



Chapter's Annual Meeting

Tuesday, February 17
7 pm—9 pm
PMTI

Clyde Anderson:
Active Isolated Stretching

Clyde will teach the basic principles of AIS. This will include self care for the hand and wrist. The hour will also include demos for the hip and shoulder. Attendees will practice the methods demonstrated.

Clyde teaches AIS at PMTI and Cayce/Rielly in Virginia Beach.

PMTI (5028 Wisconsin Ave. NW)
2 blocks down from Friendship Heights metro

- ★ **Food Bank Collection**
- ★ **Music Swap**
- ★ **Door Prize!**
- ★ **Check out something from the library.**
- ★ **Register for end-of-year prize drawing.**

Inside this issue:

<i>From Your President</i>	2
<i>Changes to DC Massage Regulations</i>	2
<i>Newsletter Form</i>	2
<i>Better to Be Self-Employed!</i>	3
<i>2009 ... 1099s?</i>	3
<i>Chapter Officer Nomination Form</i>	4
<i>Newsletter News</i>	5
<i>License Renewals Due!</i>	5
<i>New Members</i>	5
<i>Decorative Finishing: Winter Blues</i>	7
<i>Calendar</i>	7
<i>AMTA National News</i>	8
<i>Tech Talk for the Non-Techie</i>	8
<i>Scholarship Application Form</i>	11



Chapter member, Kitty Southworth, with her door prize



November 08 presenter, Ben Risby-Jones (L) with chapter Board member Stan Harris (R)



From Your President

Wow! 2009 is here already! I hope the new year finds you healthy and happy.

Economic times are tough, and we are working on ways to bring value to you, our members. In that spirit, we will provide the first one-credit lecture at no cost to members. The presenter at our February meeting will be Clyde Anderson demonstrating Active Isolated Stretching. This will be an NCTMB approved credit, and will count toward the new DC requirement of in-class credits. Best of all- it is free to our members! (Non members may enroll for \$20.00).

Also at the meeting (which is also our annual meeting), we will be electing a 1st VP, 3rd VP, and secretary to the board. A delegate and an alternate delegate for the 2010 convention in Minneapolis will also be elected. If you are interested in any of these positions, you will find a Nomination Form in this newsletter. Descriptions of all of these positions are outlined on National's website: www.amtamassage.org. If you have not been to their website recently, I encourage you to look around.

We have heard from our members - we are going green – and saving trees!! The newsletter will now be delivered electronically. On this page is a form for you to return if you would like to continue to receive the paper version of the newsletter.

We are going to continue to provide lectures at all of our meetings, so if there is a modality or a presenter that you would recommend, please let us know. Stan Harris is our Education Chair. We also would like to offer more continuing education classes, and it is the hope of the board that with the money saved from printing and mailing costs that we will be able to provide quality education at affordable prices for our members.

Thank you for all your hard work!

Gratefully yours-

Jennifer Muth



Changes to DC Massage Regulation

DC At-Large Councilmember David Catania, Chair of the Health Committee, has sponsored a bill to eliminate the category of non-licensed massage practitioners in DC. ("Massage Therapy Amendment Act of 2009", #B18-0038)

The current law allows people calling themselves massage-ers to practice if they are doing it in a "Massage Establishment" that has been approved by DC.

The bill proposes that *all* people doing massage meet the same educational requirements to get a license. The bill would eliminate "non-therapeutic massage" from the books altogether as a legitimate practice. There would no longer be a waiver of requirements for licensure or educational requirements.

To support the bill or for more information, contact Catania's office (202-724-7772, dcatania@dccouncil.us).

Let the chapter help pay for your continuing ed



Every year, the chapter offers a \$400 scholarship to a chapter member to help with continuing education expenses. You will find the application on page 11.

Please return the application by May 31.

Receiving the Newsletter

Starting in April, this newsletter will be available online, at our website (www.amtadc.org). If you need to have the newsletter mailed to you, please complete the following form.

Please continue to mail a printed version of the newsletter to me.

