eanacian RVIII Michael Desrochers, RMT CEO and Founder of painPRO Therapeutics Inc. >> SQUEEZING THE **FASCIAL SPONGE** >> UNDERSTAND THE COMPLEX **WORLD OF CONCUSSION** >> INDIA'S FIRST COLLEGE OF THERAPEUTIC MASSAGE *pampa Canadian Massage Conference Guide

BG S GALLING... COME FOR YOUR CAREER, STAY FOR THE LIFESTYLE!

WE ARE LOOKING FOR A SELECT FEW RMT'S WHO WANT TO DRIVE THEIR CAREERS TO NEW HEIGHTS.

PAINPRO IS AN RMT OWNED AND OPERATED COMPANY AND WE UNDERSTAND HOW CHALLENGING IT IS TO BE AN RMT... BOTH PHYSICALLY AND PSYCHOLOGICALLY. TAKE YOUR CAREER TO NEW HEIGHTS AND BECOME AN EQUAL PARTNER IN A COLLABORATIVE CARE TEAM THAT INCLUDES PHYSIOTHERAPY, CHIROPRACTIC, AND KINESIOLOGY.

WITH SEVEN CLINICS, AND GROWING, IN THE VANCOUVER AREA WE OFFER UNPARALLELED OPPORTUNITIES:

- -SIGNIFICANT INCOME GUARANTEES WHILE WE BUILD YOUR PRACTICE.
 YOU'LL BE BUSY IN NO TIME.
- -MOVING ALLOWANCE
- -FULL-TIME MARKETING/TEAM ATTRACTS OVER 650 NEW PATIENTS MONTHLY
- -MENTORSHIP AND FREE EDUCATION ON EVIDENCE INFORMED APPROACHES
 TO SOFT TISSUE DYSFUNCTION THAT REDUCE THE PHYSICAL STRESS ON
 YOUR BODY
- -FT RMT'S EARN \$80-100,000 ANNUALLY. MANY PAINPRO THERAPISTS GROSS OVER \$130,000 ANNUALLY WITH OUR TOP RMT GROSSING \$206,000 IN 2016
- -NOT A MEMBERSHIP MODEL... WE ARE ALIGNED WITH THE MEDICAL AND LEGAL COMMUNITIES AND PRIDE OURSELVES ON ATTRACTING COMPLEX INJURY CASES IN ADDITION TO STRESS RELATED PAIN.



COME EXPLORE THE PAINPRO DIFFERENCE

www.painproclinics.com/careers

IF YOU SEE ADVENTURE IN YOUR FUTURE AND WANT TO LEARN MORE, PLEASE CONTACT ME DIRECTLY

michael@painproclinics.com

DATE A COVER, PERFORM

Contents

FALL 2017







- painPRO: An RMT-Centred Model
- Build a Thriving Referral Practice
- Canadian Massage Conference Education Schedule
- Myofascial Release
- 16 Opening India's First College of Therapeutic Massage
- Squeezing the Fascial Sponge
- 20 Understand the Complex World of Concussion
- 22 Ryan McKeen: Spa-Based Massage Therapist



Presents the Original
McMaster University
Medical Acupuncture Program
since 1998 with Dr. Alejandro Elorriaga Claraco

CONTEMPORARY MEDICAL ACUPUNCTURE

Neurofunctional Treatment of Pain and Dysfunction

Since 1998, more than 2,200 health practitioners have graduated from the program, achieving their training goals:

Since taking the Contemporary Medical Acupuncture program in 2010, my Massage Therapy practice has expanded into a model of highly effective treatment combined with informative patient explanation. I've stopped chasing the patient's pain, and now work within the neuro-functional model. Patients are the ones who ultimately benefit, as they now understand their pain and the blueprint I am using to treat it. When you invest in the Contemporary Medical Acupuncture education to help your patients and progress your career, the dividends are paid daily.

Garrett Woynarski, RMT, Regina, SK

The McMaster Contemporary Acupuncture Program meets the requirements of the College of Massage Therapists of Ontario



CONTACT US: 905-521-2100 ext 75175 McMasterAcupuncture@McMaster.ca

McMASTER CERTIFICATE

300 hours Continuing Education in Neurofunctional Acupuncture

The program is Evidence-Based and clinically oriented, with over 100 hours of hands-on workshops on functional anatomy palpation, needle insertion techniques, anatomy laboratory, condition-specific blueprint treatment design, and over 30 real patient case studies.

FALL 2017 PROGRAM:

UNIT 1 - September 8-9-10, 2017
Introduction to Neurofunctional Acupuncture
UNIT 2 - Sept 29-30, Oct 1, 2017
Upper Extremity Problems - Acute Pain
UNIT 3 - October 20-21-22, 2017
Axial Skeletal Problems - Visceral Regulation
UNIT 4 - November 10-11-12, 2017
Head & Face Problems - Chronic Pain Syndromes
UNIT 5 - December 1-2-3, 2017
Lower Extremity Problems - Integrated Mgmt.
Registration Deadline Aug 11, 2017

Massage Supplies Therapy Supplies

onewellnessgroup.ca/shop





Linens • Table Warmers • Face Cradles Hot Stones • Thai Stems for Facials and much more!







493 Concession Street, Hamilton, ON 905-387-3092 fmtwellness@gmail.com

——Serving Health Care Professionals for 17 Years ——

Canadian RMT

FALL 2017 VOLUME 3

EDITOR-IN-CHIEF Eric Brown ericupsidebrown@gmail.com

ART DIRECTOR Erin Stanley erin@erinstanleydesigns.com

> PUBLISHER Scott Dartnall, RMT scott@oneconcept.com

ACCOUNT MANAGER

Monica Pasinato-Forchielli, RMT

monica@oneconcept.com

CONTRIBUTING WRITERS Conor Collins, Don Dillon, Walt Fritz, Brian Goldstein, Tom Myers, Dr. George Roth

As we develop future issues, we want your input. We want to hear about the great things you're doing and about the things you'd like to learn about through this magazine. Tell us what you have been doing or simply email us your ideas for future articles and features. We'd love to hear from you!

