

The Colorado Acupuncturist

A Publication of the Acupuncture Association of Colorado

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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.

Ahh . . . Spring!



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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 Charissa Haines at Editor@acucol.com. Materials in the journal are the opinions of the authors and do not necessarily represent those of the AAC.

Advertising rates per issue:

Full page	\$140
Half Page	\$85
Quarter Page/Classified Ad	\$50

Quarterly Issues:

Spring (April issue)
Summer (July issue)
Fall (October issue)
Winter (January issue)

If you have events to post on the calendar or products and services to advertise, please contact the editor, Charissa Haines: Editor@acucol.com

We encourage you to take advantage of the discounts and services that are offered by our advertisers. Their support helps us reduce our operating costs, so that we may better serve our members.

**President's Column: Greg Shim, L.Ac., M.Ed., MTCM
"Ramblings of a Mad Acupuncturist"**

4 more weeks - that's it! We're in the home stretch and I'm grateful for everyone in the community who has stepped up to take action. Interestingly enough, I've also met with resistance. I've heard things like, "I'm just not political," or, "All this stuff doesn't really pertain to me, I mean, we're not going to lose our licenses or anything," or, "But I'm already a member of the American Acupuncture Council, why do I have to pay more money for something that doesn't really effect me."

First of all, if you have any license from the state, you're political. That license makes it political. If you don't want to be political, don't renew your license and see how well that goes over with the state. You'll be out of a job and hit with cease and desist orders - maybe even go to jail. So if anyone says they're not political just ask them by what process they obtained their acupuncture license.

Second of all, we've had quite a few senators and house members vote, "No," on our bill. If we had a house and senate that was different (which it has been), we'd be deregulated. No more insurance, and lots of non-professional, poorly trained people out there randomly sticking needles in people.

And, for the people who are paying their required malpractice insurance, keep paying it. However, you wouldn't have to pay it if the Acupuncture Association of Colorado wasn't there in the House and in the Senate. If we weren't here, you could save a \$1000 a year - but you'd probably not be practicing acupuncture in Colorado either.

I'm coming up on giving 3 years of my life to our profession's board - and there are many people out there with even more years given! If every acupuncturist in Colorado became an active member of the AAC, not only would the past 2 years have been easier, but our scope of practice would have been greatly expanded. As it is, we're fighting off more and more, "gimmies" of our medicine - id est, gimme the 5 needle technique for my counseling practice, gimme full scope of acupuncture with only 23 hours of training (while I push for only 8 hours of training), gimme Chinese Herbs so I can increase my bottom line after a 1 day seminar, gimme Chinese Diagnostic codes so my store can sell more of its product, gimme, gimme, gimme.

I put it to you, to whom and what would you rather give - other professions your medicine for which you've trained thousand of hours, or your time and money to the AAC. By not putting your time and effort to our professional community, you're letting others take what they will. Yer choice, yer profession.

yer pal,
greg

PS: I'd like to give a shout out to Blue Poppy for sending me Balance Needles samples! I recently switched from my 10 years of using 8 cent needles to using less than 2 cent needles, and my patients love them! Blue Poppy has given its time and money to the AAC, and I love being able to support a Colorado business with my business. There are other Colorado companies that support us, and I hope we remember to return the favor by trying their products. When we forget our community, then we lose that which empowers us :)





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Great Formulas for Spring

Minor Bupleurum Formula the quintessential *shao yang* formula is one of the most versatile to utilize with spring-onset disease.

Bupleurum & Tang Kuei Formula and **Free and Easy Wanderer Plus** can be extremely useful when an over-active liver is taxing the spleen. They calm the spirit, smooth the liver qi, and strengthen the spleen. Free & Easy Wanderer Plus is preferred when heat is present.

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Kiiko

Matsumoto

Albuquerque NM June 29th and 30th 2013



Small intestine and autoimmune connection
Digestive disorders
Food allergies, sensitivities & candida

Kiiko is now exploring the connection between autoimmune disease and tan tien. Through kiiko's explanation of the Chinese Character Mu the importance of small intestine and tan tien will become apparent. She will show us powerful new treatment strategies to address the modern concerns of autoimmune disease, food allergies and digestive disorders. Join us for a transformational weekend with a living Master.

