

other forming an L shape. This stance is used for a variety of palm and thumb techniques all over the body. This stance has the advantage of covering a large physical area on the body with the ability to generate deep downward pressure if required.

These three stances are the most commonly used stances in Shiatsu.



It is important when applying any stance in Shiatsu to keep the feet firmly planted, the hips facing the direction of the technique and the muscular power and tension of the body be kept in the legs. As always, be sure the technique comes through your centre.

- Leny Carbone



FRAGRANT PALACE NOTE

Bacterial infections are one of the most frequent problems affecting the kidney and lower urinary tract. Women are more susceptible due to the short female urethra. Symptoms may include frequency of urination, painful urination (dysuria) or increased night-time urination (nocturia). Because the sensation and symptoms are so distracting it may be impossible to carry on with a day's normal activities.

Aromatherapy has provided quite a quick and effective solution for bladder infection. Three drops of an essential oil that contains antibacterial and anti-inflammatory properties are diluted in a teaspoon of olive oil or sesame oil, mixed well and poured onto a tissue which is then inserted between the labial folds. Within 10-60 minutes symptoms should be alleviated. Two essential oils that are gentle but effective are sandalwood and cypress. Neither of these oils should be used if pregnant, and cypress is contraindicated if there is high blood pressure, breast or ovarian cancers.



santalwood
(Santalum album)



cypress
(Cupressus sempervirens)

In addition drinking extra fluids or herbal teas will help flush local bacteria from the system. Avoid sugar, black tea, coffee and alcohol.

If this is a chronic problem or there is sharp flank pain or a cloudy discharge, a physician should be consulted.

- Maria Latimer



“What one thing would you change about going to a medical professional?”

Sell, sell, sell...

You didn't take a shiatsu course to become a salesperson, but sometimes that's what it takes to get clients. The thought of it may make you squirm, but here are a few tips that can help:

First, develop good listening skills. People hate being 'sold' to, and so they should; it's a manipulation with money as a goal. Learn to understand your potential clients' needs, what they are not getting from their current healthcare providers, and let that information guide your interaction with them.

A good rule of thumb is to use your ears instead of your mouth with a well placed question or two. ex:
How is your general health?
What one thing would you change about going to a medical professional?

Second, instead of mumbling about yin yang theory or trying to explain hara diagnosis, focus on how shiatsu will make the client feel. Will it help them feel less

stressed, sleep better; will it help with back pain, or improve their breathing? Will it aid their digestion, will it slice and dice and peel whole vegetables? Certainly you should let clients know about the workings of shiatsu, but you won't grab their attention by detailing the ins and outs of 5-element theory. Focus on the person. Everyone is interested in themselves.

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Finally, try not to just hand a potential client a business card and then wait for them to call. It's easy to have every intention of going for a treatment, and then getting so caught up in day to day life you don't get to it. Instead, get the potential client's phone number so you can call and suggest a day and time for an appointment, actually book an

appointment, remind them what shiatsu will do for them. If the client is trying to decide whether or not to try a treatment you could offer a small discount, etc.

It is not necessary to be pushy, overbearing or rude when you are attempting to let someone know about your service. It is necessary to learn how to talk to people about your service. I hope that these tips help you to grow your practice.

- Carol Culhane