491 Concession Street Hamilton, Ontario L9A 1C1 877-387-9111 ex. 103 scott@oneconcept.com

ON THE COVER:



As CEO/ founder of painPRO
Therapeutics Inc., Michael
Desrochers' unique multi-disciplinary
approach has helped thousands
of patients achieve a pain-free,
healthy and active life.

PHOTO BY: artofheadshots.com



5 TIPS FOR CHOOSING YOUR NEXT TABLE

WRITTEN BY KEVIN KRAKAR, INDUSTRY INSIDER, CHIEF OF PRODUCT DESIGN

s you look toward your future in massage therapy, you are likely looking for guidance to help carve your reputation and practice within the Canadian massage therapy landscape. Your hands are your trade, but what is seldom initially considered is that paired with the right equipment you will enhance your everyday practice, have more positive outcomes for your patients, and set yourself apart from your peers.

Tables are the most crucial tool of your trade, and technology has positively made an impact on the table options available. Here are 5 tips to help you choose your table:

HEIGHT ADJUSTABILITY

Patients come in different heights and sizes, being able to quickly adjust the height of the table is important. Electric elevation allows for quick and effective adjustments during treatment.

PAD THICKNESS

Do your research because patient comfort is important. Many manufacturers print misleading information on pad thickness. Three-inch foam is often claimed but 1.5-inch foam is more commonly used and assembled to appear 3 inches thick.

DURABILITY AND LONGEVITY

Find Health Canada approved manufacturers. Purchase tables with a minimum dynamic lifting capacity of 500 lbs. This means the table is built to hold substantial weight long term. In addition, tables in Canada must meet Electrical Safety Authority (ESA) codes, not all tables are ESA approved and are subject to being locked out by authorities.

OPTIONAL FEATURES

Your table should last 15 to 20 years. When purchasing your table consider all optional features. Don't miss out on an option that you may regret not having as you learn new techniques.

RETURN ON INVESTMENT

Tables are large investments, it should provide you with years of dependable service. Choose a low maintenance table, and if repairs are required table parts should easily be accessible.

As you choose your table, don't hesitate to ask a lot of questions. What makes the table different? How and where is it manufactured? How will the table improve your practice and patient outcomes?

For free consultation and questions please contact Kevin Krakar at 905.319.1960 or kkrakar@cardonrehab.com

Don't miss James Waslaski's 5 Day Orthopedic Massage Seminar in Niagara Falls, ON. Taking place November 1 to 5, 2017. To register visit www.orthomassage.net

WWW.CARDONREHAB.COM



Earn between \$90-\$150 per massage massago.ca/rmt App Store Google Play MASSAGO Canada's RMT App

CONTRIBUTORS



CONOR COLLINS

Conor Collins has a passion for athletes and has worked with Olympians, professionals and weekend warriors. He has worked at events such as the world judo championships, BMX bike shows and national level trampoline and tumbling. For him there is nothing more gratifying than fixing an injury and improving performance. While not in clinical practice, Conor writes for a variety of outlets including newspapers, online newsletters and magazines. conorpcollins.com



DON DILLON

Donald Quinn Dillon, RMT is a practitioner, practice coach and speaker. He's lectured at massage therapist conferences across Canada as well as several colleges. Dozens of his articles have appeared in Canadian, American and Australian massage publications. Don is the recipient of four awards from the Ontario Massage Therapist Association – including the Ken Rezsnyak Award of Merit, and ONE Concept's Massage Therapist of the Year.

DonDillon-RMT.com



WALT FRITZ

Walt Fritz, physical therapist since 1985 and has been practicing myofascial release since 1992. After training and working with well-regarded pioneers of the MFR field, he began to move the traditional myofascial release narrative from it's historical past into more modern and accepted narratives of neurological explanation. waltfritzseminars.com



BRIAN GOLDSTEIN

Brian Goldstein is President & CEO of the Canadian College of Massage & Hydrotherapy and West Coast College of Massage Therapy, Canada's largest educator of massage therapists. After graduating with an MBA from the University of Windsor in 1979, Brian spent more than 30 years in the investment management business, entering the health care education industry in 2007. Brian's passion is to provide 'Excellence in Education' to aspiring Registered Massage Therapists. collegeofmassage.com



TOM MYERS

Thomas Myers is the author of Anatomy Trains and co-author of Fascial Release for Structural Balance. Tom has studied directly with Ida Rolf, Moshe Feldenkrais, and Buckminster Fuller and has been practicing for 40 years. He provides continuing education in Anatomy Trains, as well as certification in Structural Integration. He is a member of the International Association of Structural Integrators and is a certified Touch-in-Parenting instructor. Tom lives, writes and sails on the coast of Maine. anatomytrains.com



DR. GEORGE ROTH

Dr. George Roth is a chiropractor, naturopath and developer of Matrix Repatterning®, a gentle, effective, lasting, pain-free treatment option for creating optimal health and well-being. He is the co-author of Positional Release Therapy: Assessment and Treatment of Musculoskeletal Dysfunction and the author of The Matrix Repatterning Program for Pain Relief. matrixrepatterning.com

BIOFREEZE

PROFESSIONAL PAIN RELIEF.
NATURALLY.



- 100% Dye Free
- 100% Paraben Free
- 100% Propylene Glycol Free
- Botanical blend of ilex, arnica, boswellia, aloe, calendula, green tea, burdock root & lemon balm



GET A FREE 3-IN-1 ROLLER MASSAGER!

Riny any 10 or more Patient cize Riofreeze products and

Buy any 10 or more Patient size Biofreeze products and get a free Health Medics 3 in 1 roller massager. Mention promotion code "CRMT817".

Offer ends Sept 30th, 2017

Log on for details on the Roller Massager



4 oz Tube \$12.95 \$18.95 **Buy 24+** Save 12% 4 oz Spray \$14.35 **\$20.95** Applies to all patient size items

16 oz Pump Bottle Prof. \$31.95 32 oz Pump Prof. \$58.95 1 Gallon Pump Prof. \$189.95 Additional Samples \$0.20 each







MORE FREE STUFF

If you are new to Biofreeze ask for our free starter kit which includes a counter display, 3 retailing signs and a window cling.





Can a Deliveryof-Care Model be RMT-Centric? Yes, indeed!