For more information or to register contact
Neal Sirwinski at
505-837-2335 macac@swcp.com
www.nealsirwinski.com
Mention AAC member for 10% discount

Fundamentals of Kiiko-Style Acupuncture: Digestive disorders

This class is an introduction and hands-on development of the techniques and basic theory of Kiiko Matsumoto's style of acupuncture. It is suitable for beginners and experienced practitioners of Kiiko-style acupuncture. Its intention is to clarify the basic workings of Kiiko's style in the context of digestive disorders in order to use them practically in our daily practice and to prepare for Kiiko's class in June.



May 4 & 5, 2013 Albuquerque NM
10 PDAs NCCAOM
Taught by Neal Sirwinski DOM 25 years
experience with Kiiko-style acupuncture
For information or to register contact Neal
505-837-2335 macac@swcp.com
www.nealsirwinski.com
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Victim Mindset

By Terry Fox, L.Ac., RMT



During the Wu Dang External Qi Healing training I undertook with Master Yun Xiang Tseng (www.wudangtao.com), he spoke of human interaction in terms of a game. In this game, a person will take on one of three roles.

1. Hero
2. Persecutor
3. Victim

Master Chen's advice about this game were as follows:

- *Play a damn good game.*
- *Do not play each role longer than 3 minutes.*
- *Do not become addicted to the game.*
- *Be a participant, but then step outside of the game and observe.*

We all play these roles in life. A Hero saves a Victim from a Persecutor. However, the roles are mutable and can shift quite easily. The Hero can become a Victim or a Persecutor. The Persecutor can become a Hero or a Victim. The Victim can become a Persecutor or a Hero.

In Traditional Chinese Medicine, we believe that there is a strong link between mind, body, and spirit. This is why we call it a "holistic" medicine. It encompasses the whole person. Over the past fourteen years that I've been involved in the Alternative/Complementary medicine field, I've observed the mindset of many folks with health challenges. And what I've noticed is that people who hold certain kinds of attitudes tend to heal faster, or slower, depending upon their mindset. It is my opinion that many people who struggle with their healing tend to get mired down in the Victim role. This can be a major roadblock to vibrant health and wellbeing.

As an Acupuncturist, I believe my job is to be a health facilitator. I will never claim to be a healer. This is simply because I do not heal my patients. It is the patient who does the healing, not me. I am only a guide on the road to wellness. My job is to educate my patient,

pointing out which path will likely lead to better health and which path will lead toward demise. It is the patient who chooses which road to walk.

At this very moment, our health and wellness is up to us. The choices we make on a daily basis create the reality of our overall wellbeing. I've witnessed the struggles of patients who cling to a mindset of Victimization. The majority did not have a strong level of overall wellness compared to those who believed that they control their own health destiny. According to my observations, a Victim mindset can and will sabotage health.



**Everything
sucks
and
you
can't
convince
me
otherwise!**

How do you know if your patient has succumbed to the Victim mindset? There are three major distinguishing factors – complaining, justification, and blame.

We all know the old Chinese adage that says: "Where the Mind goes, the Qi goes." Traditional Chinese Medicine acknowledges that there is a strong mind/body connection. If you're constantly complaining and dwelling on what's wrong about your health, it does nothing to improve your healing. In fact, focusing your attention primarily on negative things will only increase your stress and serve to stagnate the flow of Qi. If Qi doesn't flow smoothly and circulate evenly throughout the body, illness lingers and pain persists. This, of course, serves as fodder for more complaining. And it becomes a vicious cycle. However, choosing to focus on the positive things in life and having gratitude for them can do a lot to break the complaining cycle.

Blame and Justification are two sides of the same health stifling coin. For a Victim, blame is the best way to avoid any personal responsibility for health and wellbeing. It is always the fault of something or someone else. On the other side of the coin, justification is the

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rationalization of various excuses for failing to take care of one's self.

