

Therapeutic Pulse

Upledger Institute UK

Newsletter

January 2022



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INSTITUTE
UNITED KINGDOM

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Study Groups

In Person and Online....

In wonderful moves to keep things going through the last 18 months some of our lovely study group leaders have been offering online zoom meetings to help and support you all. Many are also now up and running in person again... how would you know? The Study Group Calendar on the website of course! (As well as being on their lists and hearing from them directly...)

www.upledger.co.uk/studygroups.html

Also, having spoken to various students about how to help embed material from some of the specialist courses, I have agreed to do some study groups for these particularly. I have scheduled ones to support The Brain Speaks, Immune System & CST for Paeds. Some will be online and others in person so let me know if you would like to be on the list for those:
mail @upledger.co.uk

Current Study Group Leaders

NAME	LOCATION	CONTACT
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Fiona Gilbraith CST-D MCSS	Perth, Scotland	01738 551682
Maggie Gill CST-D MCSS	Brighton	07967 046943
Joe Gore CST-D MCSS	Redruth, Cornwall	01209 315701
Janet Hiller CST-T MCSS	Abbots Langley, Herts	01923 265370
Sheila Hoy CST-D MCSS	Banbury, Oxfordshire	01295 780027
Nikki Kenward CST-D MCSS	Marlow, Bucks	07989 416237
Francesca McCluskie CST-D MCSS	Glasgow, Scotland	07871 678706
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Caro O'Neill CST-D MCSS	Holsworthy, Devon	07717 400152
Fiona Ratti CST-T MCSS	Hove, Sussex	07970 526784
Efter Rompoti CST-T MCSS	London	07799 286 102
Gabor Vajnai CST-D MCSS	East Grinstead, Sussex	01342 825250

After the year that was 2020 the Therapeutic Pulse did not manifest... Did you miss it? At the time, we had no idea when we would be able to run courses again. But hurray, after a tentative start in the early summer term we have managed to bring most of the in-person courses back into being in the latter part of this year!

So looking forward rather than looking back I would like to thank you for still being a part of this community with us. The set of CST 'tools' that we are constantly refining, the therapeutic presence that we continue to develop as we do our own work and work more deeply with others, is, for me, right up there on the scale of 'needed-in-the-world-more-than-ever just now'!

It seems that there continues to be other areas of duality that keep emerging in the world around us... As people bring different aspects of this to our lives and our treatment rooms how well are we holding a neutral space? How are we able not to judge when others make different choices? How do we stay grounded whilst holding for any appropriate parts of the bigger picture to come forward in our clients or ourselves? I feel very lucky to have had a head start practicing trying to bring these essences into my work, as well as my life, and this paradigm has really supported me in navigating these extraordinary times.

What seem to be the most important things that keep coming up? To trust ourselves, to be in our hearts and to find all the ways we can to keep our vibration as high as possible. Is that a CST concept? While that word - 'vibration' - does not feature heavily in Dr John's writing (unless I missed it?!) so many times in the last 5 years when I have meditated, asked myself questions about what I should be doing with my life (!), the phrase I kept hearing was 'raise your vibration'. I even found it in an old book the other day written as number 1 of my 2016 new year resolutions!

For me, alot of what that means is encapsulated in the things we teach are important in becoming a CranioSacral Therapist. Our presence. So I offer it out there... take from it whatever it may mean to you, or not! But I have noticed a flow that appears that we can blend with when we focus on vibrations of love, peace and joy rather than the other more fearful stories that abound... Goodness me, sounds like it might be the festive season. Love, peace, joy and goodwill to all men (and women of course!)

I hope this 'Pulse' will be therapeutic in some way and inspire you to relish the gift we have in our hands. Here's to an extraordinary 2022.

