say, made up of people trained in all sorts of different ways, with many ideas on how and where the profession should move in the future. They disagreed sometimes, sometimes over very core ideas.

The organization split.

So part of the group, deciding they just couldn't abide the other, split off and formed their own organization. Thus, sixteen years ago, we had the Alliance and the AAOM. They went about trying to do the same things in different ways. The young profession wasn't big enough to support two organizations, which began to be clear.



A Snowflake is one of Nature's most fragile creations, but look what they can do when they stick together!

Author Unknown

They came back together.

Realizing that two organizations was a bad idea that sent confusing messages to the public, and the legislatures, leaders in both organizations sent out feelers to test the waters for putting it back together. Imagine a couple who experiences a nasty divorce and then decides to get back together, not because they fell in love again, but because they both felt it was best for the kids. So everybody does their best, but memories of hurt are not always quick to go away.

They move forward as one organization.

This was the setting for the re-forming of the professional organization, now known as the AAAOM.

So what's the point of all this trying? Our profession needs a strong respected voice in the upcoming administration, where most presume there will be a long hard look at health care in this country. We all know acupuncture should be part of any conversation about preventative health care, and change in the way we currently look at health care in this country needs to include our profession.

So what can each of us do, and what needs to be done now to make this "baby" national organization stronger? It is actually quite simple, and you've heard it before. Get involved. Pay attention. Know the players. Ask someone who knows the players. Join the organization. Join a committee. Run for a board position. The AAAOM needs new blood, people who come to the table without the baggage of the divorce blurring the view.

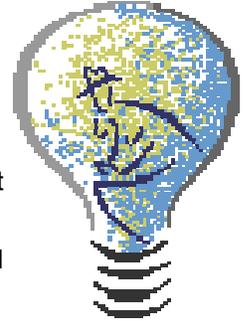
In Colorado, we are lucky to have one of the strongest state professional organizations in the country. We are known by other states as a source of good information as they start their organizations. The AAC actually started the same year as the original national organization, with the major advantage of never having the internal strife. While Colorado retains a lobbyist, and has for years, the national organization is just now trying to find one. If you are wondering about serving the greater good of your profession, and aren't quite ready for the National organization, there is no finer place to start than the Acupuncture Association of Colorado.

What matters is that we all keep an eye on the big picture and participate.

15 Tips (from page 15)

13. To elaborate on this, go through every aspect of how your office operates.

- Does your phone get answered promptly and intelligently with each and every call? Have a friend call and ask a few questions of your front desk staff and give you feedback on their experience.
- Is your paperwork clean and easy to understand?
- Is your first appointment with each patient well planned?
- Is your front desk staff well trained?
- Are your directions to the office easy to follow?
- Is your history taking and physical exam competent and lovingly approached without taking all day?
- Are your explanations of acupuncture and Chinese medicine clear, understandable and well rehearsed?
- Do you have good information to send home with new patients that help you “close the deal” on becoming your patient?



14. Don't panic. Remember that a recession is a slow down, not a stop sign. If you are anxiety-ridden, you cannot give the best quality care and you will make yourself sick as well! Remember the wise words of the Dalai Lama, which go something like this: *“Worry does not help anything. If you can do something about a problem, then do it and don't worry. If you cannot do anything about a problem, then there is no point in worrying.”* In our case, there are, absolutely, things we can do about our problem. So make a list of the things you can do and, to quote the Nike advertisements, “just do it.” No excuses, no delays, no whining.

15. Also, please know that the suggestions I have listed here are not exhaustive. Go to websites like Entrepreneur.com; sign up for marketing e-newsletters; talk to other practitioners about how you all might help each other and what marketing you could do as a group, since several heads are always better than one.



My main point here is that, while you cannot control the economy or your competition, you can control both your internal and external response to the economy. Start with your attitude by consciously making the decision to refuse to participate in a recession. Then work at developing your networking skills, reviewing your office systems and operations, revising your marketing plan, and updating your skills to keep your business as strong as possible. You don't have to allow a bad economy be your excuse for failure. Instead, make it your opportunity to succeed. While others are looking at the problems, looking for opportunities will not only get through a bad economy but may allow you to prosper.