BY DON DILLON, RMT

In the interdisciplinary setting, massage therapists are often positioned as supportive and adjunctive to the gatekeeper physician, chiropractor or physiotherapist. Michael Desrochers wants to change that with an RMT-centric model...painPRO. Spanning seven locations in British Columbia (two more in negotiation), with plans for growth across Canada, painPRO's motto, "Pain Doesn't Wait...Why Should You?" promises sameday care.

painPRO employs massage therapists, physiotherapists, chiropractors and kinesiologists. painPRO delivers over 6000 treatments/month and offers inclusive pricing - no additional charge for IMS or Shockwave Therapy modalities. Remedial elastic bands and topical pain relief products are complimentary when included in the treatment plan.

Desrochers describes painPRO as a marketing and education company providing just-in-time delivery of health-care in the orthopaedic pain field. painPRO provides contemporary full-service clinics staffed by select primary healthcare professionals, with a manual and movement therapy focus.

Administrative functions such as insurance direct billing, marketing, payroll and accounts receivable are centralized. Patients access care quickly via state of the art phone systems with one central phone number.

A fully integrated electronic medical records system allows practitioners to access records at any location. Patient compliance software monitors adherence to prescribed rehabilitation programs, and spot-check surveys monitor overall patient experience.

RMTs working full-time, 30 hours weekly, average \$80-100,000/year take-home, with the top RMT grossing over \$200,000/year. Beyond hands-on care, practitioners can aspire to Clinic Leadership, Division Leadership, Education Development, Clinic Ownership and Clinic Licensing career paths.

Practitioners have free access to the Clinical Practice Development Program, including a growing platform of evidence informed courses. painPRO offers tuition re-imbursement for approved external courses, incorporates a variety of marketing strategies and sponsors many sports teams, special events and charitable initiatives.

Desrochers describes painPRO's design as "Zen feel with a clinical approach" and emphasizes painPRO "is a premium brand dedicated to evidence-informed treatments within the biopsychosocial model of care".

Desrochers graduated from the D'arcy Lane Institute in London, Ontario before moving to British Columbia. Prior to massage therapy, he majored in economics, working 14 years in corporate finance senior management roles. Desrocher is a registered nutritionist and former CanFitPro Pro Trainer. We caught up with Michael Desrochers for a few questions about his business model:

"How does your licensing and clinic co-ownership model work?"

We assess the candidate's alignment with our core values, and perform a needs analysis in terms of location. This is important for two reasons: first, without alignment to our core values of "improve lives, inspire change, be open minded, and pay it forward", there can never be a solid foundation to work from. Second, a candidate licensing the painPRO brand requires a large enough capture area to support long-term profitable operations. The biggest issue many RMT clinic owners face is attracting non-RMT health care professionals like Physiotherapists and Chiropractors. This is the bedrock of our program. We've aligned with practitioners in several fields to establish a truly collaborative-care model. Practitioners are co-equal in delivering patient care.

Established clinic owners license the painPRO brand with a small set up cost. Much of this involves signage, VOIP phone integration, software integration with on-line booking, direct billing and electronic charting, business stationary, and team clinic wear. Our licensees pay a small royalty which provides them access to our internetoptimized website, business coaching in compensation and pricing models, procurement assistance in attracting health care professionals, access to our financing program for auto-accident claimants, and access to our systems and procedures designed for an efficient and thriving business.

Licensees have access to our volume supply pricing, and are provided a la carte services from telephone reception, insurance billing collection, on-line and off-line marketing, payroll, bookkeeping, and more.

We provide RMT's an opportunity to partner at the level they are financially able. We understand not everyone has the financial resources to establish their own clinic so we work with them to provide partial ownership in exchange for a committed partner who represents painPRO well.

"What are your plans for expansion?"

Currently we are focused on perfecting all facets of the systems associated with the painPRO Brand. Over the next 12-18 months we will explore expansion into other markets outside of BC.

"Your philosophy of care?"

PainPRO is an innovative company that pushes the envelope for positive change. We've designed a model to create alignment between the established medical model and our para-medical services. The trick is to retain the unique nuances of massage therapy that are hard to incorporate in the evidenced-informed model. We believe the cornerstone of massage therapy is its benefit of eliciting the parasympathetic response, resulting in improved recovery times.





Massage Training in India: Something Old, Something New

BY BRIAN GOLDSTEIN

Did you ever think you, a mere mortal, could take on Garry Kasparov, the world chess champion, and beat him at his own game? How about accepting a karate match against Jackie Chan? Good luck, right?

What if I were to tell you that Canadians excel at something so well that they are now teaching it to a civilization with 3,000 years of history in this very endeavour. The endeavour of course is massage therapy; and the civilization...India. Yes India, arguably the master craftsmen of aryuveda massage.

For all of its knowledge of this subject, massage as a therapeutic treatment modality is not in the general mainstream of knowledge or practice in India. Well, Canadians are about to change that! India's first college of therapeutic massage, the International Medical Massage Therapy Institute (IMMTI), has opened in Chandigarh, in the heart of the State of Punjab.

The school, two years in the making, is the brainchild of Dr. Randeep Mann, head of the Dental Council of Punjab. Along with three extremely dedicated Canadian health care professionals (two RMTs and a Chiropractor), the college opened its doors for its first intake on March 2nd, Jupiter Day on the Indian calendar. Students will train in a 500 hour, 7-month program. Part of their clinical internship will be at a local hospital. By the end of the program, they will truly begin to understand the therapeutic healing power of massage.

But that's not the end of the story. While many graduates of IMMTI will stay and work in India, spreading the word about the benefits to society of this new health care profession, several are expected to travel to North America, and particularly to Canada, to take their knowledge to the next level.

This is where CCMH, the Canadian College of Massage & Hydrotherapy, comes in. CCMH has entered into a collaboration agreement with IMMTI to accept those graduates of the program who would like to do exactly that. Once securing their study permit, IMMTI graduates will be provided acceptance to any of CCMH's and its sister college, the West Coast College of Massage Therapy's five campuses.

Having attended the opening of the new IMMTI campus, CCMH's President, Brian Goldstein, said, "I am more excited than ever about this bold, new initiative and I have tremendous admiration for the team here in Canada who have worked so hard to make it a reality."