Caroline Barrow



2022 Specialist Courses

The CST Touching The Brain Courses

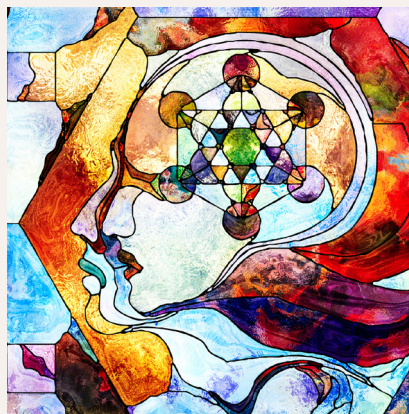
AKA: Stimulating Self-Correction at the Glial Interface

After a couple of postponements from the previous 2020 schedule we (hope!! we) are finally running these in-person courses - part 1 in February and part 2 in October 2022. As Tad Wanveer, the courses' creator, is no longer travelling, (and as time differences don't work from the US for online courses) we are thrilled to be able to host the wonderful Erla Ólafsdóttir, from Iceland, an instructor and UI Satellite leader, to teach them both.



You may remember a little about the course from the previous newsletter but if not, let me remind you of its essence. Inside the cranium we have billions of star-shaped cells in our brain. These 'brain stars' are part of a family of cells called 'glia.' Glial cells are major regulators of central nervous system (CNS) development, structure & function. They are involved in all aspects of nervous system health & pathology. Glia & neurons create our inner universe of sensation, perception, memory & action. Science has learned much about these in the last decade or two.

Fascinated by the increasing amount of research into glial cells & wondering how we can work ever more deeply with the brain & nervous system, Tad reasoned we can connect to the 'scaffolding' or biomechanical links that the glial cells create within the brain. As we discover more about their roles in generating cerebrospinal fluid (CSF) & regulating CSF flow we can also see & feel how glial cells help the CNS heal.



These courses gives you new & different ways to work, allowing the cells & structures to come into your hands & holding them with what Tad calls 'dynamic poise'. They will enhance, enrich & refine your CST palpation & treatment skills, as well as update your knowledge of this exciting area - what more would you want?!

What you will learn in Touching The Brain 1:

- * * All about glial cell types and their functions.
- * * How glial cells build a therapeutic interface from outside the Central Nervous System (CNS) to inside the CNS.
- * * The role of glial cells in generating cerebrospinal fluid (CSF) and regulating CSF flow.
- * * How glial cells help the CNS heal.
- * * Stimulate optimal nervous system health by using CST glial techniques.
- * * Work with nervous system disorders, such as: autism spectrum disorders, sensory processing issues, traumatic brain injury, neurodegenerative disorders, cerebral palsy, epilepsy, chronic pain, spinal cord trauma, anxiety, and neuropathy through the application of CST glial technique.
- * * Enhance, enrich and refine your CST palpation and treatment skills.

23 - 26 February 2022 Brighton £640 + VAT (£800) Pre-req: CST2

What you will learn in Touching the Brain 2:

This second class will reach those glial cells even further afield:

- * Work with the eyes, retinal glia, optic tract, Schwann cells, myelin sheath, axon pathways, neuromuscular junction.
- * Work with the sensory system glia (trigeminal ganglia, dorsal root ganglia), peripheral to central inflammatory cascade.
- * Assist the body in monitoring the stress response by working with the autonomic nervous system glia (both sympathetic, parasympathetic and enteric divisions),
- * Explore and support the gut-endothelial barrier, gut-vascular barrier and hepatic portal system; as well as the peripheral and central extracellular matrix as a medium to address global and local patterns of health and distress.

Glial information is so important in understanding the central nervous system and how these cells are directly interconnected in how CST creates change.

12 - 15 October 2022 Brighton £640 + VAT = £800 Pre-req: CTTB1

Cranio Sacral Society NEWS

The Cranio Sacral Society board have worked really hard over the last 18 months, both responding to the national situation and finding ways to support members more. They did a great job in interpreting scanty governmental guidance and advising our therapists from this perspective. Plus, as we all got a bit more used to the online possibilities, the CSS has hosted a variety of meetings and talks which have been a lovely way to connect.

There is so much changing in the world right now it seems and the board of our society is there to hold the model for our professional ethics and represent us in the world so our clients know what our training prepares us for from a professional standpoint.