Victims blame the economy, large corporations, the government, the environment, or anyone they can point a finger at. They say things like "McDonalds made me fat," or "Monsanto made me sick." In one extreme case, I had a patient who blamed demons for her problems in life and her health condition. I, of course, referred her to a qualified mental health practitioner. However, she made a conscious choice to refuse the referral. Just as long as the finger doesn't point toward them, Victims have a grand old time playing the "blame game." However, blaming does nothing to improve a poor health situation. I encourage my patients, "It is your health. You have the power to take responsibility for it. Don't stay attached to blame. Let it go. When you do, extraordinary changes can occur."

Justifying bad choices doesn't serve to improve one's health either. A Victim justifies by saying things like "I'm going to die eventually, so I might as well do what I want" or "I can't afford to eat healthy." These statements are rationalized excuses. They are said either consciously or unconsciously in an effort to avoid responsibility. As Acupuncturists, we've learned that small, simple habits, in the long run, can have tremendous

healing benefits at little to no cost. It is just a matter of taking personal responsibility and putting those habits to work. Each person has the power to enact positive changes in their health and in their life. Embolden your patients to take action and go for it.

The Chinese character for the word "crisis" can be translated as "dangerous opportunity." When health begins to decline, that is a crisis. The danger is that life, and the quality of it, is in jeopardy. The opportunity is that one can change it up, turn it around, and come out stronger, happier, and healthier than before. Another quote I gleaned from Master Yun Xiang Tseng is this: "It takes a wise man to step into danger and seize the opportunity."

If your patient has been stuck as a Victim for far too long, encourage them to take that first step to break out of the Victim role. Each thought we have leads to feelings. Those feelings lead to actions. Those actions create our reality. And the reality is this: As human beings, we have the power to reclaim our health and wellness. Cheer your patients on. Help them come through crisis to seize their opportunity. You will see amazing things happen.

Treasurer's Report

by Michelle Sauberzweig, L.Ac.



This quarter has been busy... Filing taxes, running reports and reconciliation the books are just a few of the tasks I have been leading.

Based on the reports for first quarter, we are in the green by \$4196; however, our income (membership dues) is down 15% from last year. Our membership base needs to multiply in numbers so that our profession will grow and prosper! We ask that you support our profession by becoming a member or renewing your membership, donating money or volunteering your time. If you are a current member, talk to your colleagues, encourage them to join and stay current with the political issues at stake. When you give back to your profession, you will be rewarded in many ways! Thank you to all of those who do give back! You are appreciated and we are grateful to you!

I wish you all good health, healing and hope! See you at the upcoming conference!

AAC 2013 Annual Conference

IMPORTANT CHANGES

PLEASE NOTE:

- **Date Change: June 9, 2013**
- **Location Change: PPA Event Center – 2105 Decatur St., Denver CO 80211**
- **One Day Only**

Conference Agenda

- 7:15 am*: Registration begins
- 8 am-9 am: Annual Business/Member Meeting
- 9:00 am-6 pm Seminar: Michael Gaeta

Morning break – 30 minutes; lunch 1 hour; afternoon break 30 minutes (opportunity to visit vendors)

*if you are not attending the annual member meeting, registration begins at 8 am

Annual Business Member Meeting

The Acupuncture Association of Colorado Annual Business Meeting is our opportunity to inform you of the AAC business, and legislative actions that are ongoing. New board members are elected and we thank and bid farewell to those that have so generously served. Since this is our Sunset Review year, the Board will update you on the work that has been done to protect our scope of practice and what our new bill means moving forward. Don't miss this opportunity to continue to be part of shaping the goals and challenges of the Acupuncture Profession in Colorado and nationally.

Speaker

Michael C Gaeta, DAc, MS, CDN

Effective Immune Support with Applied Clinical Nutrition and Botanical Medicine

Vaccines are widely touted by conventional medicine and the mainstream media as being responsible for eradicating and preventing many infectious diseases. Is this really true, considering the fact that all immunized diseases were mostly gone, or well into their decline, by the time mass vaccinations were implemented? Do the claimed benefits outweigh potential dangers? Are vaccines really safe, effective and necessary? Attend this eye-opening seminar for answers to these questions, and to learn safe and effective tools for improving the immune health of your patients. Particular emphasis is given to diet and lifestyle, and nutritional and botanical supplementation, for preventing infections, and supporting patients with acute infections. What are the key nutrients and herbs for a strong immune system? Come and learn effective, time-tested tools to help your patients with a holistic approach to effective immune support.