The team of Canadians on the ground in India has been led by two veteran RMT's, Scott Dartnall and Monica Pasinato-Forchielli along with Chiropractor Dr. Andria Hoda. These professionals, are joined by Michelle Francis-Smith and along with Shaona Chatterjee they form the educational backbone of IMMTI. As well, they will be supported by a raft of whos whos guest lecturers from across North America. These health care professionals have made education their mantra and are intent at 'giving back' by sharing their knowledge even if it means they must travel half way around the world to do so!

How about that? We always knew that we as Canadians had a lot more going for us than hockey. Here's yet another feather in our cap.

CANADA'S LARGE

MASSAGE EDUCATION and TRADE SHOW EVENT





BURLINGTON HOLIDAY INN HOTEL & CONFERENCE CENTRE







LEARN FROM TOP EDUCATORS IN MASSAGE & INTEGRATIVE HEALTHCARE







Monica Pasinato-Forchielli



Brian Fulton



Kelly Armstrong



Dr. Michael Cohen



Conor Collins



Sean-Michael Latimour



Don Dillon



Michelle Francis-Smith



James Waslaski



Eric Stephenson



Walt Fritz



Rick Garbowski



Chris O'Connor





Nicole Nifo

FREE Student Day FREE Educator Day

FRIDAY, SEPTEMBER 29, 2017 9AM START

REGISTER NOW: ONEConcept.com

info@oneconcept.com 877-387-9111 ex 111















Massage Education **Schedule**

canadianmassageconference.com info@oneconcept.com 877-387-9111 ex 111

BURLINGTON HOLIDAY INN HOTEL & CONFERENCE CENTRE | BURLINGTON, ONTARIO TRADE SHOW HOURS: FRI 11:00AM-6PM · SAT 10AM-5PM · SUN 10AM-5PM



PRE-CONFERENCE CERTIFICATE CLASSES

9:00am - 5:00pm

9:00am - 5:00pm



An Introduction to Kinesiology Taping

DREW FREEDMAN & RICK GARBOWSKI | HARVESTER SOUTH | 7 Hours

Foundations in Myofascial Release: The Shoulder Complex

WALT FRITZ | HARVESTER NORTH | 7 Hours





Open For Treatments
11AM-6PM

SPONSORED BY Cardon

Register at www.oneconcept.com/community-room

9:00am - 10:00am



Opening Session/Key Note
MARGARET WALLIS-DUFFY | COMMUNITY ROOM

10:00am - 11:30am

Student Day | Educator Day | COMMUNITY ROOM | 1.5 Hours

SPONSORED BY:

PERFORMANCE HAND & STONE MASSAGE AND FACIAL SPA

10:30am - 11:30am



Overview of Integrated Manual Therapy

JAMES WASLASKI | BURLINGTON HALL | 1 HOUR

10:30am - 1:30pm



Moving Myofascial Release Forward Into More Plausible Narratives

WALT FRITZ | HARVESTER NORTH | 3 HOURS

12:00pm - 1:00pm



How to Improve Treatment Outcomes While Saving Your Hands

DR. COHEN | COMMUNITY ROOM | 1 HOUR

12:00pm - 1:00pm



Postpartum Massage Therapy: Assessing Diastasis Recti, Pelvic Floor Dysfunction

MICHELLE FRANCIS-SMITH & NICOLE NIFO | BURLINGTON HALL | 1 HOUR

12:00pm - 1:00pm



Solutions for Shoulder Pain and Instability

DR. ROTH | PEARSON HALL | 1 HOUR

1:30pm - 2:30pm



Deep Tissue Massage Made Easy

ERIC STEPHENSON | COMMUNITY ROOM | 1 HOUR

2:00pm - 5:00pm



Integrtaed Manual Therapy for Lower Extremity Conditions

(Including Ascending Syndromes)

JAMES WASLASKI | BURLINGTON HALL | 3 HOURS

2:00pm - 5:00pm



Scar Release Therapy (SRT):

Effectively Treating Chronic Pain & Women's Health Issues

2:00pm - 5:00pm



KELLY ARMSTRONG | HARVESTER SOUTH | 3 HOURS

An Introduction to Kinesiology Taping

DREW FREEDMAN & RICK GARBOWSKI | HARVESTER NORTH | 3 Hours

3:30pm - 4:30pm



TREW FREEDMAN & RICK GARDOWSKI | HARVESTER NORTH | 3 HOU

Reproductive Health: Natural Assistance in Your Hands
SEAN-MICHAEL LATIMOUR | COMMUNITY ROOM | 1 Hour









8:00am - 4:00pm	Deep Tissue Techniques for Pain Management-Upper Body & Lower Body ERIC STEPHENSON HARVESTER NORTH 7 HOURS CERTIFICATE CLASS
9:00am - 10:00am	The Science of How Scars Influence the Fascia, Muscles & Massage Therapy Outcomes KELLY ARMSTRONG COMMUNITY ROOM 1 HOUR
9:00am - 12:00pm	Advance Manual Therapies for Pediatric Massage SEAN-MICHAEL LATIMOUR BURLINGTON HALL 3 HOURS
9:30am - 10:30am	Aiming for Efficacy: Massage Therapy Measures and Outcomes DON DILLON PEARSON HALL 1 HOUR
9:30am - 12:30pm	Matrix Repatterning Workshop DR.ROTH HARVESTER SOUTH 3 HOURS
10:30am - 11:30am	The Use of Kinesiology Tape While Managing Unique Conditions &Populations CONOR COLLINS COMMUNITY ROOM 1 HOUR
11:00am - 12:00pm	The Art of Palpation CHRIS O'CONNOR PEARSON HALL 1 HOUR
12:30pm - 1:30pm	Exploring the 'The Placebo Effect' in Manual Therapy BRIAN FULTON COMMUNITY ROOM 1 HOUR
1:30pm - 4:30pm	Corrective Exercises for Pain Free Living and Performance Enhancement JAMES WASLASKI BURLINGTON HALL 3 HOURS
1:30pm - 4:30pm	Introduction to Pregnancy Massage, Therapy Foundations & Infant Massage MICHELLE FRANCIS-SMITH & NICOLE NIFO PEARSON HALL 3 HOURS
1:30pm - 4:30pm	An Introduction to Instrument Assisted Neuro Sensory Modulation (IASNM) CONOR COLLINS HARVESTER SOUTH 3 HOURS
2:00pm - 5:00pm	An Introduction to Kinesiology Taping DREW FREEDMAN & RICK GARBOWSKI COMMUNITY ROOM 3 Hours
	·