New Website

You will now find the CSS is sporting a shiny new website, with a dedicated members area, the (easy, we hope) ability to join online, automatic reminders when renewals are due and the ability to book onto any zoom meeting and offerings that have been scheduled as well as review those that are recorded. A huge shout out to Sara Hammond for the enormous amount of work it took to get to this. Do go and have a look: www.craniosacral society.co.uk

CSS Events

Scheduled so far for next year are:

A Guide to Marketing for Therapists: How to Make a Connection

Presented by Sara Hammond

22 January 2022, 2 – 4 pm,

CranioSacral Therapy & The Immune System

Presented by Karen Axelrod

5 March 2022, 3 – 5 pm

These are free for members but you need to register on the website for each event. If you are a member but haven't yet created your account please do so, or if you would like to take advantage of our developing programme please consider joining!

Caroline
Barrow
UIUK
Liaison



Your CSS Board:

Maggie Gill
Chair



Joe Gore
Company
Secretary



Sheila Hoy
Treasurer



Mary-Clare
Scragg
Secretary
to the Board



Sara
Hammond
Press Officer



David
Mason
Research



CSS 2022 AGM: Saturday 7 May via Zoom

Next year's AGM will be online again as it enables us to do all the jobs we need to for the society and makes it easy for members to zoom in! Please save the date in your diary: we will confirm the time and further details. There will be some other pieces within it so look out for the email from the CSS...

Changes to the Board - Are You Interested in Stepping In?



Some of our board members will be tendering their resignations at the next AGM so we are on the look out for anyone who would like to step into a role and help take the CSS forward into the next few years. We have been in touch with those of you who have offered previously but if you have some time and skills you can offer then please get in touch. A letter has been sent to members explaining more, which can be downloaded from the members area of the new CSS website.

Joe Gore will be resigning as Registrar, Mary-Clare Scragg as Secretary, Sara Hammond from Communications, Website & Events and Maggie Gill from the position of Chair. The fact these have all come at once is partly because they have stayed in position longer than the time originally offered, to tide us through what have been a tricky two years - I (Caroline) am deeply grateful for that - thank you all.

As our society continues to change and evolve, these roles, to some extent, do too, so please do consider stepping in if you have time and inclination to be a part of supporting CST in the world!



Treading Carefully...

by Maggie Gill CST-D MCSS

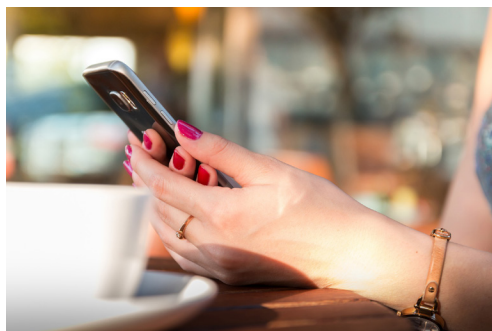
A few years back there were a few of us who received an odd phone call or two... the type where the 'right answer' elicits an abrupt 'click' or a sudden dial tone, while the 'wrong answer' could keep the questions coming... but with the increasingly obvious intention to catch you out...

A very few of these calls resulted in therapists being reported to the Advertising Standards Authority (ASA), and subsequently their lives were made a misery. While our practices were limited the calls disappeared, but I have heard a few comments recently that suggest there is still reason to remain mindful of the rare occasions when it is prudent to be especially careful of what we say to potential clients as they may not be potential clients at all...

How Do You Know?

Let's imagine that one day you receive a text, email or phone enquiry, but something about it just feels off. Compare the feeling to a time when perhaps you were taking a case history and you had a 'gut reaction' to check something out or were working hands on and felt an energetic repelling, which you have really learned to trust.

As you hear or read more from this enquiry a similar test of your boundaries may emerge. Maybe something about it sounds a bit like a 'script'. Or something reminds you about working within your scope of practice, or the list of contra indications from your CST1 class. Really trust your gut feeling and consider your answer carefully. Perhaps it's a chatty,



friendly email from someone wanting to know everything CST can help with.

What do you do? Perhaps you are rebuilding your practice after lockdowns and everything is still uncertain. The work inspires you daily and you are full of enthusiasm so why not share your successes with this friendly stranger or write a detailed reply?

Remember, one of the principles we work with is to meet a resistance, add 5g and wait. Take the gut feeling as a resistance here. This is where some further questions from you can be helpful. Ask for more details. Who referred this person to you? If they describe a serious medical condition, ask about medical tests and whether they are still under the care of a doctor or consultant at a hospital. Someone who called me recently put the phone down after the first couple of questions. It came from a 'number withheld' - sometimes that's a clue (but not necessarily as some folk simply prefer not to share their number).