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Love, Serve & Succeed: Effective Marketing on a Shoestring Budget

How's your practice? Is there a gap between where it is and where you want it to be? It turns out that some of the most effective ways to grow a practice don't cost much. With the right spirit, approach and language, a clinician can attract many new patients by investing time and little money in high-return activities that are fun to do. Come to this innovative and inspiring seminar to gain a solid education in effective, low-cost marketing. Learn the essentials of effective and ethical business success. You will emerge with the confidence, skills and actionable next steps needed to start or grow a thriving private practice.

Topics include:

- The top five success factors
- The Yin and Yang of marketing
- Effective patient education and public presentations
- Internet marketing and social media
- The five best ways to attract new patients

Silent Auction: The AAC operates on the support of the community. Please contact office manager, Charissa Haines, for details on how you can donate an item for the silent auction.

More details on speaker information and agenda for the day are available on registration website.

QUESTIONS??? AND TO REGISTER:

www.acucol.com – click on “2013 Conference Registration & Info”

Box lunches available. YOU MUST reserve and select lunch choice.

Conference tuition includes:

Continental breakfast with tea and coffee service (\$15 if not attending conference)

Afternoon tea and coffee service

Instructor Handouts

Vendor area

**Not a member of AAC yet?
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Go to www.acucol.com

See “Reasons to Join” under “Acupuncturists”

**Receive important legislative updates
Click on “Receive Legislative Alerts”
at www.acucol.com**

Legislative Chair Anne Chew MA, LAC

To my many colleagues,

Thank you to all of you who have worked so hard these past two plus years to get our ducks in order with DORA so that we had a good Sunset report and therefore a Sunset Bill before the state legislature. Thank you to those of you who are interested and willing to take a few minutes to contact your legislator when you have been requested to do so. It makes a HUGE difference when legislators know that they have constituents who are interested in an outcome of a bill. YOUR phone calls and E-mails make a difference!

Thus far our continuing licensure bill has made it through the senate health committee, the senate appropriations committee, the full senate, and the house health committee. It is waiting to be heard by the house appropriations committee. There have been NO votes..some who think that we should not be regulated. The YES votes have won out thus far. WE are very hopeful that we will come out of this session with licensure for the next nine years.

Some of you (with less mileage than myself) need to be thinking about becoming involved with the AAC board and the legislative process so that seven years from now we will have experienced people who will step up to take on the Sunset Review process once again.

Every acupuncturist in this state owes a HUGE DEBT of GRATITUDE to the co-chairs of this Sunset committee, Nancy Bilello and Valerie Hobbs. Please go out of your way to thank them for their years of work on this project.

We also continue to work “behind the scenes” to make Dry Needling for PT”s illegal. A GREAT deal of effort is going into this issue. It is a long shot to reverse policy at the state level but we are going to fight this until we have no other options. We have a lot at stake and the politics are ongoing as I write. Unfortunately I do not feel it is wise to share any details at this time. Hopefully I can give a full report at the annual meeting that is coming up at the conference in June.

I have learned a lot as your legislative chair these past six months and the number one thing is that there is power and influence in number, organization and money.

If we want to advance our medicine we MUST WORK TOGETHER. Please pay your dues to the Acupuncture Association of Colorado. Keep your membership current. Encourage your fellow acupuncturists to join. Volunteer for committees and task forces and activities. Organizations that have political clout have interested members who contribute time and money to their professional organization on a regular basis. Thanks for all that you do.

See you at the conference in June!

Volunteering - Why Bother?

By Terry Fox, L.Ac., RMT

With the upcoming Sunset Review of the Acupuncture Practice Act working its way through the Colorado Legislature, I felt the need to reaffirm why we Licensed Acupuncturists need volunteer time to various AAC functions.

Truthfully, I still see myself as a youngster in this profession. I've only been licensed and practicing for seven years. I am of the second generation of Acupuncture and Oriental Medicine practitioners here in Colorado. The first generation, esteemed colleagues like "Doc" Ron Rosen, Donn Hayes, James MacRitchie, Zev Rosenberg and respected others, have paved the way for all of us to practice AOM here in Colorado legally and without repercussion.