Name: _____

Address: _____

Mail this form to Jennifer Muth, 5505 Connecticut Ave. #356, Washington DC 20015

This Touching Business: Better to be Self-Employed!

By Kelly Bowers, LMT



In the last newsletter, I said we'd be talking about marketing *products* in this issue. However, given the tsunami of economic news in the last few months, I've changed my mind. Marketing becomes even more important in economic down times but I think there's something else we should talk about first: how lucky we are to be self-employed!

You probably just rolled your eyes. A very few of you might have said "hmm, tell me more..." I accept that I'm going out on a limb here. Stick with me, though, and you might feel better about your situation than you did when you got up this morning.

"Employment" is often perceived as "safety". Employees receive a regular paycheck, benefits, tools to do our jobs, administrative support, etc. As self-employed people, we have to make all this happen ourselves. Admittedly, it can be a drag.

Employment, however, is very binary – it only has two states, on and off. There is no place in between. So, you could be 100% employed at breakfast and 100% unemployed at lunch. Plenty of people are experiencing that every day. As an employee, you have virtually no control over it either.

Sure, you can work hard and stay late and never take a lunch, etc. etc. However, as a former member of the "dot com" world, I will also tell you that working your posterior pelvis off is no guarantee of continued employment. Layoffs happen for reasons you will never be able to divine.

On the other hand, what are the odds that you will have a client base at 9 am and it will completely disappear by 11 am? That doesn't happen to us. Our work doesn't disappear overnight. Our schedules don't empty out because someone somewhere just *decided* that we no longer have any work.

Even if your business winds down, it winds down over time. If you are paying attention, you can see it coming and do something about it. As client bookings decrease, you can increase your marketing, offer discounts, pick up a seated massage contract, maybe sign up with a temp agency to fill your extra time, etc. You have both flexibility and choice. Employees rarely have either.

Heck, if it's all going to hell in a handbasket, you can at least sleep in! Employees still have to go to the office. The most depressing days in my previous career were when I still had to go into the office, even though I knew I was likely to get laid off any day. Talk about crazy-making!

Now, if my day is slow and I'm worried, I close the office door and go...for a walk, to the Smithsonian, home early, or to a movie. If I have a big gap between clients, I might lay down on my massage table and take a nap. When was the last time you could do that as an employee?

If the future looks shaky to you, take the situation in hand. Decide how you want to react, do it, and then go for a walk, take a nap, or check out the butterfly exhibit at the Natural History Museum (I hear it's awe-inspiring!). Celebrate the flexibility and control that is inherent in being self-employed and offer a prayer of protection to your poor (unprotected) employed brethren.

Kelly Bowers, LMT practices as part of I St. Massage, downtown. She is also an adjunct professor at PMTI, teaching business practices and leads business retreats. She received the chapters' Meritorious Award in 2004 and is the chapter's newsletter editor. You can reach her at 202-744-1878 or massage@bowershours.com

2009...1099s?

by Kelly Bowers, LMT

It's a new year. And with a new year comes...an obscene amount of paperwork. Time to close out your bookkeeping for 2008, gear up for 2009 and (sigh) start to get ready for your annual taxes.

If you were ever an employee, your employer sent you a form called a W2 in late January. It gave all the details about the money they'd paid you in the past year. They also sent a copy to the IRS. When you filed your tax return, the IRS compared your W2 with the income you entered on your 1040. They better match!

How does the IRS check a self-employed person's numbers? One way is with the Form 1099MISC.

If you paid more than \$600 to a single entity (that isn't a corporation) in 2008, you need to provide them with a 1099MISC (and send a copy to the IRS). If someone paid you more than \$600 in 2008, they need to send you a 1099MISC (and send a copy to the IRS). They need to be mailed to the recipient by January 31st and filed with the IRS by February 28th.

I see clients at I Street Massage. Every week they write me a check for my "split". It was more than \$600 in 2008, so I'll get a 1099MISC from I Street Massage in early February. Another chapter member, on the other hand, sees clients in an acupuncture practice. She writes a check for her "split" every month to the practice. It was more than \$600 in 2008. She will be giving them a 1099MISC at the end of January.