Sometimes it is helpful to refer them to other resources that also show you are a part of a larger organisation.

For example, to help them find out more details about the work refer them to the Upledger UK website, where all the descriptions are well within the boundaries of what we can say about our work.

Or offer to send them a leaflet with more information (eg the ones from HQ you can personalise that look really nice.). That caused another caller to put the phone down.

Being clear what to say to an enquiring (potential) client is an art in itself, and the education of how we work begins at this point (if not before) so it is always a useful exercise to think about what people are really asking and what they want to know from us.

If the questions become persistent or try to take you into promising what you cannot necessarily deliver... that may be the moment to be aware. I am not suggesting that you approach every enquiry with trepidation or concern, but should your 'spidey-sense' kicks in then learn to trust it and have some responses at the ready.



Some specific questions/pitfalls to be aware of:

'Do you treat babies with colic?'

Everyday language you might think, but strictly speaking there is no medical condition known as colic and serious action was taken against an osteopathic practitioner who said 'Yes' or maybe it was his receptionist. Either way his livelihood was threatened.

'Can you guarantee you can fix my migraine, trigeminal neuralgia, tinnitus, and so on?' Suggested answer goes something like this:

NO I cannot make any guarantee, but we can see how it goes. You will get a sense if this work is helpful for you. Just out of curiosity has your doctor ever given you a guarantee??

Then try this "I am sure you will agree that you are unique, and what works for one person might not work for another, as there are many differences in what causes migraine etc etc.

Is Upledger CST the same as other schools?

No, there are some similarities as most cranial work comes from a background of osteopathy, but there are important differences. It is all good work and you will find the approach that suits you. Who recommended you?

Reflections: On the Therapist's IP

The first ever IP for therapists gathered 26 people who all came with a clear intention: to explore different aspects of themselves and in doing so, not only did they offer their unconditional support, but they also allowed themselves to be supported by others, to 'fold & unfold'.

That included time on the table as clients, time to support others & time in the circle to share what made sense to them & what did not! It was a proper treat.

Furthermore, for therapists like myself who had passed their Diplomat essays, an opportunity was given to work as a Primary therapist on the 4th day. For me it was a great experience as I realised it was not about my skills or about my confidence but rather about allowing myself to trust the presence in the room & just be a part of it. I got the knowing it would carry me. It was like when I am in the ocean surfing & I enter the flow of the wave! The presence in the room felt like we were all in the same flow & we all rode the same wave!

The trust that enabled the connections amongst us to flourish was apparent from the first day. Trust is the offspring of presence! And it was that trust that day after day was expanding a bit more to contain everything that was surfacing from our collective awareness.



by
Efter
Rompoti

There was deep work happening & there were many realisations about being held, being connected & been seen. Experiences from places of "before before" & how they are relevant to the present life; "breathing as an act of trust"; "roots that have been cut" & how a mermaid's tail grew in their place to offer new possibilities. It was imagination that allowed hearts to open & to be re-connected; "lighting rods to expand so they could attract all the positive stuff from the universe" & to be in touch with our cells that "are just there to help us to lead the life we want!". Words can never be enough to describe the "imaginal" world we got to visit as clients & therapists together. It can only be experienced through being part of it!

According to the poet John O'Donohue: "touch brings presence home", so through touch we can lead a more meaningful life. I am so grateful for the work of Dr John Upledger & the continuation of this work by so many people around the world, which - across time & space - reached me & now is an integrated part of me.

**In other words: "I would love to live like a river flows
carried by the surprise of its own unfolding" (John O'Donohue).**

Our plans for 2020 were kaiboshed fairly early on, so when we talked about what we could do in 2021 we had the sense that, since many of our colleagues had been through all variety of challenges, we would most like to support each other. Yet it needed to be a unique offering - different from a class but full of learning and opportunities to share the best CST we could - on and at the table.

What did this mean? We trialled a five day Intensive Programme, where each participant got one whole day (3 sessions) on the table with one primary therapist and 3 other support therapists. Each morning was a circle, for sharing and reflecting, for those who had been on the table the day before. This meant 4 days of working in groups of five and the last day in threes so everyone received a treatment.

