

Tools For Touch For Health Teachers

Support Systems for Building Successful Seminars

by John Varun Maguire

The following pages contain forms, letters, and an outline for a demonstration on Touch for Health (TFH), which can all be used by the TFH instructor to attract prospective students and support their students in being successful. The key is to have frequent communication and opportunities for ongoing participation.

The first form is a guest card to be filled out by the prospective student when they come to a demonstration. The second form is kept for recording the status of people interested in your classes. Print these forms on 4"x6" cards and alphabetize them in a file box. Write comments on the back. On the second form check the box "Call in" if a person contacted you or the Foundation about classes and mark the "Interested" box by TFH I with the date entered. If someone gives you the name of someone who may be interested, then check "Call out".

Say someone registers on Aug. 25 for your TFH I workshop. Check the box "Registered" and write 8/25. Then, after sending them the pre-seminar letter on Aug. 26, check that box and enter 8/26. They complete your TFH I workshop on Sept. 7 and you send your class roster to the Foundation on Sept. 9. Check the box under Grad/Roster and enter 9/7 - 9/9. On Sept. 8 you send them the post seminar letter to support them in using the workshop to its optimal potential and participating in other events with you. Check the "Post Sem Ltr" box and mark 9/8. On the evaluation form that they completed at the end of the workshop you noticed that they are interested in TFH II, III and becoming a TFH Instructor. You then check the "Interested" boxes for each of those so that you know which upcoming events to notify them about.

The TFH Demo outline gives you a guideline of how to deliver an effective presentation so that people discover the power of TFH and see some of the benefits that they could derive from taking your workshop. Be enthusiastic and very interested in the people who are there. Invite them to register that night while they are excited about the possibilities of TFH. If your demonstrations are over an hour, you might want to schedule a break during which people can register for the workshop.

Be flexible and do demonstrations often to develop a sense of what works for you. Make a list of all the possible groups who you could schedule a demo with, such as health and nutrition groups, massage schools, special interest groups, civic and community groups. It is easiest to speak to a group that has regularly scheduled meetings, however, you can schedule a demo at a place where people interested in health go, such as a health food store or fitness center. Tell your graduates about upcoming demos and invite them to bring friends.

The purpose of the pre-seminar letter is to confirm the student's registration and to get them ready for the workshop. The post seminar letter supports them in making TFH part of their lifestyle and using what they have learned with their family and friends. Schedule practice sessions to help your students master TFH I and prepare for TFH II. During the TFH I class and the practice sessions mention what will be covered in TFH II.

The TFH Evaluation form is designed to give you feedback useful for improving the quality of your classes and provide names of prospective students. Also the students establish the value they got from the course as well as how they are going to use what they learned.

W E L C O M E

DATE _____

NAME _____

STREET _____

CITY _____ STATE _____ ZIP _____

PHONE (Days) _____ (Evenings) _____

OCCUPATION _____

What times are best to reach you... Before 5PM _____ After 5PM _____

Who introduced you to Touch for Health ? _____

NAME _____

STREET _____

CITY _____ STATE _____ ZIP _____

PHONE (Days) _____ Do not call _____

(Evenings) _____ Do not call _____

OCCUPATION _____ Call in _____ Call out _____

GRADUATE FRIEND(S) _____

	Interested	Registered	Pre Sem Ltr	Grad/Roster	Post Sem Ltr
DEMO	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____
TFH I	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____
TFH II	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____
TFH III	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____
ITW	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____	<input type="checkbox"/> _____

TOUCH FOR HEALTH DEMO

- A. Set up the room
 - 1. Chairs placed where everyone can see
 - 2. Blackboard or easel to write on with chalk or markers
 - 3. Display tables for books, tapes, etc.
 - 4. Table for registration with guest cards, name tags, markers and pens
 - 5. Refreshments, cups, and napkins (optional)
 - 6. Background music to create ambience (optional)
- B. Register guests as they arrive being interested in them and their background
- C. Thank them for coming and state the purpose of the demonstration
 - 1. To discover what TFH is
 - 2. To look at what value they could get from using TFH
 - 3. To decide if they want to register in the upcoming TFH Workshop (have the dates and fees written on the board)
- D. Establish relationship with the guests
 - 1. Have each person share their name, background and how they became interest in TFH.
 - 2. Talk about your background and history with TFH.
- E. Talk about what TFH is and what it does
 - 1. In your own words share information from pages 6 - 13 of the TFH book.
 - 2. Vividly describe results that you and your students have had using TFH.
- F. Demonstration
 - 1. Have the guests do a 14 Muscle Balance on you to see how easy it is to do TFH and that they can get themselves balanced once they learn TFH, or ...
 - 2. Ask for a volunteer who is not feeling their best and wants to experience the results of getting balanced. Answer questions as they arise.
 - 3. Other topics (ie. food sensitivity testing, ESR, cross-crawl, surrogate testing, golgi tendon/spindle cell, etc.).
 - 4. Brainstorm with the guests the possible benefits that could be derived from using TFH.
- G. Completion
 - 1. Ask for a show of hands of who sees value in learning TFH and would like to take the workshop.
 - 2. Ask who wants to take the workshop, but for some reason can't make the one coming up. Address any concerns or considerations to see if they can arrange to be in the workshop. They can stay after to talk to you.
 - 3. Invite them to register now for the workshop and get the TFH book to read up through page 30 before the workshop.
 - 4. Sincerely thank them for their interest in Touch for Health.