Honora Lee Wolfe, Dipl.Ac, has owned or operated four different businesses since 1976 and has been practicing acupuncture since 1988. She is the author of *Points for Profit: The Essential Guide to Practice Success for Acupuncturists*. She teaches classes throughout the US and Europe.

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Calendar of Events

Be sure to mention your AAC Membership or provide your ID card for discounts on all workshops

- Jan. 11th - “An Introduction to Injection Point Therapy - A Hands on Approach”**, taught by Greg Shim. Course starts at 9:00 AM and runs to 6:00 PM. Cost is \$200.00 with a \$20.00 discount for AAC members. Course will be taught the CSTCM campus in Denver, CO. Contact Tanya Carleton for more information at 303-329-6355 x-15 or register online at www.cstcm.edu
- Jan. 16th - “Face and Neck Cosmetic Acupuncture using the Mei Zen System”**, taught by Martha Lucas, PhD. Course will be taught in Albuquerque, NM. For more information please contact Martha Lucas at 303-947-6224 or by email at DrMLucas@AcupunctureWoman.com .
- Jan. 17th. - “An Introduction to Injection Point Therapy Workshop”**, taught by Michael Young, L.Ac. Please contact Michael at 303-720-0219 or youngacupuncture@earthlink.net. Location is at 524 Boss Street, Longmont, CO. Class is limited for optimal training.
- Jan. 18th., Feb. 21st March 1st**
- Jan. 21st. - “Pulse Diagnosis Internship”**, taught by Martha Lucas, PhD. in Denver. For more information please contact Martha Lucas at 303-947-6224 or DrMLucas@AcupunctureWoman.com.
- Jan. 23rd. - “Abdominal Acupuncture for Fertility, Weight Loss, Abdominal Toning and Digestive Issues”**, taught by Martha Lucas in Fort Collins. For more information please contact Martha Lucas at 303-947-6224 or DrMLucas@AcupunctureWoman.com.
- Jan. 31st.- “Acupuncture Treatment of Pain and Common Sports Injuries - The Upper Extremities”**, taught by Whitfield Feb. 1st. 14 CEU's awarded. Cost is \$280.00 Students and AAC members \$250.00 For more info please email WReavesoffice@comcast.net or call (303) 552-8722.
- Feb. 7th.- “An Evidence Based Approach to Drug-Herb Interactions”**, taught by Dr. Greg Sperber and sponsored by Blue Poppy. Specially discounted price because this will be taped: Practitioners \$135; Students \$81 For details, questions, or registration, call Blue Poppy at 1-800-487-9296 (303-447-8372 local).
- Feb. 20th- “Pulse Diagnosis and Fertility: Restoring balance to aid conception”**, taught by Martha Lucas, PhD in Denver. For more information please contact Martha Lucas at 303-947-6224 or DrMLucas@AcupunctureWoman.com.
- Feb. 22nd.- “Face and Neck Cosmetic Acupuncture using the Mei Zen System”**, taught by Martha Lucas, PhD in Denver. For more information please contact Martha Lucas at 303-947-6224 or DrMLucas@AcupunctureWoman.com.
- Feb. 27th.- “Pulse Diagnosis and Improving Cosmetic Treatments: Accessing the Upper Jiao”**, taught by Martha Lucas, PhD, in Phoenix, AZ. For more information please contact Martha Lucas at 303-947-6224 or by email at DrMLucas@AcupunctureWoman.com.
- March 6th. - “Southwest Symposium 2009”** Conference will be held in Austin, TX at the Hyatt Regency on Town Lake. thru 8th. Sponsored by the Academy of Oriental Medicine at Austin. For more information please go to: <http://www.aoma.edu/southwest-symposium/> or call 800-824-9987 Ext. 209

Acupuncture Association of Colorado

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