As we had not done this before we did not know how well it would work... but my goodness were we all deeply touched by the results. It reinforced how simply extraordinary this work is when taken to this level...

As Gabor Vajnai wrote afterwards:

'I am stating the obvious when I say that CranioSacral therapy clearly has a unique edge for self-development, a psycho-spiritual dimension that many other body therapy modalities don't seek.

We all have our moments when we feel the need for validation, counsel, and confidence-building experiences.

This programme provided a unique opportunity for recognising one's own niggling blockages in the entanglement of personal and professional roles.

The multihand treatments facilitated deep inner work, helped us to acknowledge precious individual qualities, and to find new resources to move forward.

This week really saw huge changes for people, as you will see in the following articles. There was so much beauty in the experiences that we have decided to do this again next year...

The 2022 Intensive Programme for Therapists

Tuesday 22nd - Saturday 26 November 2022 @ The Old Ship, Brighton

1 full day on the table with 3 multihands treatments - with 1 primary therapist & 3 supports;
3 days as a support therapist working with different primaries and other colleagues;
A circle every morning and a completion treatment on the last day.

Open to those who have completed SER2 and above with experience working multihands.
The £595 fee covers costs: any leftover goes into the UP kitty for future programmes.

For more info please contact:

hello@upledgerprogrammes.org.uk or see www.upledgerprogrammes.org.uk

Thoughts on the Therapists IP

Up ReView
by *Liz Leech*

When the email arrived saying that this year's IP was for therapists and we would get a day on the treatment table, my Inner Wisdom said yes straight away, no hesitation. It was at the end of November 2021, a month I had decided to take off to recover from the experience of taking over a clinic in the middle of the global pandemic... I thought the timing was perfect.

Whenever anyone asked me what I was doing with my month off and I told them about the IP, I struggled to remember the name 'Intensive Programme' and the acronym IP, really having to think about it before I explained what it was.

Now, having experienced it and embodied it I will never forget it. Intensive by name and intensive by nature, in a good way. I guess it's no mistake that IP could also be Inner Physician, I don't think I'd made that connection before. But then the Intensive Programme was all about connection for me. Connection to my deep, deep, deep self, my body, my Inner Wisdom, some of my other selves, my therapists, and the whole group, who I felt deeply connected to by the end of the 5 days, even those few people I had not had the honour of working with.

As the time to leave home for Brighton approached, I had feelings that I named nervousness and misgiving. I had thoughts 'why have you planned another trip to Brighton? Another Upledger thing? Surely you'd be

better off spending the week at home relaxing, watching Netflix, you're tired, the house is a mess, the last thing you need is to be gallivanting off to Brighton, AGAIN!'. But I went anyway (with Stan Gerome's dulcet tones: 'who is that speaking? How old are you? What do you want?', ringing in my ears!).

And thank goodness I did. I was reminded by Caro on the first day in the first circle that the feelings of nervousness are the same as those of excitement and I felt curious about mine and calmer, until of course it was my turn to introduce myself and say what I was hoping to get out of the five days.



I remember on SER 1, meeting my Inner Physician or in my case not meeting my IP, for the first time. We were given the chance to visualise our IP but it was at this time that I was discovering the fact that I don't see pictures in my head, a phenomena known as aphantasia. I felt visualisation was at the heart of CST.

People often gave vivid descriptions of where they were, what they could see in so much detail. I didn't really see anything and often made things up. I felt a fraud. Feeling that I wasn't very good at it affected my relationship with myself and has made my journey with Craniosacral Therapy a tricky one. On SER 2 I spoke to Susie Steiner about the fact that I didn't see things in my mind's eye but I did feel things and I remember her referencing this during the course, and changing her language accordingly, things began to change for me during that course.

So, it is not particularly surprising to me that I've had a bit of an on off relationship with my Inner Physician over the last 7 years and I really appreciate its patience with me and my scepticism. Why am I mentioning it so much in my recollection of this recent experience? Because this experience on the Intensive Programme has left me in no doubt of its existence, which feels massive for me.

From day 1 my IP/IW was greedily sucking up any information it could from primary therapists, facilitators and support therapists during treatments and in the circle. It was going to make the most of this experience.

On day one it/I was reminded of the importance of really being in the body, in the tissues.