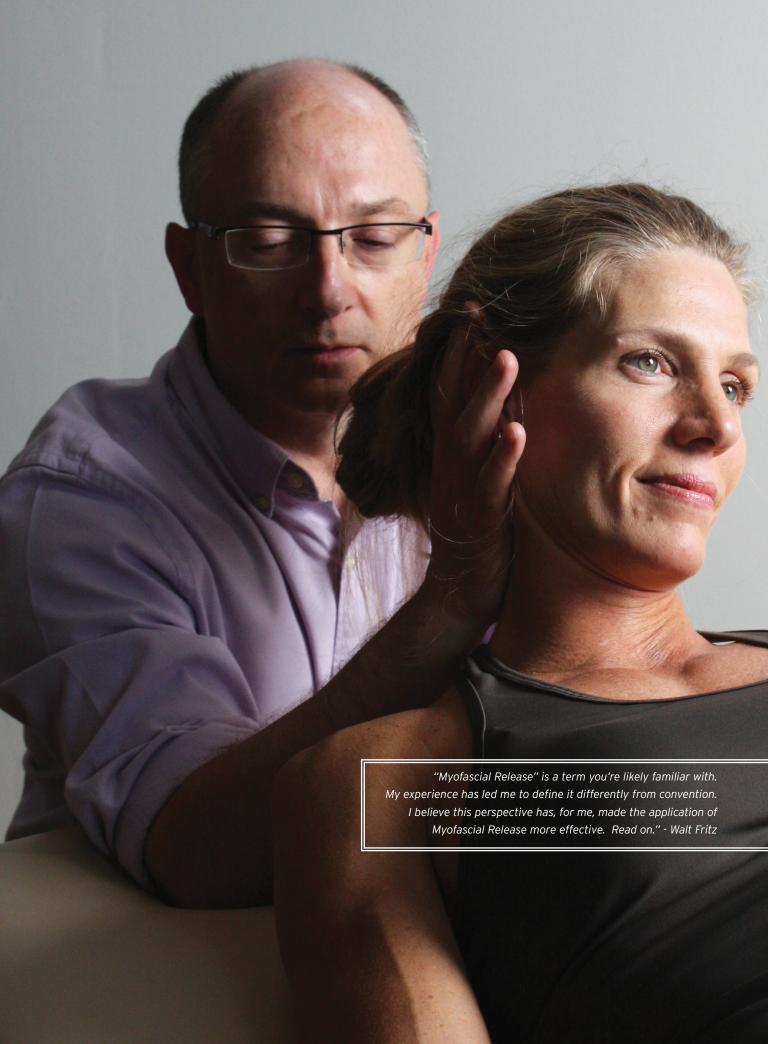




SPONSORED BY Cardon Register at www.oneconcept.com/community-room

Canadian Massage Conference	Community Room
8:00am - 4:00pm	Integrated Manual Therapy to Eliminate Multiple Nerve Crush Phenomenon of the Lower Body JAMES WASLASKI HARVESTER NORTH 7 HOURS CERTIFICATE CLASS
9:00am - 12:00pm	Where It Is, It Ain't"-Successfully Treating Lower Back Pain ERIC STEPHENSON BURLINGTON HALL 3 HOURS
9:00am - 12:00pm	Address Your Practice Problems in the Coaching Circle DON DILLON PEARSON HALL 3 HOURS
9:00am - 12:00pm	Concussion Treatment for the Cranium, Neck and Upper Thorax SEAN-MICHAEL LATIMOUR HARVESTER SOUTH 3 HOURS
1:00pm - 4:00pm	The Art of Palpation CHRIS O'CONNOR BURLINGTON HALL 3 HOURS
1:00pm - 4:00pm	Improving Clinical Outcomes by Managing Contextual Factors BRIAN FULTON PEARSON HALL 3 HOURS
1:00pm - 2:00pm	How to Improve Treatment Outcomes While Saving Your Hands DR. COHEN HARVESTER SOUTH 1 HOUR

Please get your passport stamped after each class you attend, please keep this as your record of which classes you attended. It is the responsibility of the healthcare professional to be aware of their Governing Bodies allowances for CE's within his/her scope of practice. If the class is marked eligible for CE this should be used as a guideline only, and you should confirm all course eligibility with your governing body.



fascial 290A PATIENT-DIRECTED MOI

BY WALT FRITZ, PT

are the experts. Be it myofascial release, manual therapy, massage, or any of the countless other terms used to describe what we do, we are trained to call ourselves the soft tissue experts. Patients seek us out due to our experience and expertise with pain and movement dysfunction. The longer you've been in practice the higher your regard may be. Folks come to see us because they believe we will help them and, as a result, will often gives us a fair amount of latitude in terms of what we say and what we do, often with them offering little feedback or input, under the assumption that they need to let us do our job.

You may agree with some or all of what I just wrote, but I am moving farther away from those thoughts every day I practice and teach. Over the past few years my work, in both my physical therapy practice and Foundations in Myofascial Release Seminars, has become more patient-centered. Patient-centered sounds like what we should all strive for, but I hold to a stricter meaning. For many years I have taught that my patient should completely understand why I am doing in the area I am working at all times, or I quite possibly am not doing my job well enough. Not understanding it because I coached them, but understanding it because they feel it.

While I understand that many forms of manual therapy work from a method that necessitates building-block work, or working in areas thought to be the sources of the problem, even if they are far-removed from where issues are felt. Or, that work must be done to balance a person's body/system and, as such, work is done in areas that the patient may not realize there were issues. While I understand some of those methods (I was trained in a model of myofascial release that stressed, "find the pain, look elsewhere for the cause", which sounded nice but ended up being a coercive method of convincing the patient of things that they may not believe), I think our patients deserve more. I use a very simple model of evaluation that requires patient validation

when seem to locate an area that may be implicated in their issues, one driven by a simple to learn feedback loop.