You should set up this paperwork when you begin working with someone where more than \$600 is going to change hands by having them complete a Form W9. If you didn't, you can still do it. If you aren't sure whether you should be doing it, ask your accountant. They should have already alerted you to the need for a 1099 if they were on top of things. If they didn't, ask anyways. Better to find out the answer is "no" than to have a nasty (IRS) surprise when the answer was "yes"!

The forms are really quite simple. You can download them the IRS website (www.irs.gov). It's under a section called "Information Returns". You specifically want to look for 1099MISC (there are many types of 1099s).

Chapter Officer Nomination Form – 2009

1st Vice President, 3rd Vice President, Secretary, Delegate and Alternate Delegate for 2010 Convention

Descriptions of all positions are located on AMTA's website: www.amtamassage.org. Elections will be held on Feb. 17th, 2009 at our annual meeting. 7 pm at PMTI.

Name _____

Chapter Office _____

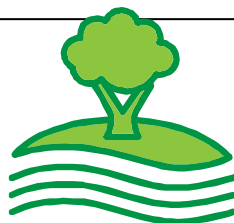
What experience will you bring to the Position?

How do you see the chapter moving into the future? What ideas do you have to improve our members' experience?

Please mail your applications to: AMTA DC, 5505 Connecticut Ave NW #356, Washington, DC 20015

Deadline: Feb. 15th, 2009 or bring to the meeting

Newsletter becomes planet-friendly



This is your last paper newsletter!

With our next issue (April 09), the newsletter will only be available in electronic form. You will receive an e-mail when the newsletter is ready. The e-mail will contain a link that will take you quickly and easily to our newsletter on our website.

We have been posting our newsletter on the website for a while now and you can find past copies there.

This move allows us to reduce the amount of paper and ink we are responsible for using each quarter. It will also reduce the cost of the newsletter. Currently, printing is the most expensive part of providing the newsletter.

For those of you who do not have e-mail, please complete the form on page 2. However, if you sign up for e-mail in the future, please let us know so we can include you in the mailings.



License renewals due!

All MTs with a DC license need to renew their license by January 31, 2009. To renew your license you need:

- CPR and first aid certifications that are valid on 1/31/09
- 3 hours of ethics
- 9 hours of additional CEUs (6 of which must have been in a classroom)

You can renew your license **online**. Go to:

<http://hpla.doh.dc.gov/hpla/cwp/view,A,1195,Q,497857.asp>

The renewal fee is \$177.00

Space for Rent

In doctors office, two doors up from PMTI, one block to Friendship Heights Metro, easy parking. Looking for someone to share my space.

1-2 days per week. Quiet office with bathroom, washer & dryer, use of telephone. Supplies provided. \$40 per day. Half days also available. Call Erna at 301-229-4280.

advertising

Welcome New Members!

- Marietta Brady
- Kamala Oliver
- Marissa Gandelman
- Kim Magraw
- Anne Thiel



Your Newsletter

Newsletter Editor

Kelly Bowers

202-744-1878

message@bowershours.com

Advertising Rates

1/4 page: \$50

1/2 page: \$75

whole page: \$100

line ads: .10/word

Discounts available for advertising in multiple issues and for AMTA chapters.

Newsletter Deadlines

December 14 for January 2009 issue



Potomac Massage Training Institute

Celebrating More Than 32 Years of Excellence in
Massage Therapy



5028 Wisconsin Ave. NW Ste LL • Washington, DC 20016

(202) 686-7046 • www.pmti.org

~ Continuing Education Classes ~

Reiki I • January 10-11, 2009 • 12 CE hrs

\$220 by December 19th \$235 Thereafter

Compassionate Clinical Service • February 6-8 and 13-15, 2009

A 6 Day Hospital/Oncology Massage Intensive • 48 CE hrs

\$750 by January 16th \$825 Thereafter

Active Isolated Stretching • February 20-22, 2009 • 24 CE hrs

\$375 by January 29th \$395 Thereafter

Hot Stone Massage • March 14-15, 2009 • 16 CE hrs

\$325 by February 20th \$350 Thereafter

Intro to Craniosacral • April 4-5, 2009 • 12 CE hrs

\$250 by March 22nd \$275 Thereafter

Reiki II • April 18-19, 2009 • 12 CE hrs

\$235 by March 27th \$250 Thereafter

Introduction to Trager • May 17, 2009 • 6 CE hrs

\$135 by April 24th \$150 Thereafter



~ Massage Clinics ~

Treat yourself to a relaxing massage!