Day two it/I heard and really believed the words 'you have everything you need within you' as I witnessed the transformative effect those words had on the client on the table. It also picked up that a baby really needs to be got, understood and that it's OK to be demanding because there are parts of self, especially baby or inner child that are demanding.

On day 3 it was my turn on the table and my IP got its chance to prove to me once and for all that it was a real thing. It didn't matter one iota that I didn't see things in my mind's eye because my body knew exactly what it needed to do to help me release pent up emotions past and present, injuries I had accrued through my lifetime and patterns that I had been holding on to since 'the beginning of time' (the phrase that came from within). I had had glimpses of this on past courses and in some treatments, but I think it was testament to the safe space that was developed by Caro and Caroline that made all the difference to me. I felt safe in the hands of my therapists from the very beginning.

Note from Caro and Caroline:

We booked the hotel and put out the call, sure, but the space was created and held by amazing therapists who have done and are doing their work, whose respect, love and trust for each other made this all possible. Just sayin'.....

Thoughts on the Therapists IP cont'd

The things I particularly liked about this experience was the fact that I didn't have to be the primary (or lead) therapist (until the last day). There was no new content to learn, it really was consolidation of all that had gone before. I love that I had the experience to work with different support therapists and primaries each day but I didn't have to choose who they were. I love the fact that we heard from everyone over the course of the five days and witnessed what their experience on the couch meant to them, this helped me to connect and feel connected to the group. I hadn't felt confident talking about my experience on the table before in a big group. The circle felt like a very special place to me.

I am walking away with a wealth of experiences to nurture, be curious about and feed my development as a human being and therapist for some time to come. I also know that next time I experience those feelings as I leave home for Brighton or wherever I will have options and maybe, just maybe, I will choose to name that feeling excitement.



Liz Leech
CST MCSS

Exam Congratulations!

These lovely people have achieved their Techniques Certification since our last Pulse:

Pete Nicholl

Fritz Hrynyk

Jackie Earl

Vicky Smith

Jenny Cawte

Claire Brandreth

Elena Radzinskaya

&

Lea Miller

**completed
her Diplome
Certificate.**



DIPLOMATE

Well done everyone...!

For those who have taken advantage of the last 18 months to get on with it - or who had every good intention to...

KEEP GOING!

It brings up the level of the work in this country and the world and helps us have a body of therapists who can embed CST more firmly into the vibration of the planet!!! And this therapy has so much to offer people...

Remember - if you have applied & paid for exams in the past this does not run out - you can complete the process any time!

The key to growing your CranioSacral Therapy practice: less marketing, more trust-building

by Sara Hammond

Advertising is getting louder all the time. We've grown used to being bombarded by marketing-speak, special offers and attempts to influence us. It's estimated that the average person is exposed to at least 4,000 ads each day! Inevitably, we develop a healthy scepticism when we see or sense that someone is trying to sell us something.



As therapists, we find ourselves in a bit of a dilemma. We need to let people know that we're here...but marketing tends to be our least favourite activity! Even more so given that the paradigm of Upledger CST is rooted in things like respecting our clients' process, not 'pushing' or 'fixing', and making sure that our work is client-centred; in other words, 'it's not about us'. If this is the place we're coming from, how are we supposed to give our all to self-promotion and selling?

My answer to this: we're not. If your work is rooted in integrity, you won't want to adopt an approach to growing your practice that isn't. You might want everyone to know about how wonderful CST is - but that's different from wanting to push your services onto people. And your potential clients have developed the same radar you have - the one that sends an alert when they're 'being sold to'. If your energy is going into 'trying to get more clients' or 'trying to bring more people in the door', then this alert will go off - even if your work is profoundly healing, and even if you have the very best of intentions (as I believe we do).

Create Connection, Build Trust

Instead of focusing on an outcome of 'more clients', what if we shifted our focus, above all, to creating a meaningful connection and building trust? After all, this is what we do through the work itself! And from there, letting our potential clients find their way to us, if it's right for them. Doing this doesn't require an advertising budget or a love of networking events. It turns to be one of the most effective ways to reach new clients - as well as the most simple, the most overlooked, and the most human.