As manual therapists, we tend to be fairly good at palpating problems/pathologies, whether real or metaphoric, but what do those palpatory findings indicate? We may cite the things we feel, be they myofascial restrictions, trigger points, knots, spasms, energy cysts, joint subluxations, inhibited muscles, etc., but I think that we need to circle the wagons back to the patient. The keen observer may note that two therapists may palpate the exact same area but cite two totally different problems or pathologies, hence the probable inaccuracy of palpatory findings. Given the lack of reliable knowledge of just what we are feeling, I think it makes sense not to sell our patients but yet another pathology; rather we should locate areas of sensitivity to mechanical pressure (that's what all palpation intends, right?) and then determine if that area reproduces a sensation that is relevant and familiar to the patient. If it is, stick around and treat. If what we have located is in no way relevant/familiar to the patient, we should not try to sell them on its importance. There are enough pathology-peddlers in our shared professions; I think we should base our treatment on what is important to the patient, not selling pathologies.

Each time I teach one of my Foundations in Myofascial Release Seminars, the lesson of assuring that treatment is only done when fully validated as relevant by the patient is emphasized. I truly feel that if we are supplied with a simple means of determining patient-centered and patient-valued evaluation findings, no matter what the modality is called, we will increase efficacy and allow the patient more input into the work. We need to move away from being perceived as the expert who should be listened to, just because they are experienced. I know nothing if I am not providing work that my patient understands and agrees with. Some of this may sound rather vague, but if you choose to take my class, it will become quite clear.



Building a *Thriving* Referral Practice

BY DR. GEORGE B. ROTH, BSC, DC, ND, CMRP

I WAS RECENTLY TREATING A PATIENT who had significant health challenges from a life-altering injury that threatened to end her career. Specialist after specialist had been unable to provide answers. During our session she shared that she had chosen to see me because I had successfully treated a colleague of hers with a similar condition, when all others had failed. It was because of this recommendation – from someone she trusted – that she took the initiative to seek treatment with me.

Differentiate Your Practice

Early on in my career, I acknowledged that the opportunity to help people with something as personal and fundamental as their health, represented a privilege and a responsibility. As a result, I decided that I was never going to settle for mediocre results. This pursuit of excellence culminated in the discovery of the principles that continue to define my practice to this day.

The first step in building a referral practice is to ask yourself:

- Am I truly committed to excellence in my practice?
- Do I enjoy my practice and look forward to going to work?
- Am I confident in the scientific basis of the techniques I use and my ability to address the underlying cause of the problem?
- Am I offering uniquely valuable services that set me apart from my peers?

Deliver Breakthrough Results

Patients are seeking your care with the hope that what you have to offer is going to be successful. You need to clearly communicate the value of your treatments in order for them to consider an investment in your services.

There are 3 ways you can convey value to your patients:

- 1. You can simply tell them about the value you offer and sometimes that works.
- 2. You can have others tell them about the value you offer that works even better.
- 3. But the proven, most successful model is to DEMONSTRATE that value, even before the treatment is administered.

In pursuit of solutions challenging cases, I've encountered leading-edge scientists and clinicians, who inspired me to uncover certain foundational concepts about how the body really works. These discoveries led to the development of clinical approaches that were not only gentle and effective, but also allowed me to demonstrate the value of treatment, even before it was administered. I have since been blessed with the opportunity to share these breakthrough concepts with practitioners from all over the world.

Final Thoughts

Any patient, who is able to achieve relief from painful or limiting conditions, wants to share their success story. When your former patients become your ambassadors due to their success and glowing referral, you will enjoy a continually rewarding and fulfilling practice. I encourage you to continue to strive for excellence, keep searching for answers and keep providing lifechanging results.



Passionate, Client Focused, Talented RMTs

Hand & Stone Massage and Facial Spa is a progressive company that integrates health and wellness, massage therapy treatment and spa services in a clean and tranquil environment, with locations across the GTA and Ontario. We are expanding and searching for Registered Massage Therapists to join our team of dedicated health professionals.

WE TAKE CARE OF OUR PEOPLE:

- Competitive compensation structure
- Signing bonus, gratuities and incentives
- Contract or employee based compensation program
- Flexible full-time and part-time scheduling options
- Mentorship and team support
- Group health insurance benefits for full time includes drug & dental coverage
- Paid training on Hand & Stone protocols continuing education units (CEUs)
- Computerized record keeping
- Hydraulic tables, linens, uniform and professional products are supplied
- Appointment bookings and confirmations are made on your behalf

www.handandstone.ca



A New Paradigm for Healing Injury

Are you looking to deliver breakthrough results for your toughest clients?

skills to provide lasting pain

completely confident that within a few minutes you could pinpoint the source of the problem. Then, with a series of gentle treatments, completely resolve the underlying injuries accumulated over a lifetime. That is what Matrix Repatterning Practitioners do everyday and you can too. Matrix Repatterning® is a breakthrough, scientific system based on a revolutionary understanding of how the body actually works and heals itself. This clinically proven, easily learned program will give you the

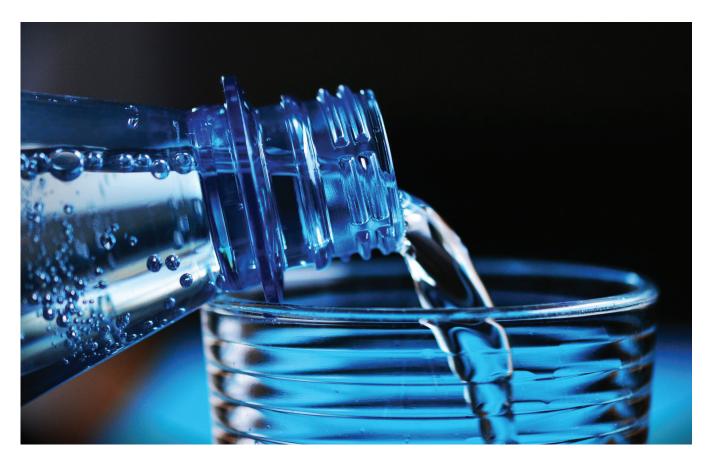
Dr. George Roth DC ND CMRP

Imagine walking into every client consult being relief, restore well-being to an unprecedented level and help you create the practice of your dreams.