Student Clinic \$37/hr

Graduate Clinic \$55/hr

Professional Clinic \$80/hr

Call (202) 686-7046 ext. 101 to schedule.

~ Store ~

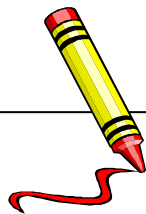
Biotone Massage Products • Aura Glow

Biofreeze • Prossage • Essential Oils • CD's

Oakworks Massage Tables and Accessories



P M T I
Potomac Massage
Training Institute



Decorative Finishing: Winter Blues

By Denise Malueg, *Decorative Finisher*

Your color sense is manipulated in myriad ways. Lab-coated fashionistas determine what color sweater you'll be wearing three years from now, which color you will select for your computer monitor (raise your hand if you've got a tangerine or grape Mac), the color of the glop in that tube, and the color of your Japanese-made buggy. Paint manufacturers look to these technology and lifestyle influences, as well as politics, pop culture, ecology and the economy to develop the palettes they will bet on for their business, too.

The color forecasters say that blues are in, and bluer than ever, along with blue-ish purples, which I've noticed creeping into palettes for a year or two. Blue is not a whisper, but a statement. Speaking as a woman living in a house half-bathed in blue (Benjamin Moore's "Woodlawn Blue," HC-147), I am tickled *pink!*

And that's another color in the 2009 forecast: pink. But not little-girl-pink, they mean mature, earthy, rich pink (Ben Moore has a gorgeous, deep wine-pink with a great name, "Gypsy Love" - how do they think up these names?).

The eco-movement has greened our living spaces as well as our behaviors. That's right, muted, earthy colors of greens (ferns, moss, sage) along with seaside teals and weathered blues. In fact, Benjamin Moore expects "split pea" (2146-30) to be a hot seller in the year ahead. (For obvious reasons, I do not need to describe *that* color to you.) Those global warm organics are not going away either, now with more influence from South America (*south* America, like Argentina).

It looks like the economic downturn is a leading factor for people wanting calming colors (think Zen room). They want a calm, comfortable, soothing space to unwind from worries. The economy is also the reason more neutrals will be painted on walls, so as to attract more home buyers. Neutrals of creams and yellowed taupes (sand, bark, nut, seashell, mushroom) are good compliments for all of the trend colors, and can also be great on their own.

My least fave color, gray, is on the upswing. Cold gray is *out* (that's my one consolation, I suppose), while the trend gray has a warm yellow undertone. Time to scrap that stainless 'fridge you bought a couple years ago, eh? "Urban chic" is often what gray connotes.

Metallics are *still* in, delightedly. This shiny trend has been strong for several years now, and there is no end in sight. Shiny, shimmery, lustrous, opalescent metallics! The strongest metals in the trend for 2009 are copper, bronze, and pewter (there's that gray again).

But of course, these are *only* trends. Let *your* preferences guide your style!

With an art degree and several targeted classes in decorative finishing, Denise Malueg left the government world of cubicles three years ago, and has been enriching clients' lives by coloring their worlds through her business, DM Fine Finishes. Contact her by phone at 571-451-4460

Calendar



January 2009

30: DC LICENSE RENEWALS DUE

February

15: Election nomination due

17: Chapter annual meeting

Tuesday 7—9 pm

Clyde Anderson: Active Isolated Stretching

March

Chapter Board meeting

20: Newsletter deadline

April

Newsletter distributed

15: 2008 tax returns due

First quarter 09 taxes due

May

31: Scholarship applications due

News From AMTA National

Get Discounts with T-Mobile

AMTA has partnered with T-Mobile! AMTA members and family members are eligible to receive discounts such as:

NEW T-Mobile Hotspot @Home

- Unlimited nationwide calling from your home phone
- Under \$10 a month home phone
- Up to \$600 a year average savings

Special Savings on Cellular Service

- 10% discount on monthly service plans
- Many free phones to choose from
- Free activation and free 2-day shipping

Call 1-866-464-8662 and use code 10212TMOFAV.