4 simple ways to shift the focus to connection and trust (rather than promotion and selling)

★ Speak your client's language

Most people genuinely don't understand what we do. The first time they hear the term 'CranioSacral Therapy' it's probably going to sound a bit strange, technical, confusing or vaguely similar to something else they've heard of. This means that your first task is to make CST feel more accessible! When a new client asks you 'how does it work?', what they're really asking is 'can you help me?' and 'can I trust you?'. So while there is a place for detailed explanations of the craniosacral system, it's not the place to begin. Language that sounds technical or formal (to a non-therapist) can create distance and confusion. Try to use simple, clear, easy to understand language that your clients can relate to - use the kinds of words your clients might use in their daily lives.

★ Create A Safe Space - before someone has even met you

It's an act of vulnerability to place your body in someone else's hands, especially if you don't really understand how a treatment works, and if you feel overwhelmed, in pain or unwell (as many of our new clients do). Putting some extra effort into addressing the concerns of potential clients can hugely influence whether or not they feel safe enough to reach out to you. Be professional on your website but also warm and welcoming. Thank them for visiting, let them know where they'll find the answers to their questions. Walk people through the process, even the things that might seem obvious to you like what will happen when they first arrive at your clinic and come into the treatment room. Take the time to create a comprehensive FAQ page to offer extra clarity and reassurance. For people who are hesitant but otherwise ready to book an appointment, this helps them to feel cared for, and can make all the difference.

★ Start where trust already exists

We all know word of mouth is the best way to grow a practice, but we rarely learn how to encourage it. Could you say to some of your clients, who already know and trust you, something like 'I'm currently growing my practice, and wondered if you know anyone I might be able to help?' This begins a conversation - your clients may ask you more about what else you can help with, as they may often have no idea about the range of things CST can help with! Remember that we love to recommend services to our friends, and one out of every two or three referrals results in someone deciding to book an appointment.

★ Make the trust of others more visible

Ask some of your current and longer-term clients to write you short testimonials, and add these in various places on your website. Most people are more than happy to write a few words about how you have helped them. Reading about real experiences helps new clients to trust you and your work, as well as to get a sense of the many real-life benefits and practical applications of CST. (Also, it's much easier to let others talk about how powerful your work is, than to do this yourself!)

The way you grow your practice can be aligned with the work you do



Trust is precious - it doesn't suddenly arise through reading facts or hearing promises. It builds steadily over time. But it's also something that you can influence from the moment someone discovers you, and it's the single most important factor when it comes to building your practice. When you are trusted by others, and when new clients feel willing to put their trust in you, your practice will grow. None of the suggestions above sound like 'marketing'. But they are nevertheless all incredibly powerful ways to let people know that you're there for them, in a way that's far from selling.

The way we share our work can create connection and a sense of safety. It can be caring and respectful, and above all it can start to build a trust that we then follow through on when someone arrives in the treatment room. A good question to ask about your marketing is: can my Inner Wisdom get on board with this too? If the answer is yes, the same will likely be true for your clients.

Sara Hammond has been a therapist for 15 years. She teaches complementary therapists how to build their practices through the power of trust, connection and ethical marketing at How Humans Heal.

Find out more at www.howhumansheal.com and consider registering for the 'Pathway to a Full Practice' course that will open soon!

She will be presenting 'A Guide To Marketing For Therapists' for the Cranio Sacral Society on 22nd January, which is free for members. For information about joining the CSS and signing up visit www.craniosacral society.co.uk

Reflections on the Foundation Certificate

I had been considering doing this training course off and on for at least three years! I would read about it, have a think, was I brave enough to travel to Brighton for three days at a time once a month? Could I afford to do that? Maybe not, so I'll leave it...put it away until next time I got the info out!

Then Covid hit and the Foundation Certificate became available ONLINE. How fantastic! That was my sign to say this is meant to be and I enrolled straight away! And since then, have never looked back!

The online learning was just brilliant. The Zoom calls worked really well, with the same energy and passion from Caroline, that I now know she gives face to face. All of the resources that we needed were put in Dropbox for us to download and print where necessary. Caroline had the technical facility to easily change angles and equipment when for example she wanted to draw and label



something with us, or show us some anatomy on the skeleton. We were all able to ask questions easily, and overall, it was top notch.