> "Matrix Repatterning is a rational, logical jewel of a technique with reproducible results." Fiona Rattray RMT, Linda Ludwig RMT, Authors of Clinical Massage Therapy

> "After 22 years in practice, manual therapy had taken its toll on my body. I looked into Matrix Repatterning and was blown away! Within 6 months of completing the course, my practice literally doubled. I now enjoy a wonderful, gentle, effective and lucrative practice. I strongly encourage anyone ready to move their practice at the speed of light, to buckle up and take the course!" Laurie J. Breese, BA, RMT

Visit matrixforpractitioners.com for information and free educational video Live training with Dr. George Roth starting Nov 2017. Call 1-877-905-7684



Fascial

SQUEEZING THE SPONGE

BY THOMAS MYERS

ou hear a lot about tissue hydration these days, and for sure we're all somewhere around 2/3 water. And to quote an old Bedouin proverb: "Water still, poison! Water moving, life!" The idea that water moving through you improves your biochemical turnover, and thus your repair and recovery is nearly universal - everyone from your mother to your yoga teacher (for you millennials, that's the same person) is always pushing you to drink more water.

It's really hard to over-hydrate (at least by the time you are school age), so this is largely a beneficial 'health tip', contributing mightily to bright eyes, healthy skin, and well-flushed kidneys. It's also contributing to mountains of Dasani bottles in the landfill, and long lines at the bathroom.

And there are some misconceptions involved. The question is not how much water enters your mouth or exits your urethra, the question of 'hydration' is really one of 'perfusion' - does the water you imbibe get to the cells who need it?

The pathways of fluid distribution in your body are well-worn, like streambeds. You drink the water, it gets taken up in the gut, passed through the mesentery into the portal system where it increases blood volume. Pushed into the 100,000 kilometres of capillaries, the increased blood volume opens up the garden hose a bit to allow for better perfusion - pushing the water around and through more cells.

Most cells are within 4 cells of a capillary. The cells that are 4 cells away form the capillary are not going to get the same perfusion / hydration as the cell that lives right beside the capillary. But the increased blood volume will push more blood (and thus more exchange, more opportunity for health) to the faraway cells. Low hydration will do the opposite - make the garden hose smaller, the flow more sluggish, and the distant cells will struggle harder to provide 'water-based services' like food delivery and waste removal.

Even the most prodigious water intake, however, will not get water to the places most in need in your body. A second act must follow, the opening of the tissues fascial tissues mostly, though all tissues benefit - where they have become blocked by fibres, or clogged with dehydrated glue

(mucopolysaccharides, glycoaminoglycans) or, in a word, "snot".

Opening the specific tissues in need of extra hydration requires we 'squeeze the sponge' of the tissue. Squeezing the sponge pushes the water out of the tissue so 'new' water can be sucked back in, as when you rinse and squeeze a kitchen rag under the tap.

We can squeeze the muscle sponge with exercise, and that helps squeeze the fascial sponge as well. Stretching, especially the long-held stretches of

yoga, also squeeze the sponge of the fascia, and deep stretches reach into ligaments as well.

While these are both beneficial, if you are pursuing the same exercise regime day after day, you keep squeezing the same part of the sponge again and again. The idea is to get the water into new tissue, and getting the water moving in new tissue demands that you do new movements - and we tend to be creatures of habit, aren't we?

Palpate the upside of your forearm, a few centimetres below your elbow. Strum back and forth across the extensor group of muscles that go to the back of your wrist. Feel that some of that tissue is bouncy, hydrated muscle, and some is stringy, dehydrated tissue. How much would you have to drink to change that dry tissue to the more hydrated tissue that lies just next to it? Yes, that's right, no amount of drinking is going to change it - movement is.

So, the first bit of advice from this

point of view is to keep changing your movement program. Take up Capoeira if you've been doing Cross-Fit; supplement your weight-lifting with deep stretches, do your yoga badly and see if you can wake up some new tissues. (Of course, you'll be waking up new-meaning forgot-

We can squeeze the muscle sponge with exercise, that helps squeeze the fascial sponge as well.

> ten-nerve endings as well as hydrating tissues, so it's a double bonus.) Unusual movements hydrate the ignored nooks and crannies of your cellular community.

> The other process that gets perfusion and hydration going to the necessary places is bodywork. A good bodyworker helps you find dehydrated places (trigger points are one example in the muscle, but there are fascial knots and 'densifications' as well), and hydrate them with friction, shearing, melting, or point work. Any of these can 'squeeze the sponge' as well, at first squeezing out the water, only to have it be sucked in again when the pressure or friction is lifted.

> Drink all the water you want - but if it's going down the same old channels from throat to bladder, it is maintaining, but not improving, your health. Health improvement through hydration / perfusion means squeezing the sponge of your tissues, either through unusual movement or through the attention from hands coming from the outside.



See Through the Fog

GAINING CLARITY OF THE COMPLEX WORLD OF CONCUSSION MANAGEMENT

BY CONOR COLLINS

ince Sidney Crosby first sat out an NHL season, the word "concussion" took on a whole new meaning. The number of research papers grew exponentially and awareness for the injury increased in popularity in both mainstream media and medicine.

For many of us this is was not a surprise. For years medical professionals have been aware that a concussion is in fact an injury, a brain injury.

A concussion is defined by the Ontario Neurotrauma Foundation as, "a complex pathophysiological process affecting the brain, induced by biomechanical forces". While this definition offers a general overview of the condition, it does not outline the potential list of symptoms, treatments and presentations involved in this incredibly complex injury.

As research continues, the fact remains massage therapists continue to play an integral role in concussion management. With increased involvement, there is a need for a better understanding of how to serve patients in the recovery process. This article hopes to provide an education on common trends within the concussion community and how the massage therapist can improve patient outcomes.

Acute concussions, with an early diagnoses and intervention result in very favourable patient outcomes. In fact, research shows that 85%-90 of concussions will resolve within 7-10 days. Of the remaining 15%, recovery times range from weeks to years in length.

A common questions asked during this period is "how much complete rest should a patient take?" During the most recent consensus statement on concussion, in Berlin, experts concluded complete rest should not exceed 24-48 hours, at which time patients can begin a tailored return to activities protocol. During the acute phase of the injury, symptoms that take priority include post concussive headache, sleep hygiene and accompanying or emerging mood disorder.

Massage therapists are often called upon to help manage the above symptoms, with headache being the most common. As such, the importance of headache recognition by the massage therapist plays in integral role in patient recovery.