June 25, 1986

Dear Mary,

Congratulations on your choice to enroll in the Touch for Health Workshop!

I have received your deposit of \$25 and have reserved your space in the seminar being held on July 26 & 27. Your balance due the day of the workshop is \$75.

The workshop will be held at the Ohio College of Massotherapy located at 1016 Kenmore Blvd. Akron, OH 44314. Their phone number is 216/745-6170, should you need to call the morning of the workshop. A map is on the registration form that you received earlier. Free parking is available in the 15th St. parking lot.

Please plan to arrive between 9:30 and 9:45 A.M. to handle registration before the event. The seminar will begin promptly at 10:00 A.M. and end sometime around 5:30 P.M. both Saturday and Sunday.

Bring a light lunch, a pen and a three-ring notebook. Handouts will be provided. Feel free to dress casually and comfortably.

The program agenda for the seminar will include artful muscle testing, various massage techniques to balance the muscles and acupuncture meridians, food sensitivity testing, an emotional stress release technique, movements to increase your energy and ability to concentrate, and more.

You will find it helpful to familiarize yourself with the material by reading pages 6 - 30 in the Touch for Health book. Cut out the tabs in the book to make it easier to find the pages for each of the fourteen muscles we will cover in the Touch for Health I Workshop. If you don't have the book yet, let me know and I will get one to you.

I know you will enjoy the workshop, and that you will find great value in learning the Touch for Health system of natural health. If you need further assistance or have any questions, please call me at 216/384-9555.

I look forward to seeing you Saturday, July 26!

Warm Regards,

July 28, 1986

Dear Mary,

I trust that after completing the TFH course you share with me my excitement for this wonderful approach to health care. Like any seed that has been planted it needs proper nourishment and care to grow and bare fruit.

I encourage you to integrate the techniques you've learned into your lifestyle. Review what we covered and think about how and when each area could be useful, both with yourself and with your family and friends.

Here are some things to remember:

- 1) The innate intelligence that runs the body is connected to the universal intelligence that runs the world and we are each plugged into the universal intelligence through the nervous system.
- 2) All things in nature seek balance. Our lifestyles often create physical, chemical and emotional stressors that take us out of balance. Touch for Health brings us back into balance to promote our well-being and vitality.

Things which help to create and maintain balance:

- | | |
|---|----------------------------------|
| A. The 14 muscle test and balancing | E. Running your meridians |
| B. Cross-crawl technique | F. Emotional stress release |
| C. Avoiding foods that you test weak on | G. Loving and accepting yourself |

Remember that you can balance the muscles and meridians several ways. Neuro-lymphatic points are most often needed. Neuro-vascular holding points are especially helpful in people who are thin skinned and those who are experiencing a lot of emotional stress. Some find the meridian stroking to have a powerful effect. In cases of strained or overworked muscles, origin/insertion technique is often beneficial.

To advance your knowledge and skill of Touch for Health, as well as enhance your own health, I encourage you to both come to the practice sessions and get together with a partner at least twice a month. If you don't use it you lose it. The next practice session is Thursday, July 31, 7:30-9:45 P.M. at the Ohio College. Touch for Health II is September 12-14. You will learn additional muscle tests along with a working knowledge of the acupuncture meridian system including how to give a meridian massage, five element theory, short cuts for balancing and acupressure to relieve pain. Also included will be an advanced emotional stress release procedure.

If you have any questions or would like to share any wins from using TFH, please contact me at 216/384-9555. I'm looking forward to seeing you soon!

Health & wisdom,

TOUCH FOR HEALTH EVALUATION

NAME _____ PHONE (H) _____

ADDRESS _____ PHONE (W) _____

CITY _____ STATE _____ ZIP _____ AGE _____

COURSE TITLE _____ LOCATION _____ DATE _____

Please give us your comments on each of the following including suggestions for improvement:
(use the back of the sheet if necessary)

1. Teaching methods 2. Classroom environment 3. What you liked most about the class
4. What you liked least 5. What were the most valuable things you learned? 6. How you will
use what you learned (be specific) 7. Additional comments and suggestions

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

YES, I AM INTERESTED IN INFORMATION ABOUT THE FOLLOWING:

1. ____ TFH II
2. ____ TFH III
3. ____ PRACTICE SESSIONS
4. ____ Educational Kinesiology
5. ____ How to become a TFH Instructor
6. ____ Other _____

I WOULD LIKE MY FRIENDS LISTED BELOW TO KNOW ABOUT UPCOMING WORKSHOPS:

NAME _____ PHONE _____

ADDRESS _____ ZIP _____

NAME	PHONE
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ADDRESS _____ ZIP _____

NAME _____ PHONE _____

ADDRESS _____ ZIP _____