But the BEST thing was, it was all RECORDED and so I could go back, listen again as many times as I liked, stop, start, make notes, and I still have these invaluable recordings to refer to at any point, This was just fantastic and really helped to cement my learning.

The Zoom group made a Whats App group where we could keep in touch with each other and ask questions. Closer to the exam, we even met via Zoom ourselves to do pre-planned short revision sessions using the resources that we had been given. And what an amazing, beautiful bunch of friends I still have!

So if you are unsure about doing this Foundation Certificate online, DON'T BE! It is a fantastic way to do it, much easier I think, having the time to take it all in from the convenience of your own home. You can learn in whatever way works for you with all the different learning tools you are given.

For me, it has been not just a Foundation Certificate in Body Science, but a Foundation for me making a huge positive change in my career path and life at home. And for that, I will always be grateful.

by Clare Jones

Aww thanks Clare.... For 2022 I have taken the tricky decision to postpone this course as I feel I need to give some time back to things that have been somewhat neglected in the last 18 months! New dates will be decided soon - either from September or next January. However, if you want to start the Training from Scratch and we know this is part of your overall study plan you can still start a CST1 and get hands on. Call Marilyn in the office if this is you!



College of
Body Science

Foundation Certificate in Body Science

The anatomy, physiology and pathology you need to get you going if you have no previous qualification and want to **Train From Scratch** in CST. Including 10 days of A&P & 3 days of pathology on zoom, plus 3 days in-person, exploring palpation and our 'Becoming a Therapist' section. Sign up & start the journey...

2023 Dates to follow - but call the office to start with a CST1 in 2022

Online Anatomy for the serious CranioSacral Therapy student!

We have turned a number of our courses into a series of 2-day zoom interactions! Is it the same as in person classes? No. Does it work - absolutely! Plus you have access to the recording of the class for as long as we have the internet! Chose as few or as many as you like from the following - classes are £150 each or five or more are £120 each. They run from 10am - 1pm each of the days. The last three are a continuation of this year's series (so run this coming January) but will run again in 2023 to follow on!!!

1. Cranial Bones	25 - 26 January
2. Intracranial Membranes and Fluids	2 - 3 March
3. Cranial Nerves	6 - 7 April
4. Floor of the Mouth	4 - 5 May
5. Spine	14- 15 June
6. Viscera 1 - Thorax	12 - 13 July
7. Viscera 2 - Abdomen	8 - 9 September
8. Viscera 3 - Pelvis	4 - 5 October
9. Neuroanatomy 1 - the Cortex and Basal Ganglia	2 - 3 November
10. Neuroanatomy 2 - the Brainstem and Cerebellum	8 - 9 December
11. Peripheral Nerves 1 - From the Cervical Plexus	2022 11-12 January
12. Peripheral Nerves 2 - From the Brachial Plexus	9-10 February
13. Peripheral Nerves 3 - From the Lumbosacral Plexus	9-10 March

Days in the Dissection Room @London Bridge 10am - 4pm £175

These will resume again as soon as the DR re-opens. We will let you know by email, but feel free to register your interest as they do book up fast!

LOVE ANATOMY

Workshop Calendar 2022

Course	Date	Location	Fees
CST1	2-5 Feb 2022	London	£696
CTTB1	23-26 Feb 2022	Brighton	£800
CST2	16-19 Mar 2022	Brighton	£696
CST1	8-11 Jun 2022	Brighton	£696
Advanced 2	14-18 Jun 2022	Somerset	£1150 + accom
SER1	22-25 Jun 2022	Brighton	£696
SER2	22-25 Jun 2022	Brighton	£732
CST2	6-9 Jul 2022	London	£696
CST1	14-17 Sept 2022	Solihull	£696
CTTB2	12-15 Oct 2022	Brighton	£800
Advanced 1	18-22 Oct 2022	Somerset	£1150
CST2	16-19 Nov 2022	Brighton	£696
CST1	30 Nov-3 Dec 2022	Brighton	£696

Advanced classes are + accommodation = £500 full board for five days - in an amazing venue with incredible food, rooms and space!

CCTB1 & 2 = CST Touching the Brain Tad Wanveer's courses working with glial cells

How do you book?

Online at : www.upledger.co.uk

By calling the office on
0800 690 6966

By emailing and we can call you!