AOM has only really come to flourish in the US within the past sixty years. Many Americans, including Coloradoans, are still unfamiliar with AOM and its benefits. The profession grows only when laypeople become educated about it.

I see our profession as just a seedling. It needs to be watered, cared for, and fostered. With time, it will grow to be large, healthy and strong. But of course, that takes some care and a little bit of effort on our part as practitioners of this amazing medicine.

I believe it is our responsibility to follow in the footsteps of those that have come before us, to grow and protect our profession as a whole, not just our own personal practices (although that is important too). Volunteering makes the difference. Volunteering puts energy into our profession at large. The more we add our collective qi, the stronger our profession will become.

Acupuncture and Oriental Medicine has survived over several centuries. Why? Practitioners put their time and energy into it. They were not compelled

to write the classics. They did not have to pass their knowledge on. They did not have to educate others on the effectiveness of their medicines. They could have kept it all to themselves and focused solely on their own devices. I, like those that have come before me, would see the medicine and our profession, thrive long after I am gone. So I have made the decision to offer up part of my time to foster the growth of AOM in our society. But that's just me.

Why should you volunteer? Do you want to:

- feel needed?
- share a skill?
- get to know your community?
- demonstrate your commitment to AOM?
- gain leadership skills?
- enhance your persona?
- sharpen your public speaking?
- donate your professional skills?
- have an impact on your profession?
- help someone?
- have an excuse to do what you love?
- assure the progress of your profession?
- feel good?
- be part of a team?
- be an agent of change?

There are many reasons to volunteer. By volunteering your time to the AAC, whether it is a single hour at one of our various festivals or serving as a member on the Board, you promote and grow the profession at large. When the profession grows, so do the opportunities for your own practice. However, volunteering will not only benefit your own situation, but by doing so you will also be making a contribution to a solid future for the next generation of AOM practitioners to come.

One of the simplest things you can do is to "like" the AAC's Facebook page. This will keep you up to date with the latest legislative action alerts. When an alert goes out, take immediate action and make your voice heard. Add your Qi to our collective effort and call the AAC office at 303-572-874. We have several committees that will benefit from your participation.

News From the PR Division

Jacqui Strike L.Ac

Wow we are already a quarter of the way through this year and we have so much to achieve. Immediately we have the 9 News Health Fair which will be as popular as last year. We do have a few missions to accomplish and so I'd like to grow the PRO committee to make this possible. We would like to employ a professional fundraiser who would raise funds for the AAC. And enable us to employ a professional PRO person to disseminate all the news feeds appropriately. To date we have been ineffective in getting news feeds out into the media.

We would like to rewrite the AAC pamphlets. Improve our 9 News Kits.

We would like to reach out to all the acupuncturists in Colorado to remind them of the necessity of becoming a member, and renewing their membership. Most of you have been following our Sunset Review and it is crazy to think that if our team is not able to get it passes we will no longer have licences and no longer be regulated, we would lose the protection our insurance provides and any person could call themselves an acupuncturist with no prescribed training.

As always we can not do this without your help. So if any of these projects interest you contact the AAC at info@acucol.com or call 303-572-8744 to join the PR committee. Or any of the other sub committees.

Make it a great day and take action!



Calendar of Events—AAC Members receive a minimum 10% discount

Date	Title/Description	Contact
5/4/13	Protomorphogens & Autoimmune Disease	CSTCM: Rooms A/B 303-329-6355 x16 email: clinicdirector@cstcm.edu website: www.cstcm.edu
5/5/13	Clinical Application of Laboratory Analysis	CSTCM: Rooms A/B 303-329-6355 x16 email: clinicdirector@cstcm.edu website: www.cstcm.edu
5/19/13	Practical Applications of Essential Oils for Acupuncturists	SWAC e-mail: marcglan@gmail.com website: www.marcjglan.com
5/19/13	Facial Diagnosis	STCM: Rooms A/B 303-329-6355 x16 email: clinicdirector@cstcm.edu website: www.cstcm.edu
6/9/13	AAC ANUAL CONFERENCE	PPA Event Center www.acucol.com

To list your event in the SUMMER 2013 newsletter, contact Charissa Haines at info@acucol.com

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