Already a T-Mobile customer? Call 1-877-453-8824 to receive AMTA's 10% monthly discount!

This program is not available in retail stores.

Get AMTA to Pay Your Dues

AMTA's [Refer-a-Friend program](#) rewards you—and your friends—when you spread the word about [AMTA's benefits](#).

What You Get:

- \$50 off your next membership renewal for each friend who joins
- 5+ friends = FREE Professional membership, including chapter dues

What Your Friends Get:

- A special first-year Professional member rate of \$199, plus chapter fees.

How It Works:

Just tell your massage therapist friends about the program. Then [enter your friends' contact information online](#) and the AMTA will take it from there.

amtamassage.org/forms/referafriend.html

2009 AMTA Convention

September 23—26, 2009

Rosen Shingle Creek Resort

Orlando, FL

For more information, contact Amanda Elston in the national office.

877-905-2700 x143

aelston@amtamassage.org

Call for Resolutions

Are there changes you would like to see in AMTA nationally? Are there corrections, improvements or modifications you know are overdue? Then it is time to make your voice heard.

Every year at the House of Delegates meeting (at the national convention), resolutions put forth by members or chapters are considered and voted on.

Go to the AMTA website or call the national office for more information on when and how to submit resolutions.

Tech Talk for the Non-Techie

By Elizabeth Mettler, Mettler Solutions

Now that you have a laptop and are using it – it's time to figure out how to use the web to manage your business. The most obvious use is creating a web site for your business. But what will you use that website for? Is it simply as a place marker with basic information so that you "have a web page"? Will it be used to market your business by including content that might be found by search engines? Will it do some heavy lifting for your business by handling your appointments? A lot of this will of course depend on what type of business model you have – solo proprietor, part of a practice or some other model.

In this column we'll talk about creating a basic web site. At the minimum a web site should provide basic information about your practice including a description of your practice, your credentials, your contact information and your prices. For this type of information a web site should consist of 1-5 web pages. Creating a web site is divided into two basic parts – designing the site and then actually creating the site.

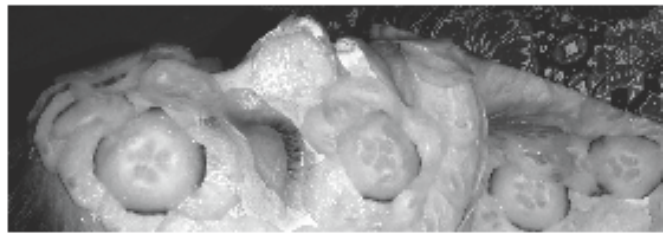
Generally, the first step in designing your site is deciding on the look and feel of your site. Do you want traditional, modern, fresh, quirky, relaxed? What colors, fonts and layouts can support this theme? One great way to decide this is to look at other web sites – especially those of people within your field. Identify what you like and don't like and gather that all into a cohesive plan for your site. The next step is to actually create the site – this can be a little more challenging especially if you are not strong in technical skills. But you can either hire a professional or there are some tools out there to help you do this.

Next column, I'll discuss some tools for helping to create your web site. Email me at column@mettlersolutions.com if you have questions or suggestions.

Elizabeth has more than 20 years experience in the tech world. With an extensive background in software development and consulting, Ms. Mettler helps small to medium size companies use the potential of technology and the Internet.



Give the deepest relaxation, give freedom of movement, give THAI MASSAGE!



Continue your education, enhance your practice, save your hands and body with classes in Basic, Intermediate, and Advanced Traditional Thai Massage, Thai Herbal Massage, and Holistic Thai Face Therapy.