The most common type of headache suffered after a concussion is a tension headache. Tension headaches originate in the autonomic nervous system and are perpetuated by the metabolic crisis of a brain injury. Tension headaches are typically bi-lateral, "stabbing or throbbing" in nature and aggravated by increased physical exertion, or cognitive stress beyond a patient's threshold. Tension headaches lend themselves to treatments that are focused on relaxation, with the primary goal of decreasing the sympathetic nervous system's affect on post concussion symptoms.

The second most common type of headache suffered is a cervicogenic headache. Cervicogenic headaches are typical uni-lateral, consistent to one side of the neck, head or face and recreated by neck movement and/or palpation. These headaches are typically caused by the associated whiplash injury that accompanies a concussion. A cervicogenic headache requires a treatment whose goals include improving range of motion, tissue tone and quality.

It's important to note that tension headache can often be misclassified as a cervicogenic headache. This may be the most important understanding for massage therapists treating concussion populations. Aggressive treatments without an understanding of headache type, may lend itself to increasing the patients symptoms.

Outside of clinical skill, the most valuable thing to offer patients is education. This includes dispelling the myths that exist within the concussion community. Exercise previously thought to be negative now plays an important role in the recovery process. Leddy et al. have done extensive research on sub-symptom threshold exercise and it's benefit on patient recovery.

The world of rehabilitative therapy offers both vestibular and ocular rehabilitation to help patients manage a multitude of symptoms and return them to pre-injury status. While these methods still require more rigorous research, early case studies show promise in their role in patient management.

Concussion is a scary word. As massage therapists involved more than ever in the recovery process it's important to offer patients support. Re-assure them that there is plenty of new evidence to help their recovery. Search your community to provide patients with resources and most importantly be aware of current advancements in research to provide the best patient outcomes possible.



Ryan McKeen: Athlete, Philosopher and Spa-Based Massage Therapist

BY DON DILLON, RMT

knew from the time I was in massage therapy college I wanted to work in a spa" states Ryan McKeen. McKeen is athletic, dons a genuine smile and his eyes portray his sincere determination. In his blog post, *My Massage Story*, McKeen takes direct aim at the stigma of spa massage.

As a sports participant and former Athlete of the Year, McKeen suffered plenty of injuries. He has an appreciation for the "healers of the world" who work to reclaim the body's suppleness and mental acuity. "Massage therapy stands out...It's the best way to help physical and mental wellness. The best therapists integrate both." Prior to education in massage therapy, McKeen obtained a Bachelors of Arts, with specialization in philosophy. "Massage therapy is a deductive practice...I love the problem-solving aspect." He weaves a philosophical framework into his massage

therapy sessions, allowing McKeen to emit calm presence while providing care.

Reflecting on his education experience, "Teachers belittled the idea of working in a spa." By third term, "it seemed massage was no longer about making people feel good... (but about) calculated change." He relays, "Relaxation was an unacceptable treatment goal (with a focus on functional outcomes)it bugged me."

An experience in student clinic left McK-een undaunted. A middle-aged man, intensely involved in his father's care, suffered from persistent arm pain. The man used this same arm to assist his father around their shared apartment. "After trying to treat through his guarding, I took a chance. "I think you're holding your arm tight because you're still trying to hold your father." With that insight of his mental-emotional state, the man eventually released his arm. By the fourth treatment, the pain was gone.

In another case, McKeen treated an elderly woman with terminal cancer and in the end stages of her life. McKeen's care provided her with some relief, and she thanked him. "Here was a woman in constant pain, with nothing left. She

summoned the strength to say, 'thank you'. With no observable improvement in range of motion (or other functional measures), yet the massage therapy provided this woman (the comfort) she needed. She died shortly after. "This (impact on the lives of others) is what drives me to this day."

McKeen is critical of massage schools that discourage RMTs from exploring the spa sector. "My appreciation for mental wellness and health has never faltered. The spa captures the essence of what it means to relax body, mind and soul. That is not something that can be evaluated by functional outcomes."

When McKeen accepted a position at a Hand & Stone Massage and Facial Spa location, he made a definite impression. "Right out of the gate, I was getting lots of requests and positive feedback. It seemed the spa sector was giving me a lot more experience than my former classmates. They were providing 1 or 2 massage sessions a day while I was providing 5 or 6."

McKeen relates," I have continued to thrive in the spa setting. I can't picture myself working anywhere else." He recites his mantra before each massage, "This is going to be the best massage this person has ever had." Elaborating, "I enjoy the challenge of setting the bar higher and higher for myself."

McKeen reflects on the narrative of his life so far. He thought he would be a fire fighter. Now he helps people every day. He loved science. Now he manipulates body tissue. He studied Philosophy. Now he finds pain sources through deduction and logic. He wanted to bring smiles to the faces of people in his care. He does. "I am a Massage Therapist."





**Coming Winter 2017: Credit Card Processing **





Market Print appointments and automatically email to therapists and clients.

Moptional web calendar for clients to book classes and view/schedule appointments.

Product Inventory component to sell business related merchandise.

SOAP Notes and Customizable Intake forms



Visit www.MyClientSchedule.com for more info, or call (866) 948-0973 to schedule time for a free demo.

Stop by our Booth at CMC 2017, and signup to enter our Starbucks gift card giveway!

More About REA Inc:

REA Inc is an IT Consulting company that has been in business since 1998. We developed MyClientSchedule in 2009 and, since then, our client base has expanded to include chiropractors, massage therapists, naturopaths, fitness and yoga instructors.

We also provide custom programming and website development services.

If you would like a no obligation/free demonstration of MyClientSchedule, or other IT services provided by REA Inc, please contact us at (416) 533-3777, or by email at sales@reainc.net



REA Inc. 21 ST. CLAIR AVENUE EAST, SUITE 402, TORONTO, ONTARIO M4T 1L9







www.**handandstone**.ca

Opportunities across Canada!

Do what you love - help people!

We'll handle the rest.

Join our team of like-minded professionals improving the health of Canadians through massage therapy.



Canada's largest and fastest growing massage therapy company.

- Attractive, predictable income
- Steady clientele
- Tools and support
- Professional development
- Recognition and rewards

For more information, or to apply, email careers@massageaddict.ca