Classes will be held at Unity of Richmond 800 Blanton Avenue, Richmond, Va 23221 from 9am to 6pm. Five day classes are held on two consecutive weekends and students must be able to attend both to register for the class. Registration closes 15 days prior to class start date. Payment plans are available. Contact Laura, owner and teacher, for guidance in picking the right class for you. The Bodhi Tree also has an online store featuring the best in Thai massage products such as fisherman pants, herbs, balms, and oils.

1901 Huguenot Road Suite 304
Richmond, Virginia 23235
804/564-7081
www.BodhiTreeLearningCenter.com
bodhitreeinfo@gmail.com

Member of the Tao Mountain Association



Basic Thai Massage \$699-40 CE
March 19-21, and 27-28
July 23-25, 31, and August 1
December 3-5, and 11-12

Thai Herbal Massage \$299-16 CE
April 24-25
August 14-15

Holistic Thai Face Therapy \$450-24 CE
September 24-26

Intermediate Thai Massage \$699-40 CE
October 15-17, 23-24

NCBTMB Provider #450426-07





Care and Feeding Of Your Energetic Core

Level 1

You know how to protect and strengthen your physical body. Can you do this effectively for your energy body?

• **25.5 CEUs**

• **\$450**

• **Chevy Chase, MD**

Taught by Karen Custer, LCSW-C

In this class you will learn:

- Anatomy of your subtle energy system
- How to protect your system and prevent energy drains
- How to access your system's natural healing capacities
- How to maintain consistent clarity and focus

We begin with a half-day Saturday workshop and continue with 11 monthly 2-hour evening sessions.

Don't let the work you love be limited by not knowing how to take care of your energy body!

Register on-line at www.energeticcore.com. Call 301-986-8828 for more information.



advertising

The Members Section of the AMTA website has a ton of help for marketing your practice.

- Logos
- Photos
- Website creation help
- e-Newsletter creation help
- Sample letter for getting a chair massage contract
- Tips for working in a medical environment
- Tips on writing a business plan
- Tips on writing a marketing plan
- Tips for using coupons
- Public relations tools and a PR handbook

**Get The
Most From
Your AMTA
Membership**

AMTA DC Scholarship Application

Name: _____

Address: _____

Phone number(s): _____

Class/workshop and Date:

Why do you want to take this particular class/workshop? How does it relate to your career goals in massage therapy?

Why do you need this scholarship? Summarize your current financial situation.

- You must submit your article to the newsletter editor within 3 weeks of completion of the training.
- If you have received a scholarship, you are not eligible for a scholarship the next 2 years.
- You must be an AMTA DC member to qualify for this scholarship.
- You must register for the training, then AMTA DC will reimburse you up to \$400.00 upon submission of your receipt.

Mail to: AMTA-DC 5505 Connecticut Ave #356 Washington, DC 20015 or bring to any meeting.

Your Chapter Leadership

President

Jennifer Muth
202-302-5661
jennifer@rnrmassage.com

Annie Roberts
202-483-7299
abmurf828@yahoo.com

Treasurer

Laura Casperson
casperson.laura@gmail.com
(brief messages) 202-344-5753

Legislative Action

1st Vice-President

Pat Stocks
202-547-7104

Sue Hagedorn
202-744-0600
susan.hagedorn@verizon.net

Secretary

Robbin Phelps
202-288-9017
Robbin_mp@hotmail.com

Librarian

2nd Vice-President

Robbin Phelps
202-288-9017
Robbin_mp@hotmail.com

Stan Harris
202-746-1479
bodytech@verizon.net

Education

Hattiejane Darracott
703-820-1022
handsonestudio@cox.net

MERT

Membership

Robin Younginer
202-365-1500
ykumasaja@starpower.net

Community Outreach

ErinLynne Desel
eldesel@hotmail.com
202.271.4655

Massage Therapy Awareness Week Sport Committee

Randy Calabray
202-424-5983

sense

A M T A D C

The Quarterly Newsletter of the Washington DC Chapter of the AMTA ★ January 2009